HARDWARE AND METAL

Vol. XXX
No. 1

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THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

January 5
1918

30999



START
The New Year Right
with
The Right Paint
To Paint Right

This is the beautiful cover that contains the magnificent new forty-eight colors that should grace the shelves of every hardware dealer.

A. RAMSAY & SONS CO.
MONTREAL

Paint & Varnish Makers
Since 1842

TORONTO VANCOUVER

Circulation of Hardware and Metal has been audited by the Audit Bureau of Circulations.

ONE MINUTE SAVED PAYS FOR IT

One minute of a machinist's time is worth more than the difference in first cost between the most expensive hack saw and the cheapest one you can buy.

For the cheap saw wastes time by clogging and dulling and if too brittle wastes still more time through frequent breakage.

But the better saw, especially if rightly selected for the shape or kind of metal, saves time by cutting faster, and saves first cost by lasting longer. And how many gross of hack saws do you use in a year? Or, how many minutes do your machinists devote to sawing?

The question of first cost should not worry you.

There is no question as to who makes the best saws. The

Starrett Hack-Saw

is not a cheap saw. It is unexcelled just as Starrett Tools are unexcelled. These saws save the machinist's time in largest quantities because there is a Starrett best adapted to a given job. Each saw is numbered and what one to use is shown on page 208 of the Starrett Catalog No. 21MA.

STARRETT HACK SAWS CUT QUICKER LAST LONGER

The L. S. Starrett Co.

The World's Greatest Toolmakers

ATHOL, MASS.

NEW YORK LONDON CHICAGO

42-753

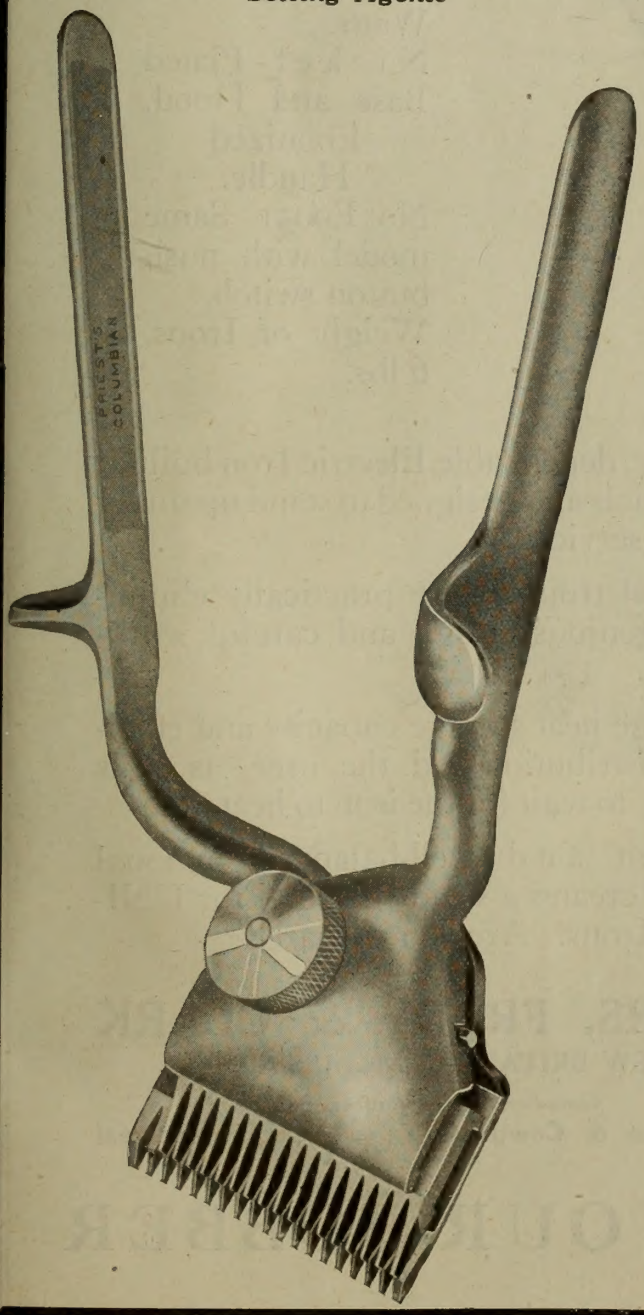
Priest's Toilet Clippers

You will make no mistake in getting acquainted with Priest's Toilet Clippers because you can depend upon them to satisfy your customers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd
New York City

Selling Agents



"P.&W. Co." SMALL TOOLS

Taps, Dies, Reamers, Milling Cutters, Drills

Highest Grade Materials—Expert Workmen—Quality absolutely guaranteed.

PRATT & WHITNEY CO., OF CANADA, LTD.

Dundas Ontario Canada

Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.

Yale Products



made in Canada

Padlocks ***Door Closers***

Night Latches ***Builders' Hardware***

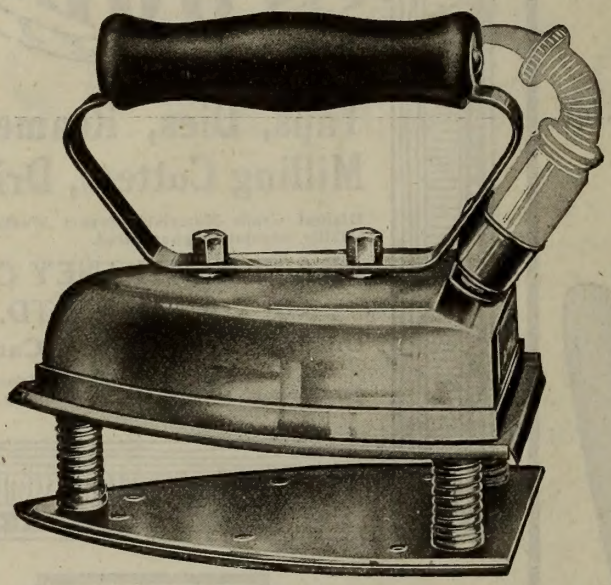
The dealer who sells Yale products does two things: he makes certain of profitable sales and customer-satisfaction. There are no weak links in the Yale line.

The name "Yale" helps make the sale

Canadian Yale & Towne Ltd., St. Catharines, Ont.

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL



"Universal" Electric Iron

New Model

No. E905. 580 Watts.
Nickel-Plated Base and Hood.
Ebonized Handle.
No. E9051. Same model with push button switch.
Weight of Irons, 6 lbs.

A sturdy, dependable Electric Iron built of finest materials and designed to stand up under the hardest service.

Terminal troubles are practically eliminated by ingenious design and careful workmanship.

The large heat storage capacity and efficient heat distribution aid the user, as it is unnecessary to wait for the iron to heat up.

Persistent and well-balanced national advertising creates a steady demand for UNIVERSAL Irons. Are you prepared?

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN., U.S.A.

Canadian Representatives:
A. MacFarlane & Company **Montreal**

ORDER FROM YOUR JOBBER

If interested, tear out this page and keep with letters to be answered.

LEWIS BROS., LIMITED, MONTREAL

Headquarters for

DISSTON TOOLS

DISSTON TROWELS



Designed to meet the demand of **ALL USERS.** They are made—not merely to sell—but for Practical Use by Skilled, Practical Men, as well as by the less experienced.

Are the product of a factory with 57 years' experience in trowel making.

They maintain the High and Enviable Reputation of Tools bearing the name

Henry Disston & Sons

No. 5 London Pattern
Round Narrow Head

That Same High Standard of Quality, Workmanship and Efficiency Which Has Won World-Wide Renown For DISSTON SAWS During the Past 74 Years Characterizes All

DISSTON BRAND TOOLS
That Last for GENERATIONS

LEWIS BROS., LIMITED
MONTREAL

If interested, tear out this page and keep with letters to be answered.



Have You Seen The New $1.00 Mops?

SPRUSTEX POLISH AND MOPS
Trademark

They have decided improvements over all that have gone before.

Handles will not come loose as they are held by an easily adjusted screw. No threads to break.

Pads are easily removed for washing.

Entire mop is strong and scientifically made. Nothing to get out of order. Centre will outlast many pads.

Swivel joint permits use under furniture, Self-measuring top, holds just enough polish for re-saturating.

Sprustex Polish is a superior lustre-restorer for furniture, automobiles, fine floors, etc., and should always be used in connection with Sprustex Mops. There is no other polish like it. A trial will convince anyone that it is the all-desirable thing to use for dusting and glossing.





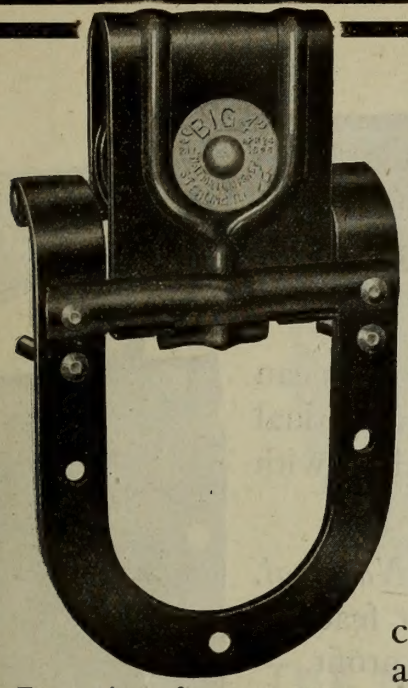
Caverhill, Learmont & Company

WHOLESALE DISTRIBUTORS

Montreal

SPRUSTEX POLISH AND MOPS
Trademark

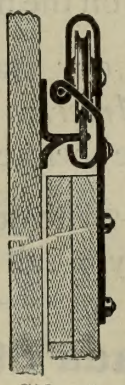
If interested, tear out this page and keep with letters to be answered.



Front view of "Big 4" Hanger

The most satisfactory Barn Door Hanger

"Big 4" Flexible Door Hangers are carrying easily and smoothly on their Anti-Friction Steel Roller Bearings thousands of barn doors in all parts of this continent. Ever-increasing sales and the total absence of any "come-back" in the way of kicks and dissatisfaction prove that "Big 4" meets fully the requirements of most builders and barn owners.



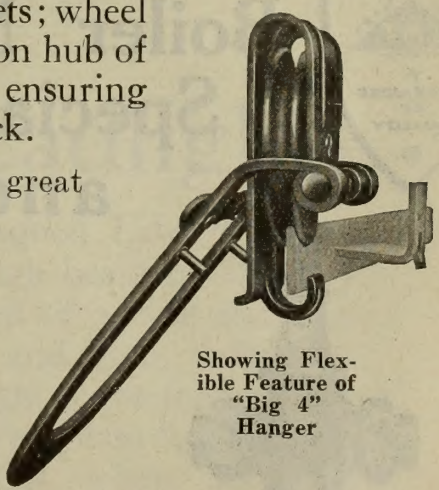
Side view of "Big 4"

The "Big 4" is simply but heavily built entirely of steel; has no complicated parts to get out of order; runs smoothly on anti-friction steel roller bearings; is flexible; is fastened to but one side of the door; brings the door close to the track; has sherardized axles and rivets; wheel housing is effectually prevented from binding on hub of wheel; japanning is done *before* assembling, ensuring bearings free from japan; cannot jump the track.

These are the features that have made "Big 4" the great seller it is.

Packed the careful "National Way"—one pair in a box with bolts for attaching. A printed tag is also packed in each box, giving a list of articles required to properly equip each door. This serves as a reminder to the clerk and will help make sales of articles listed.

Have you a "National" Catalog?



Showing Flexible Feature of "Big 4" Hanger

NATIONAL MANUFACTURING COMPANY

STERLING, ILLINOIS

If interested, tear out this page and keep with letters to be answered.

Why Don't You Increase Your Hanger Business?



The exceptional value of Canada Steel Goods Hangers can only be appreciated by a careful study of the individual features they possess, and by comparing our values with anything on the market.

Each of our trade brands known as *Canada, National, Hatch, America* and *Great West* embody distinct features that make them easy to sell, and show you a good profit.

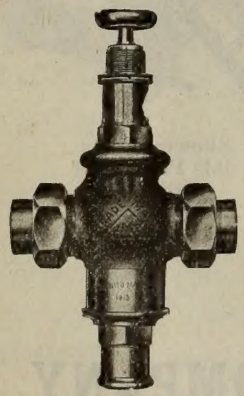
To-day—write our Hanger Dept. for particulars of how we can help you sell more Hangers.

Canada Steel Goods Co., Limited, Hamilton, Canada

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

Boiler Mountings, Steam Specialties, Engineers' and Plumbers' Supplies

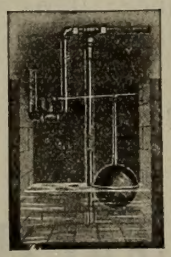
TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY



J.M.T. REDUCING VALVE

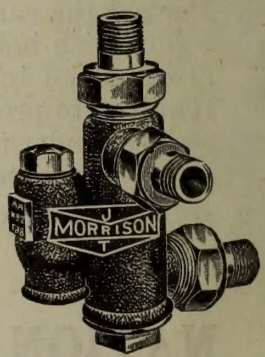
Will not equalize, is extremely sensitive and will maintain a steady reduced pressure regardless of the variation of the initial pressure.

Made in sizes ½" to 6".



MORRISON AUTOMATIC CELLAR DRAINER

Automatically drains flooded areas by means of water jet. These machines have been in use for four years without requiring the slightest attention.



J.M.T. IMPROVED INJECTOR

Operates successfully on steam pressures from 20 to 220 lbs. per sq. inch. 4 to 400 horse-power.

Made in sizes ⅜ in. to 2 in.

The James Morrison Brass Manufacturing Co., Limited

93-97 Adelaide Street West, Toronto, Ontario, Canada

If interested, tear out this page and keep with letters to be answered.



THE NEW

OSGOOD LENS

CRAVATH LONG DISTANCE TYPE

fully covers the

New Law for Ontario

regarding

Automobile Headlights

We are advised that this new law has been passed and may be put into effect at any time by an Order-in-Council.

It will be good business to order a supply for stock and so be prepared to promptly meet the demand.

The Osgood Lens throws a waist-high beam of light for one-third of a mile ahead of the car and gives fully 74% more light on the road as compared with plain lens and is a big seller where stringent headlight laws are in effect.

H. S. Howland, Sons & Company, Limited

WHOLESALE HARDWARE

TORONTO

If interested, tear out this page and keep with letters to be answered.

Order Yours Now Be Prepared



Each of the three Freezers, LIGHTNING, GEM or BLIZZARD, has served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.



They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.



The Blizzard, being simpler in construction and cheaper in price, makes it a good running mate with either the Lightning or Gem. They sell themselves and stay sold! No comebacks or complaints.

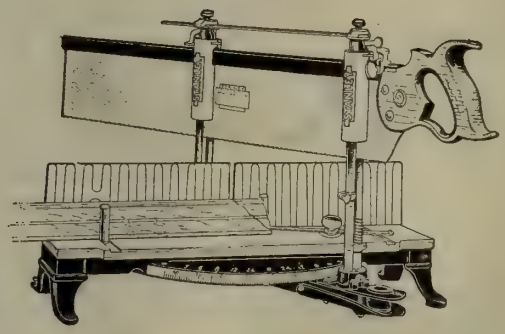
This means easy, net profits for you. Your jobber will supply you.

Include the Lightning Ice Chipper. It helps the sale of Freezers.

North Bros. Mfg. Co.

PHILADELPHIA, PA.

Stanley Tools



Stanley Mitre Boxes

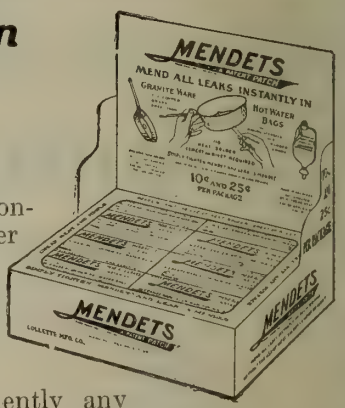
MADE IN CANADA

Every mechanic that visits your store would be interested in a STANLEY MITRE BOX. They are strong, durable and accurate, and have a number of striking features that appeal to those who handle tools.

Special circular upon request.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Displayed in This Container



This neat, compact container on your counter serves to remind those who come into your store that they need "Mendets" in their homes. "Mendets" mend permanently any household utensil that leaks—and does it quickly and easily. Everybody needs "Mendets." A reminder is all that's necessary to create sales.

The following wholesale hardware merchants sell Mendets: Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P. E. I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, Nova Scotia; Caverhill, Learmont & Co., Montreal; A. Chown & Co., Kingston; The Gray-Harvey Co., Limited, Ottawa, Ont.; H. S. Howland Sons & Co., Limited, Toronto; Mills Hardware Co., Limited, Hamilton.

Collette Mfg. Company

Collingwood, Ont., Canada

If interested, tear out this page and keep with letters to be answered.

WIRE

Bright Hard Wire

Just the thing for tinware manufacturers, and for making handles.

Bright Soft Drawn Wire

For all purposes where a mild wire is required. You should always have a supply of our Bright Soft Drawn Wire in stock.

Both of these obtainable in all gauges, and in catch-weight bales from 50 to 70 pounds.

Stove Pipe Wire

Our stove pipe wire is well annealed, yet strong and tough.

Made in S. W. G. No. 18 and 19. It is put up in coils of ¼ pound.

Clothes Line Wire

Galvanized. Made of the best open hearth steel wire, 6 or 7 strands.

Regularly put up for Hardware men to handle in coils of 50, 100 and 200 ft. We will, however, supply it in any length.

Every Hardware Dealer should have in stock this most satisfactory clothes line wire.

THE

STEEL COMPANY

OF

CANADA

LIMITED

HAMILTON - - MONTREAL

If interested, tear out this page and keep with letters to be answered.

"RELIABLE" CHURNS ARE BEING ADVERTISED FOR YOUR BENEFIT

All through the Dominion women who churn are reading in the advertising columns of their newspapers and farm journals of the "Reliable" Churn. They are becoming impressed with what the "Reliable" can do for them in the way of lightening labor. Having had experience with old-fashioned dash churns they recognize the true principle on which the "Reliable" is built and are convinced that it will give perfect results.

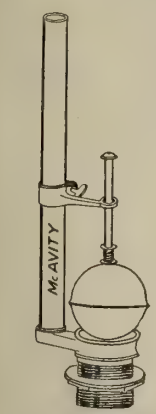
A feature that appeals strongly to every one is its capacity. A "Reliable" will churn successfully cream to 80 per cent. of its capacity, something no other churn can do.

There are hundreds of such women in your locality. Somebody is going to sell them. Our advertising has done its work. The demand is created. It will pay you handsomely to satisfy that demand. Write to-day for our proposition and get busy.



The Reliable Churn Co. of Canada

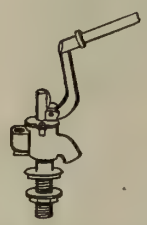
T. W. FOSTER, MGR., 141 King St. E., TORONTO



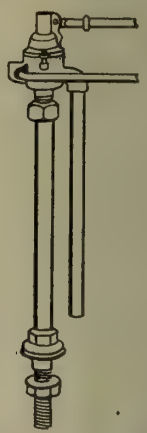
Royal Tank Valve Complete


5-in. Copper Float Soldered


Valve Float


O.K. Bottom Supply Ball Cock, Rod and Refill Tube


Low Tank Diaphragm


Elevated Ball Cock, Rod and Refill Tube

McAVITY TANK FITTINGS

Are a Profitable Line for the HARDWARE AND PLUMBING TRADE to handle

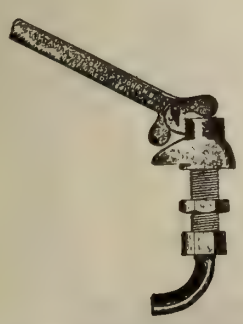
The Fit, The Quality, The Price—IS RIGHT

Prompt delivery, with liberal freight allowance.

It's up to you to start business with us; it's up to us to make you continue. *You'll continue* all right!

T. McAVITY & SONS, Limited

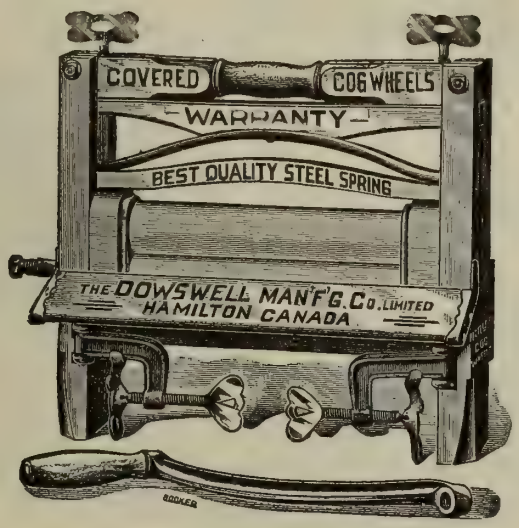
MONTREAL ST. JOHN, N.B. WINNIPEG


McAvity's Patent Ball Cock Bent Tail


McAvity's Patent Ball Cock Straight Tail

If interested, tear out this page and keep with letters to be answered.

How Much is it Worth to Have no Complaints?



If the wringer or washer you sell does not give satisfaction, you get the complaints. You are blamed, although it is not your fault. You lose a customer, perhaps more than one, because women compare notes on such things.

Sell the Warranty Wringer and tell your customers that the Manufacturers invite criticism. Ask them to let you know if they find any point in which the washer or wringer may be improved. Recommend the Warranty to the limit and we will stand back of you.

The Warranty has steel ball bearings, flat steel springs, covered cogs and "sure grip" clamps. It is worthy in every detail.

Note the change in the firm name.

DOWSWELL, LEES & COMPANY, LIMITED

HAMILTON, ONTARIO

If interested, tear out this page and keep with letters to be answered.

Making Files For Fifty Years

If fifty years of specializing and progressive experience in the manufacture of one thing tends to quality and efficiency, then the "Famous Five Files" are of the best quality and the most efficient.

Innumerable investigations were made before a formula was finally adopted for the steel. Each file is now made from steel best suited to the class of work for which it is intended.

The shape of the teeth has been subject to careful experiments. You can always get a "Famous Five File" with teeth that will cut fastest, and leave the best surface on any kind of metal.

Our hardening process insures long life to each file. Finally, every file is inspected several times during process of manufacture, and, if it shows the slightest defect, at any stage, it is rejected.

Every "Famous Five File" is mechanically perfect. Their qualities are standardized in the trade. Specify them when ordering. They are:

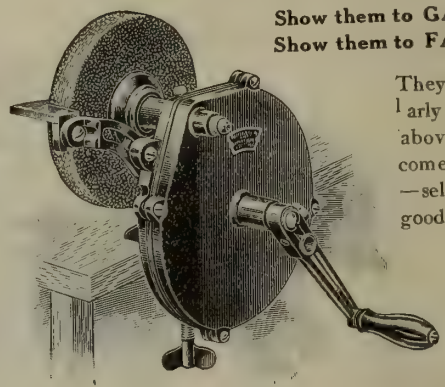




Now is the time for Canadian dealers to display in windows and stores

"AMERICAN SELF-OILING GRINDERS"

Show them to MACHINISTS
Show them to CARPENTERS
Show them to GARAGE MEN
Show them to FARMERS



They will appeal particularly to the needs of above classes. They come in different sizes—sell at fair prices—at good margin of profit.

Sold and catalogued by Leading Jobbers

Manufactured by

American Grinder Mfg. Co. - Milwaukee, Wis.

Western Agents:—Merchants Hardware Specialties Co., Calgary, Alta.: Eastern Agents:—John H. Graham Co., 113 Chambers St., New York City: Winnipeg and Manitoba Agent:—D. Philip, 138 Portage Ave., East Winnipeg, Man.

Wire Bale Ties

There is profitable business to be had in Wire Bale Ties from the hay pressers in your district. This is clean-cut business, bringing goodly returns without necessitating the loading of your shelves with stock. We specialize on this line, carry a large and varied stock, and have the greatest capacity of any like firm in Canada.

We manufacture wire in all sizes and in many varieties, such as Wire Nails, Wire Barrel Hoops, Staples, O. & A., Broom, Brush, Mattress and Florists' Wire, etc.

Ask for quotations on your requirements.

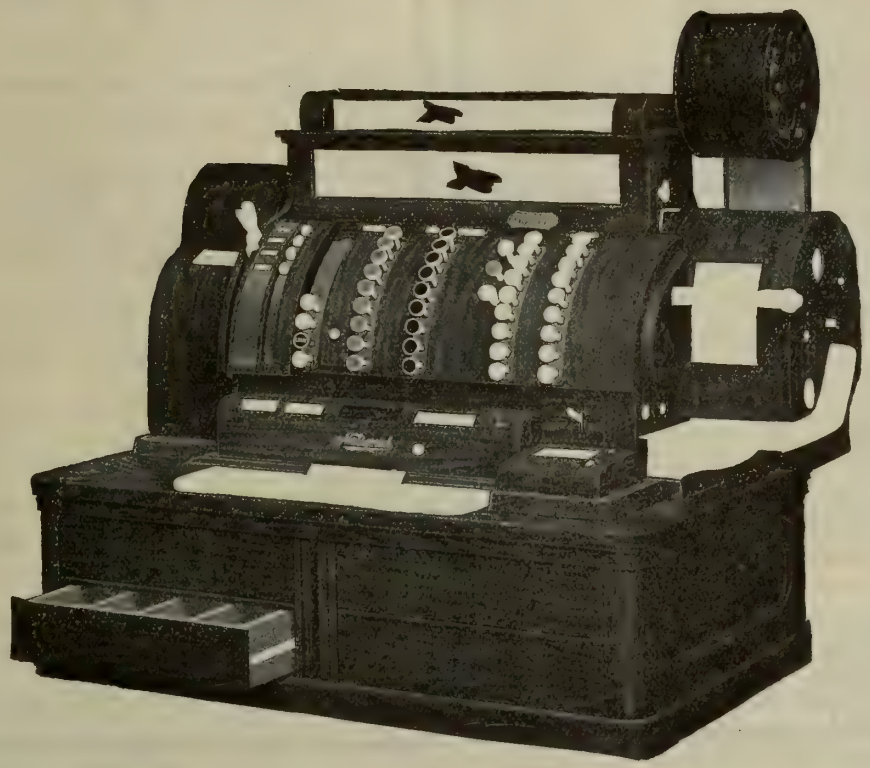
The Laidlaw Bale-Tie Co., Ltd.

A. T. Diggins, Toronto, Ont.
Harry F. Moulden & Sons, Winnipeg, Man.
H. E. O. Bull, Montreal Que.

Head Office and Works: HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

The Most Important Factor



Mr. Merchant:

THE most important factor in the success of any business is the *man* behind it. The business is but a reflection of its director.

If he is ambitious, energetic and intelligent, he will watch his business closely, discover every weakness, and painstakingly nurse it through to success.

He will seek advice, improve his knowledge and increase his efficiency so that he may know how to cure the ills of his business.

Too many men are self-satisfied and refuse to follow the methods that have brought success to other business men.

Think of the ten most successful men in your own line of business and ask yourself why they succeeded.

National Cash Registers are not cure-alls, but they have helped the most successful merchants in the world and they can help you.

Send for our literature and talk with our representative, because we have made a study of curing a great many of the troubles that beset the storekeeper.

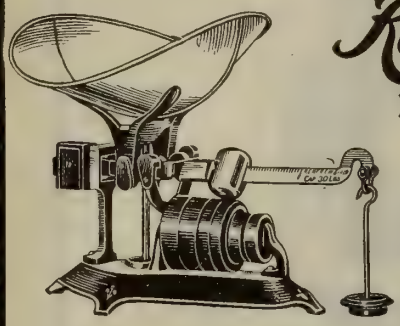
Cast aside indifference and determine to improve your business in 1918.

The
National Cash Register Company of Canada Ltd.
Christie Street **TORONTO**

If interested, tear out this page and keep with letters to be answered.

The Dispute Settler

Here is a scale that captures confidence the minute you show it. And confidence "sells goods." In a dispute over correct weights, for instance, the owner of a Renfrew can defend its accuracy against any other scale, not matter how elaborate. The Government Inspector's Certificate, accompanying every Renfrew is indisputable evidence of accuracy in every weight from ½ oz. to 30 lbs. That is one reason why the Renfrew sells like everything, these days. The housewife is ferreting out every leak due to honest mistakes in weighing. Get the



Renfrew

HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs.
Government certificate with every Renfrew.
Finished in black or all nickel plate styles.
Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

Eastern Branch, Sussex. N.B.

Western Representatives: P. A. C. McIntyre & Co., 206 Scott Block, Winnipeg, Man.; Foundry Products, Ltd., Calgary, Alta.; Crandall Co., Ltd., Vancouver, B.C.

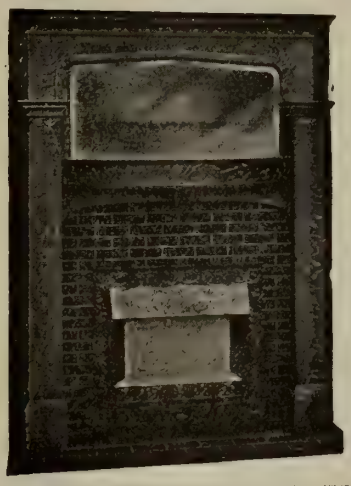
Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.



PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

MADE IN CANADA



It's a Pink anyway you take it, and it's the best Peavey made.

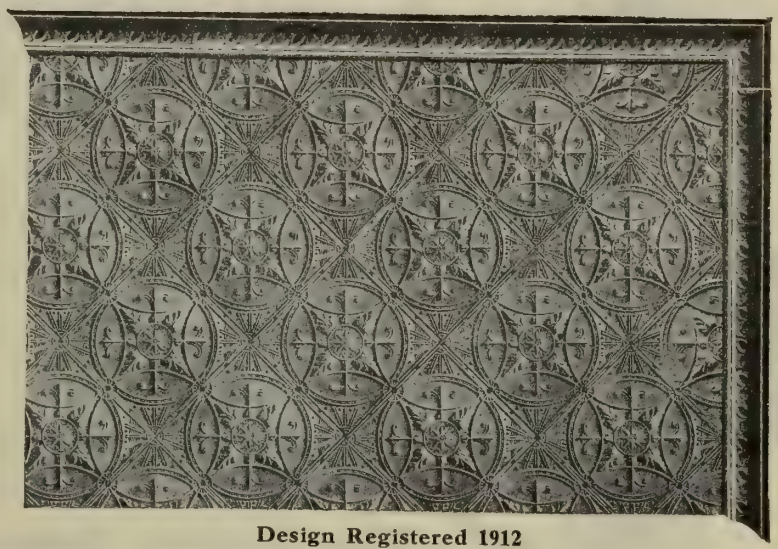
"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

YOU OUGHT TO HAVE IT

Our big, handsome catalogue, full of suggestions that will help you land many profitable metal ceiling jobs. Send for it to-day.

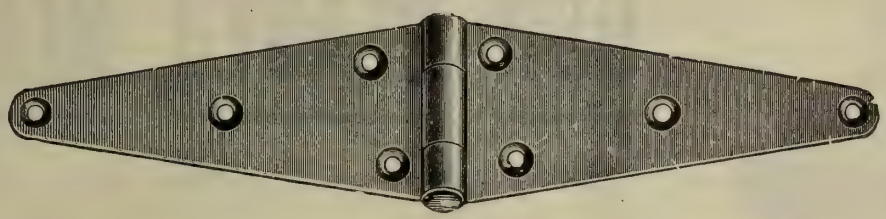
The "Metallic" line has a big live service behind it. Let us send you full particulars.

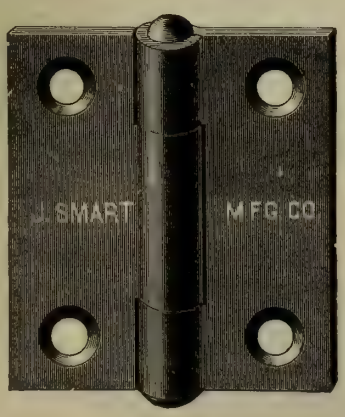
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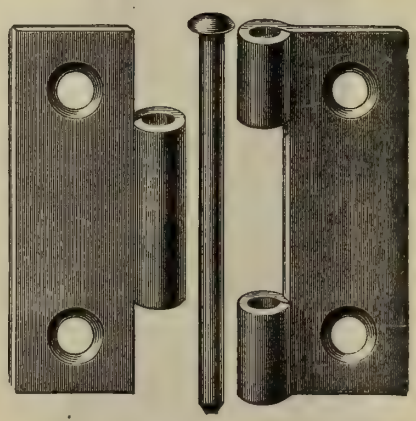
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The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

Butts  Hinges



We can supply you with Wrought Butts and Hinges. Our styles, sizes and finishes are extended, enabling us to take care of orders from the very smallest to largest sizes.

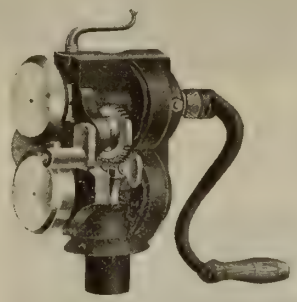


The Canada Foundries and Forgings, Limited

The James Smart Mfg. Co. Plant

BROCKVILLE, ONT. WINNIPEG, MAN.

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Encased Wiring Machine

TRADE B B CO LTD MARK

Small Machines

ARE MADE FOR SERVICE. THEY COMBINE DURABILITY, SPEED AND ACCURACY.

No Tinshop can afford to be without a set of these machines.

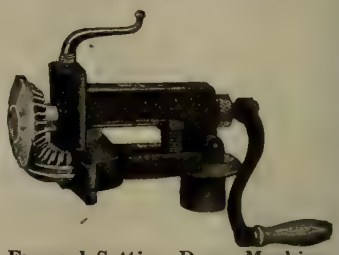
We manufacture a full line of Tinners' Tools.

Drop us a line for full particulars and prices.

The Brown, Boggs Co.
LIMITED
HAMILTON, CANADA



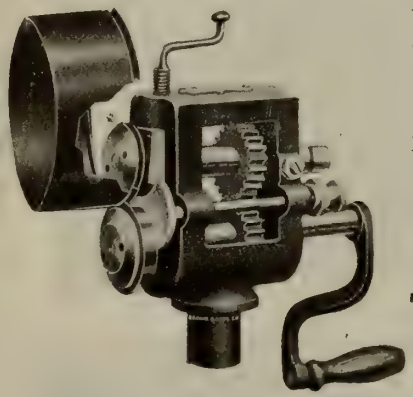
Encased Small Turner



Encased Setting Down Machine



Encased Small Burr



Eclipse Elbow Edging Machine

Style "B" Plain
With Swing Top



OUR BEAVER HEATERS

are well and favorably known from coast to coast. Why?

These popular heaters have been on the market for years. They are built to last.

They give the maximum heat with a minimum fuel consumption.

They are particularly attractive in design. There is a Beaver Heater for every home. *Now is the time to buy.*

Orders can be shipped without delay.

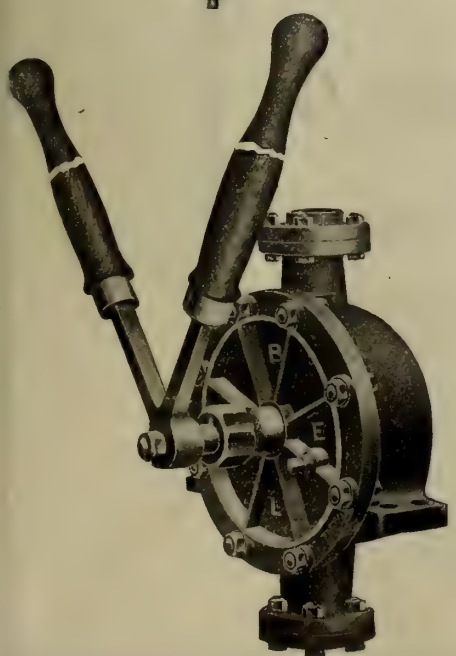
The Thos. Davidson Mfg. Co., Ltd.
TORONTO MONTREAL WINNIPEG

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FIVE WORKS—OVER 3,000 EMPLOYEES

UNITED BRASS FOUNDERS and ENGINEERS, Limited

It is our intention after the War to devote our energies to the intensive production of the following Specialities:

Gunmetal and Brass Valves and Cocks.
Steam, Water and Compressed Air Fittings generally.
Cast Iron Stop and Sluice Valves.
Semi-Rotary Pumps.
Extruded Brass and Bronze Bars.
Brass Bolts and Nuts, Studs and General Turned Work from the Bar
Cast and Malleable Iron Cocks and Pipe Fittings.
Pressure and Vacuum Gauges.
Injectors, Engine Governors.
Spraying Machinery.
Coppersmiths' Work.
"Stella" Brand Alloys, Manganese Copper, Silicon Copper, Ferro Zinc, Phosphor Copper and Tin, etc.

Business After the War

If you are interested in any or all of the lines mentioned and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office.

EMPRESS FOUNDRY

Cornbrook, Manchester, England

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EVERYTHING IN RUBBER

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

MADE IN CANADA

Looking Forward

The Dominion Rubber System policy is *"To Serve and Please the Trade."* That policy will be more in evidence during 1918 than ever before.

Despite changed and changing conditions in Trade and Manufacturing, there will be no lessening of our efforts to meet every need in Rubber, no matter from what source it may emanate.

For more than half a century we have set the pace, and our position this year will be more pronounced because of the greater and better service we can and will render.

Our service branches, in the principal cities of Canada, will give prompt and intelligent attention to all enquiries. Our experts are ready with their advice, where needed.

Canadian Consolidated Rubber Co. Limited

Head Office - - MONTREAL

Service Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Kitchener, London, North Bay, Fort William, Winnipeg, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver, Victoria.

The Largest Manufacturers of Rubber in the British Empire.

If interested, tear out this page and keep with letters to be answered.

"Member Audit Bureau Circulations"

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXIX. TORONTO, JANUARY 5, 1918 No. 1

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*

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Stanley Garage Hardware



THIS picture beautifully reproduced in colors as a calendar will be sent to the leading Architects and Builders throughout Canada to help you increase your sale during the coming year of

Stanley Garage Hardware

We should be pleased to receive from you the names of Architects and Builders in your vicinity, and should any not already be on our list we will add them and forward the calendar accompanied by a letter saying that it is sent at your suggestion.

THE STANLEY WORKS, New Britain, Conn., U.S.A.

Canadian Representative: A. MacFarlane & Co., Coristine Building, Montreal

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO JANUARY 5, 1918 No. 1

Current Events in Photograph



No. 1---Just Behind the Battle Lines

EVERYWHERE we read of the mud of Flanders. Mud is evidently the thing that most forcibly presents itself to the remembrance of everyone who has been through the fighting on the western front. The illustration above shows how the British Officers and Tommies have succeeded in getting the better of the mud. This picture was taken only a short distance behind the famous salient at Ypres that the Canadians know so well. Note how comfortably matters have been arranged in this double terrace of huts; the drainage canal for carrying off the rainwater, and keeping the huts always dry and sanitary; the pipe line for draining the huts and providing sanitary comforts, the electric light wires, and the close-fitting door to keep the glitter of light from curious flyers. Note also the well upholstered roof. It is as complete a little city as could well be imagined, not only within the sound, but well within the reach of the guns. The hut number is plainly to be seen.

EDITOR'S NOTE.—*The above is the first of a new series of photographs which will appear in* HARDWARE AND METAL *during* 1918. *The name "Current Events in Photograph" indicates the nature of the new series. Other new features for* 1918 *will be announced in the near future.*

Getting Results from Roofing Dept.

Good Roofs Essential to Good Buildings—The Hardware Dealer's Opportunity—Reviewing the Talking Points—Sales a Matter of Merchandising—Keeping in Touch With the Contractor.

WHEN selling roofing one of the most important factors in the construction of any building is involved and it would be well for merchants to pay careful attention to this feature of their hardware tender. There is perhaps no part of the entire building on which greater returns to the merchant are possible—no greater advertising medium exists than a roofing applied which stands up under adverse weather conditions and backs up the claims made by the merchant in selling.

What then are the important points to be borne in mind of the retailer in the matter of roofings? First of all, he must, of course, select the line which he would handle. There are many different brands being marketed and the merchant's judgment must be exercised in the adoption of that line in which he can put his faith just the same as would be involved in the selection of a line of tools, enamelware or paints. Some merchants do not push the sale of roofings as they should. It is decidedly a hardware line just as much as other building materials, and to those merchants who keep a couple of rolls stored away in the basement it need only be pointed out that similar methods employed with their other goods would soon result in their closing up shop.

The Hardware Dealer's Opportunity

The hardware merchant has a splendid opportunity for developing trade in roofing. In the construction of a house, barn, store, or any other building he is the one consulted for a price on nails and hardware. It should not then be very hard to bring to the attention of the contractor or owner calling for quotations that your store is the headquarters for roofing. Driving home the fact that the brand you carry is the one best suited to their needs resolves itself into a question of salesmanship.

Right here, then, is where the hardwareman who knows his line has a distinct advantage. What are the many points to be taken into consideration in the sale of roofing? What does the customer want to know about it? Is it easily applied? What factors in its construction bear out your claims as to its durability? Will it need frequent repairing and painting? Is it fireproof?

Application An Important Factor

In the case of ready roofings which come in rolls there is no doubt but that they are easily applied but in bringing out this fact every consideration should be shown and steps taken to insure proper application. The merchant should point out the necessity of a proper level base for the roofing—it will not give long service if the foundation is faulty Having a flat surface on which the roofing can be applied without wrinkles appearing is necessary but the one laying the roof should see that creases are not allowed to remain when the job is finished.

Then there is the joining process, which can be done to give rain and snow proof results or form the basis for unlimited complaints; and what the merchant wants to avoid is giving his customers cause to complain. A leaky roof is not only unsatisfactory in itself but the damage done to the interior of the building affected sometimes reaches figures that are mighty large. It is human nature that the owner should blame the roofing and the fact that it leaks in two or three years' time or less through faulty application does not altogether free the merchant from blame when his guarantee as to durability has set ten, twenty or thirty years as the lifetime service the owner might expect. Too much importance then can not be placed on the necessity for the merchant seeing that the roofing he sells is properly applied.



Using a cut brightens an ad. materially as will be seen in the above. The reading matter is brief, but to the point and brings out points of interest to possible purchasers.

What Are the Talking Points?

When you make the statement that the roofing you sell is durable, that it will give so many years of satisfactory service, do you know what elements in its construction bear out the assertions you make? Is the roofing you sell a combination of paper and tar and, if so, are they so compounded that you know the service you claim is built into it?

Secret processes of manufacture notwithstanding, it will be found that the manufacturer gives to the merchant the basis on which his roofing is made—so much of one ingredient, so much of another, compounded in a manner which experience has justified as being, to their minds, correct. What particular part each plays in the life of the roofing is outlined for the merchant and it would be well to study not only the line you are selling, but the other lines being offered as well, so that any questions asked about them can be answered intelligently and to the merchant's own advantage as well.

Cost of Upkeep Should Be Stated

The upkeep of a roof is a point which bothers some owners, and what action, if any, is going to be necessary to preserve roofing satisfactorily should be brought out. This point can be dealt with without in any way detracting from the strength of your arguments. If a coat of some special paint or other material every year or five years should be applied, emphasize the fact. The results would certainly show in a roof which should last twenty years and it should have the impression of creating confidence in the purchaser when he sees that you are looking into the future and not making big claims to effect an immediate sale.

Fireproof Qualities Deserve Mention

To what extent the roofing you sell is fireproof could be brought to the notice

of your customer. In the case of a big fire which would destroy the entire building the point does not matter so much but whether sparks from other buildings which might alight on the roof would start a fire is of vital interest. The average owner of a building hopes to avert a fire on his own premises but has a dread that fires originating in others might be transferred to his own. If, then, there is a measure of fire protection in the roofing you sell your customer would welcome the fact.

Sales Result From Good Merchandising

The methods to be employed in securing roofing business do not vary to any great extent from other items in your stock. This department should be given publicity through your newspaper advertising and in your store displays. Reproduced with this article are newspaper ads used by retailers in different localities and it is well known to the average retailer that newspaper advertising can be made a very important factor in the distribution of their goods.

Quality Advertising the Best Kind

As has been pointed out in connection with other lines of merchandise it is by no means the size of the space devoted to the advertising but the copy which goes into that space which brings results. Ads which are carefully thought out, planned ahead, which you can leave and come back to read without getting a bad taste in your mouth over some expression used are the kind to put in your paper. It is not only your own views you must express but it is getting outside of yourself—criticising your own work to determine what effect the ads will have on your prospective customers that you must exercise. Selling copy can only be written when the merchant finds out what his customer wants to know about his goods and makes his appeal along those lines. Newspaper ads which pull, which deliver a message straight to the reader are the kind every merchant should try to write and it is only by planning ahead that success will attend the efforts of the ad-writer consistently.

Store Interior Displays Suggest Roofing

The writer had occasion some time ago to visit a hardware store in an Eastern Ontario town and one thing which made a distinct impression on entering the store was the appeal made for the brand of roofing this firm was selling. Every customer who entered that store saw roofing advertising and there can be no doubt but that when any of that store's customers were in the market for this product, they remembered that this hardware store could supply their needs.

There are many dealer helps issued by the manufacturers which attract attention to their products and these can be used to advantage by nearly every retailer. Attractively colored hangers and counter or floor displays can be used to brighten up the store interior to good advantage and will help materially in a window display. There is no reason why a window which sells sporting goods, cutlery or garden tools could not be used occasionally to emphasize the importance you place on your roofing business with satisfactory results.

Keeping in Touch With Contractor

Supplementing all appeals made to the man who is spending the money, it should prove decidedly advantageous to keep in touch with all contractors. Their advice is asked in many matters pertaining to the construction of buildings and if the question of roofing should be left to them, it can readily be seen that the merchant whose products are well known stands the best chance of securing the business. Not only is the contractor a good friend to have in the matter of determining that the roofing you sell will meet the requirements of the building he is constructing, but the merchant who is progressive in selling roofing will get results with his other hardware lines as well.

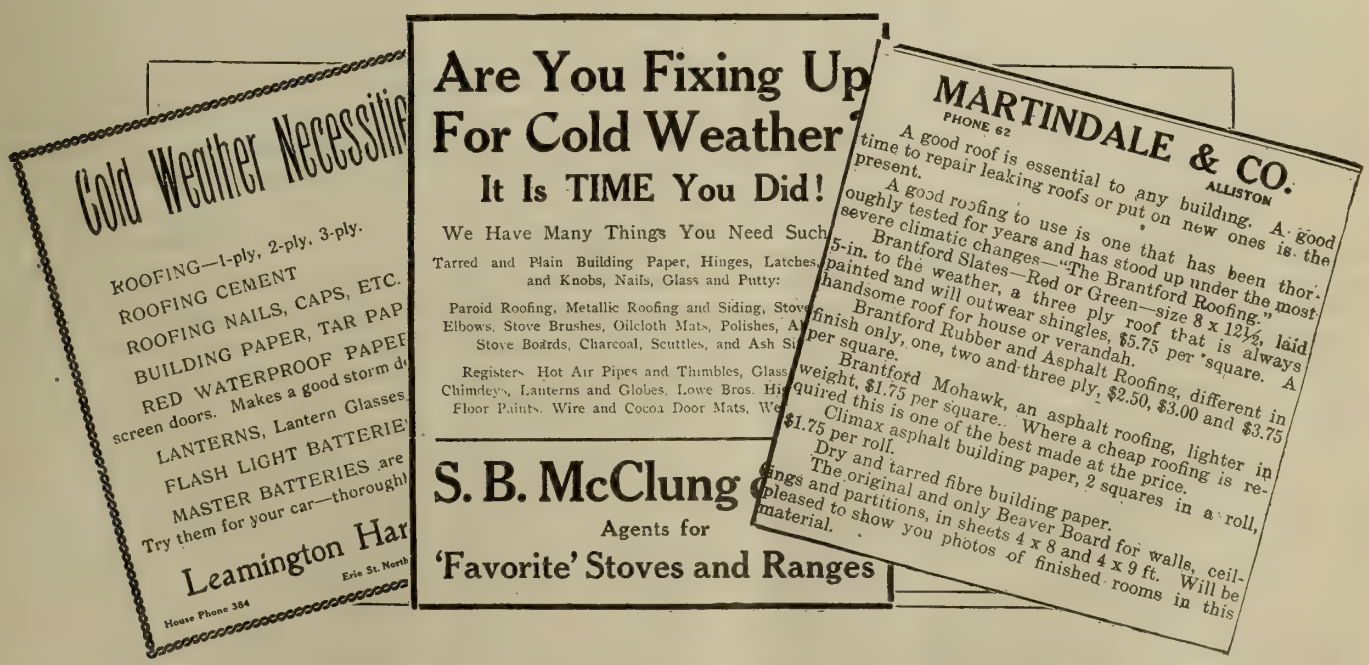
The roofing end of the hardware business should not present difficulties of an insurmountable nature to the average hardware man and it should work in splendidly with the builders' hardware department. Let the people know that you handle roofing through your newspaper ads and store displays and the results you will secure should prove very gratifying.

TRADING FIRMS AMALGAMATE

Announcement was made a few days ago that the business of the Frontier Trading Co., of Ogdensburg, N.Y., and the Canada Shipping Co., of Montreal, had been taken over by the George Hall Coal & Transportation Co. The deal gives the Hall Co. an extra fleet of sixteen vessels with an aggregate tonnage of 20,000. The vessels will be placed in the coal and wood pulp trade between ports on Lake Ontario and the St. Lawrence River. Four vessels owned by the Hall Co. were commandeered recently by the United States Government.

CROW'S NEST PASS COAL OUTPUT

The collieries in the Crow's Nest Pass district of British Columbia, which are now operated under Government control, are producing 23,000 tons of coal a day, the greatest output in the history of the province. Word received by the Minister of Labor from the Director of Coal Operations in the district indicates that everything is running smoothly at the collieries.



Samples of ads. used by hardwaremen which primarily feature roofings. The aggressive methods adopted by most hardwaremen in pushing the sale of this line are more and more securing results and stamping their stores as headquarters for the distribution of roofing.

Enough Tin to Meet Requirements

Expected That Situation Will Open up and Enough Tin Plate be Available to Meet All Requirements

THE possibilities of the tin situation continue to be a very disturbing element. Possibly it is more disturbing than the actual conditions would seem to justify. Rudolf Wolffe & Co., London, England, in reviewing the tin plate situation, suggest that the uncertainty that exists rather than the actual condition of scarcity is the cause of the depressed feeling.

Their report reads as follows:—

Uncertainty More Alarming Than Actual Scarcity

"This metal has been the subject of a sensational advance through various causes, the chief one doubtless being the obscurity now surrounding the position of supplies. For some two years past the consumers both here and abroad have been very alive to the possibilities of metal being lost through the sinking of ships. We no longer receive statistics of shipments, and this has engendered an all-round nervousness. We cannot say that we find any extra demand, but attribute the rise more to the policy of caution on the part of sellers, who after all are committed on the London Metal Exchange to deliver an article in warehouse; for the carrying out of which contract they are mainly dependent upon the oversea supplies."

"The Canner," Baltimore, Md., reports the remarks of Vice-President H. W. Phelps, of the American Can Company, at a recent meeting of canners, as follows:

"With fair luck and conservation the 1918 season will not suffer seriously from lack of cans.

"Prices will be higher than in 1917, but Government control of the steel and tin plate industries will offset a part of the sharp advances in raw material. The only serious disturbing factor is the danger of labor troubles.

The War's Demand for Tin Plate

"Few canners realize the tremendous demand for tin plate for strictly war purposes. All small cartridges are partitioned with tin plate in much the same manner as eggs in an egg case, and then they are enclosed in a tin box and soldered up air and water tight. The larger shells are placed in individual cans, a three-inch shell, for example, being sealed in a can three inches in diameter by 18 inches long. This is only one of the many war demands being made on tin plate outside of the food canning trade.

"In the food trade, increased demand has been phenomenal. For example, milk which is one of the most essential army rations, is being packed in tremendously increased quantities. One concern which bought 18,000,000 cans from the American Can Company in 1916 had purchased 19,000,000 cans up to May 1 this year and on May 1 placed specifications for 68,000,000 cans more to cover the rest of 1917 requirements.

"Referring to the situation for 1918, Mr. Phelps stated that nobody yet knew what the price of cans would be next year or what deliveries would be, but he said under the guidance of the Government the problem of producing cans would be solved.

Difficulties of Getting Supplies

"There is practically no pig tin produced in the United States, and heretofore it has all come through England and, therefore, through the submarine zone. Last year one great cargo of pig tin was sunk by a German submarine, and this caused a great deal of trouble. For the new year arrangements have been made to ship around through the Straits of Malacca to San Francisco, or Los Angeles, and thence by rail to the tin plate mills, thus increasing the freight cost, but successfully avoiding the submarine trouble.

"Another favorable move for the new year is the reduction in exports of tin plate. There can be no question that large quantities of the tin plate exported last year found its way into Germany. This has all been cut off through an embargo system.

"As now worked out, it is believed that the tin plate mills of this country can produce about enough plate to supply the demand for 1918 if they work full tilt. The can manufacturers have sufficient capacity to make this plate up into cans, so there is no great danger on the latter score.

"All of the above does not take into account the possibility of labor troubles and shutdowns. This is a matter which the United States Government will have to take firmly in hand if serious trouble is to be avoided. As to prices for the new year, pig tin, steel plate and all the other materials which go into the manufacture of tin cans have advanced 25 to 33 1/3 per cent. To partly counteract this is the fact that the Government is regulating the prices to be charged by the steel and plate manufacturers."

Optimism Over Railroad Situation

Government Action in United States Welcomed — Canadian Manufacturers Will Benefit

WASHINGTON, D.C.—The United States made its second great step in the war game when all railroads passed under Government control. With conscription as its first great war move, the United States has now taken the second step in taking over the activities of the railroads. The importance of this action in respect to the progress of the United States' war programme is great. William G. McAdoo, Secretary of the Treasury, is the railroad dictator. McAdoo has already taken long steps to bring about a remedy to the railroad congestion which has been hampering the United States for many months. All traffic and facilities of railroads are to be pooled, according to orders issued by McAdoo. This will allow one railroad to use the terminal facilities and equipment of another, and will mean that the thousands of miles of railroads in the United States will act as a unit.

Better Freight Movement Anticipated

Perhaps an even greater effect which will be brought about will be the fast movement of freight. For many weeks now freight of all sorts has been congested on railroads in the United States in a hopeless tie-up. McAdoo is to-day using his wide powers to move all of this material. Munition factories and other war material making plants which have been tied up for lack of material may now go ahead at top speed.

Canadian manufacturers will benefit largely from this action, because those supplies which Canadian manufacturers depend upon the United States for have been caught in the great freight jam. These supplies will now move with rapidity.

Railroad stocks have advanced from ten to twenty points on all markets following the action of President Wilson. This move has been a great boon to all holders of railroad securities throughout the nation and has given the stock market greater impetus than any single act since the outbreak of the war. More than a million and a half shares of stocks were sold on the New York exchange following the announcement.

Government Control to Solve Coal Shortage

In the Government control of the railroads lies the solution for the coal shortage in the United States. Fuel Administrator Dr. Harry A. Garfield told the Senate Investigating Committee that the coal supply of the United States has been reduced by 20,000,000 of tons because of the car shortage. W. B. Colver, Federal Trade Commissioner, declared that the entire shortage of 50,000,000 tons in the United States was caused by a lack of transportation facilities. The sub-committee of the Senate investigating the coal shortage is satisfied that the railroad control will relieve the coal shortage, and has, therefore, directed its attention to the prices of coal. In this respect again Canadian manufacturers will profit. Movement of coal to Can-

(Continued on page 46.)

EDITORIAL COMMENT

THE NEWS IN PICTURES

COMMENCING with the present issue, HARDWARE AND METAL is beginning a series of news stories told in pictures. These pictures will deal with all manner of world events, and we believe that they will be of intense interest to our readers. New pictures of events that are transpiring at the moment will appear every week. Watch for this page, it will give you an idea of where, how and why things happen.

WHAT IS A REASONABLE PROFIT?

HERE is a problem that has been troubling all of us. There has been such a hubbub about merchants charging no more than a reasonable profit, but nobody seems to be quite sure as to how you would describe a reasonable profit. President Wilson has answered the question in part at least. He has issued an order to Food Administrator Hoover to hold the trade down to the "normal average profit obtained in the period prior to the declaration of war in 1914." This the President believes was a "just, reasonable and fair profit."

WHAT ABOUT THE LOST CUSTOMER?

ABOUT every so often retail merchants find that customers are not buying as much as usual. Now it may be that the weather has something to do with it or the seasons, or that people are away; on the other hand it may be that the customers are dissatisfied with something: goods, service rendered or some more trifling thing which may be easily adjusted.

But, in any case, it is for the merchant to find out why orders are not forthcoming. If the customer is dissatisfied the merchant certainly ought to know it so that he can pour oil on troubled waters.

The policy of drift in retail business of failing to note or to profit by these indications is a dangerous one.

ACCURATE INVENTORY ESSENTIAL

ALREADY many merchants are busily engaged in taking the annual inventory; and accuracy should be the keynote adopted in this important task. Figures which do not tell the exact position in which the merchant finds himself are useless—they are deceiving and least of all should a merchant deceive himself about his own business.

It is generally conceded that inventory should be determined on original cost, but it is essential that a merchant be conversant with the present value of his stock. Insurance companies in settling claims usually base same on the replacement value and the 80 per cent. co-insurance clause provides that this percentage apply to actual value. Where a merchant's stock cost him $10,000 and present value would be $15,000, the merchant is, under this insurance clause, supposed to carry 80 per cent. of the $15,000 actual value as insurance.

In determining the actual value of stock, HARDWARE AND METAL'S market service will prove of decided benefit to merchants generally. Points to be considered in the taking of the inventory and how to determine the amount of insurance that should be carried are outlined in an article in the current issue.

SAVING ON RAILROAD DELIVERY

THE nationalization of the American railway systems for the duration of the war may, it is hoped, solve many of the difficulties of transportation that have been such a serious element in freight handling during the past months.

Unquestionably there are many overlappings and abuses that can well be met by such a system. One of the first and perhaps greatest of these has been met by Controller McAdoo's first order that all goods must be routed by the shortest system. This has not been by any means a general practice, logical as it would seem. All the railway systems have numerous agents throughout the productive states drumming up business for their road. A glib-tongued agent or an innocent shipper has often resulted in a car taking an extra trip of some hundreds of miles, in order that it might go by the lines of the solicitor. Now the routing of all cars is to be by the shortest way to destination, irrespective of the railway lines traversed, and the railways are to be recompensed on a basis of former business.

This improved system ought not only to prove an effective saving, but by speeding up deliveries and the general conservation of cars ought to go a long way toward solving some of the more trying of the transportation difficulties. It isn't a cure-all, but it is a help and these are urgently needed in these times.

As so large a proportion of goods used by Canadians are transported over American lines, we will share the benefits that will be derived.

Something New for the Cardwriter

A Series That Will Give Ideas and Instructions for the Cardwriter Who Has Already Mastered the Rudiments of the Work.

By Robt. T. W. Edwards

WE now enter upon the second lesson in air brush work and before going further it might be well to state for the benefit of those who may have missed the previous article that the next few lessons are to be devoted exclusively to air brush work—that is to say the use of the air brush for work on show cards which cannot be accomplished by the ordinary sable-hair brush. Show-cards made in this way lend an air of distinction to a window display or counter decoration.

So many pleasing effects may be produced through the agency of the air brush that one can truthfully say its possibilities are unlimited. For the exquisite blending of various colors, for working out border designs with stencil patterns, for composing a background or for the making of floral and scenic designs it is unrivalled. So many and varied are the uses to which this wonderful little instrument may be put that in the hand of an expert it becomes a veritable magic wand through whose agency are evolved countless delightful creations and all sorts of wonderful transformations. Certainly no cardwriter can afford to be without one. Should you happen to be also a window trimmer there is a double reason why you should own one. The window trimmer uses it for tinting backgrounds, flowers, foliage and groundwork. Scenic backgrounds can also be made with it and these are particularly attractive for spring or fall openings or special displays. But this is a digression, that branch of the work being a subject in itself and one which we may take up at some later date. For the present let us return to the apparatus itself.



FIG. 1



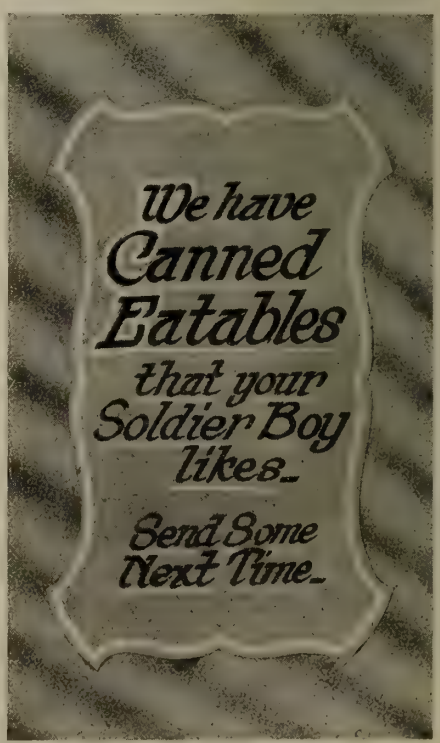
To get the best possible results from the air brush it must be kept scrupulously clean. You may remember that I laid stress on this point in our last lesson as this is an essential which we cannot afford to overlook. A dirty air brush will not throw a fine, even spray, and uneven work is the result. This is something to be avoided. The ink also must be kept free from foreign substances if you do not want it to corrode the fine passageways it has to traverse. A careful regard for these two points alone will save you from many failures and much unnecessary trouble. The best method for keeping the ink clean is represented in Fig. 1.

Here is shown a funnel placed in the neck of a clean bottle. Several thicknesses of cheese cloth are placed over the mouth of the funnel; pour the ink through the cheese cloth. This will remove any sediment which might otherwise prove troublesome.

We have already dwelt on the many uses of the air brush and of the various styles of show cards that can be made with it, from the quite simple to the most complicated examples. In the last lesson was explained minutely the ovaling of heavy faced letters. This is one of the simplest varieties of air brush lettering. In this lesson, therefore, we will take up another variety of simple air brush work, namely, background blending and clouded effects. This class of work makes very effective show cards and is very easily executed once you know how. Anyone can do it with a few instructions. Of course practice with the air brush is just as essential as practice with an ordinary brush, therefore it is best to spend a good deal of time in getting background effects before attempting to make a card.

As a start, therefore, get any old white cards you may have and practice.

First let us call your attention to the air brush work on the "Furnace" card. This is a clouded effect background, in the centre of which a white card is mounted on which is placed the lettering. For the sake of reproduction the lettering on this card was done with black ink on a white card but for a show window display many more pleasing effects can be produced. For instance a combination light blue and black would make a very striking card. Spray the blue sparingly in the light parts. That would give you a heavy clouded effect over a blue sky. Be very careful not to get any of your color on too heavy. You must use your own judgment in this respect but practice will help you most. Make your work dainty, not gaudy. There are many other color combinations for a clouded background card, for in-





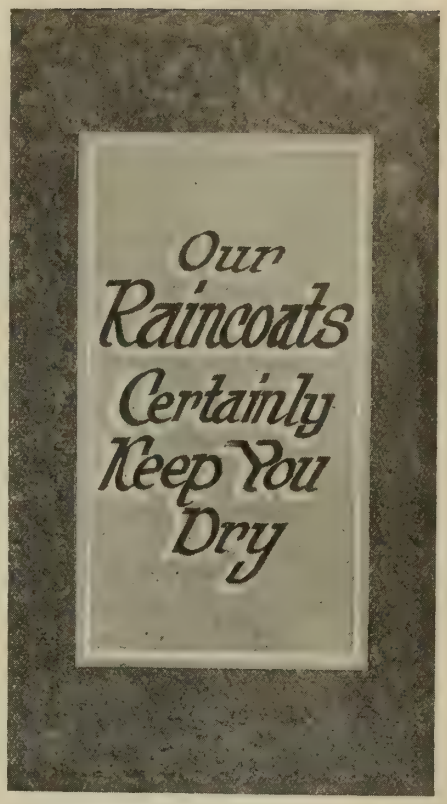
stance a two tone brown effect can be worked up with excellent results. Black with a slight touch of violet in the lighter parts makes a good card. A two tone green also shows up well. As you go on with this work you will find many more color combinations that are pleasing to the eye.

The "Canned Eatables" card shows another style of background effect but this is quite as easily executed as that we have already explained. In case it is not already clear I should here explain that the centre panel on all these cards is mounted after the air brush work is completed. It is not necessary, therefore, to air brush the entire surface of the background card. The middle may be left bare but be sure you work sufficiently close to it to prevent any bare places from showing after the panel is put in place. The first card shows the air brush work put on in angular stripes. These can be made with the wide spray of the air brush and should not be made too dark. The blackground card is cream and the air brush work is done in brown of a sepia shade. This makes a pleasing contrast with the light grey panel, which is lettered in black and trimmed with white. This is only one of the many color schemes that may be worked out on this class of card. Another very effective combination is made with a white background, using the same diagonal stripes with a black spray and putting a second stripe of blue close to and on the under side of the black stripes. For these colors use a white centre panel. Pleasing tones, such as brown with a touch of yellow for the diagonal stripes and a cream colored panel would make a very suitable card for present displays.

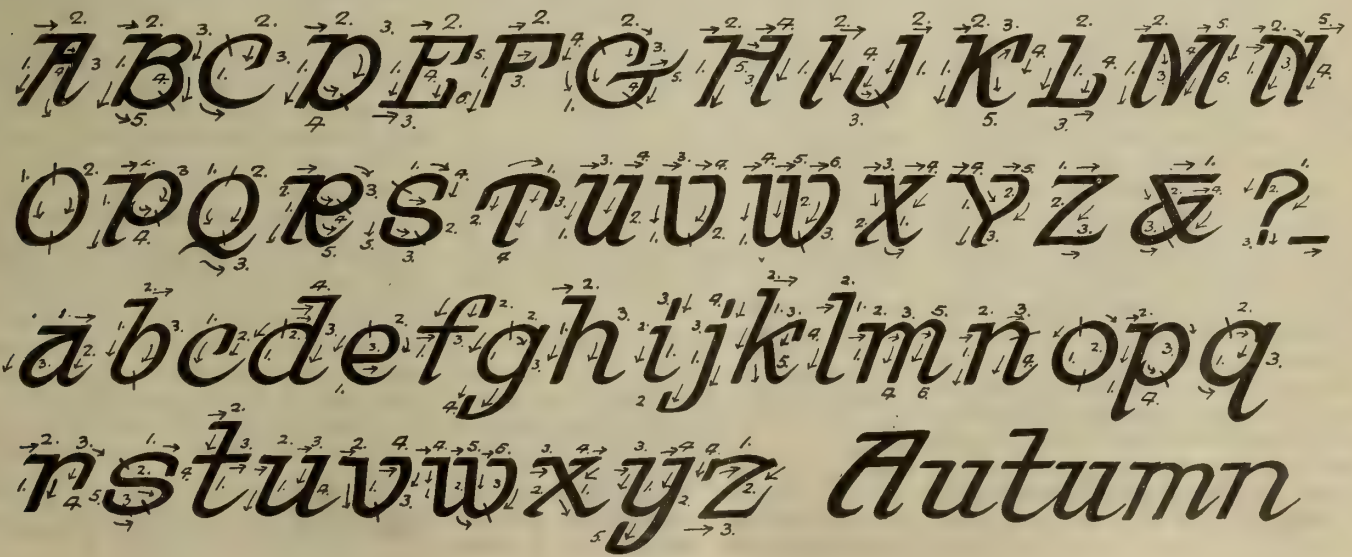
The spotted background, as shown on the "Weather Stripping" card is a very simple one to make as you will soon find out when you come to try it. Many color effects can be used here, as in the case of the cards previously mentioned, to make this more attractive. The other cards demonstrate to what extent this idea of a fancy, air brush card may be developed. They were purchased from the manufacturer already air brushed and are exceptionally well done. Similar effects can be procured by using a very rough surfaced mat board. Hold the air brush so that the heavy spray will be thrown almost parallel with the surface of the card. This causes the ink to be thrown on the one side of the "miniature hills" and not on the other, thus giving it an embossed effect. To obtain an even prettier effect use a very light color from the top of the card down and a very heavy color from the bottom of the card up. This adds greater depth, in appearance, to the surface of the card.

The Alphabet

The lettering lesson this month is a new style which should be quickly picked up and while it can be formed speedily is very effective. It is a very practical type and looks well when used on completed show cards as the illustrations



prove. The entire alphabet is in italics, being all on the slant, and in most cases is a square faced letter. One of its features is that it is of brush stroke formation which means that each stroke is made with one stroke of the brush, no second stroke being required to complete it. This method of stroke formation renders this a quickly made alphabet and therefore a good one to use in the busy times that are coming. Nevertheless all new alphabets require a good deal of practice so it would be advisable to practise each of these letters several times. Follow the strokes as they are numbered and make them in the direction in which the arrows point and you should experience no difficulty in mastering this type. Remember, practice is half the battle.



Why the Inventory is Necessary

Best Buyer, Best Seller is Man Conversant With His Stock—Accuracy Essential—What Co-Insurance Clause Means in Relation to Stock—Merchants Should Watch Values of Stock Closely.

THE Christmas rush is over for another year and hardware merchants are starting in on the next big job of the year, the annual inventory. The more a merchant knows about the constituents of his stock the better buyer he is and also the better salesman, and the best way to become thoroughly acquainted with what there is on the shelves to sell is to take a physical inventory of the stock. Where possible, and it usually is possible in the average hardware store, the proprietor should do most of the listing himself as he gets his eyes opened to a lot of little matters that might otherwise escape his notice altogether.

The Necessity of the Inventory

It is on the other hand unfortunately true that some merchants do not take inventory at all; they claim that they see no use for it, that they know they are making money and they are not asking anyone for extended credit and that it is nobody's business what stock they carry save their own.

It is hardly necessary to say that the number taking this attitude is now comparatively small, but for the benefit of these few it might be advisable to recount some of the reasons that make the taking of a physical inventory necessary at least once a year. First and foremost is the fact that it is absolutely impossible to tell whether you are doing a profitable business or not until this is done. There may be enough money coming into meet the bills as they come due but that money may be coming out of decreased stock. It is astonishing how thoroughly experienced merchandise men can be deceived as to the size of the stock that is on their shelves. The case of a general merchant who recently made an assignment might be quoted. He could have made arrangements with his creditors to carry him through if he had known even approximately the value of his stock. The estate after going through liquidator's hands, paid 100 cents on the dollar, but winding up expenses had eaten up the proprietor's share. This is an extreme instance of what may happen from neglecting this important duty. No man can tell, however, when he may be forced by some unknown circumstance to ask some credit from either his bank or his creditors and in this case the presentation of a statement of affairs will be necessary. The law says that a false statement of financial condition is a crime and how can one know whether he is making a false statement or not when he has not taken stock? Then apart from this the actual satisfaction of knowing his exact position more than pays any man for the work that is involved.

The inventory should enable a dealer to become re-acquainted with every article in his store.

What Price Basis Should Be Used

The first thing to decide is the basis upon which same will be taken, or in other words shall the selling or cost figures be used? Moreover shall actual values be used or actual cost? For instance, at the present time most merchants have much stock on their shelves that is worth anywhere from 10 per cent. to 100 per cent. more at existing market values. Should this stock be listed at this enhanced value? To answer the first question the right basis for the average merchant is cost value. A profit is not made until the goods are sold and the percentage basis is a poor standard to go by as it is impossible to tell in advance at what price these goods may have to be sold before they are finally off the shelves. Then too the question of insurance would have to be considered, as adjustment would only be made on cost values.

Do Not Use Appreciated Values

The second question, that of taking stock at actual cost or at appreciated values is open to more room for discussion. However, the consensus of opinion is that original cost is the basis to work upon. While there are no legal reasons why a man desiring so to do could not list his stock at market figures still by so doing he is very apt to be deceiving himself by reckoning on a profit that has yet to be earned and is only a probable profit after all as no one can tell what may happen in a year's time. Then, too, he is putting a heavy burden upon the coming year as a profit would then have to be shown upon the increased figures and as many retailers to-day are selling merchandise at less than present cost this would be very hard to do. It would seem then that the original cost on stock, with sufficient allowance off all slow selling lines to put them on a salable basis, would be the correct way to figure.

Accuracy is the essential thing in the inventory as incorrect or carelessly acquired figures may well prove worse than none at all as they may be the means of confirming some badly mistaken ideas that the merchant may have about his own business.

The Matter of Insurance

The next thing that has to be considered is insurance. It is necessary that in the event of a fire loss must be proven, and one of the first things that the adjuster will ask for will be the last inventory sheets. In case these are not forthcoming there will be great difficulty in getting a fair adjustment as it would **be impossible for any man to swear to the amount of his loss when he did not really know what it was himself.** There are actually some merchants who are to-day insured under the 80 per cent. insurance clause who do not know the value of their stock and who in consequence might just about as well be entirely uninsured.

How Co-Insurance Clause Works

Co-insurance which many merchants now employ means that the merchant agrees that he will keep his stock insured up to 80 per cent. of the **real value** of his goods.

It is necessary then that the merchant keep in close touch with present-day costs so that he may determine what to-day's valuation on his stock may be.

Suppose that under normal conditions the value of a stock was $10,000, and if he was insured for 80 per cent. or $8,000. Then the value, owing to the present abnormal market conditions, goes up to $15,000, to use a simple example, although this would not be the average increase. In order to comply with the co-insurance clause, he should have his goods insured for 80 per cent. of the $15,000 or $12,000. What if he fails to do this? Should the fire destroy his full stock he would get the $8,000; but in this case he would lose the difference between $8,000 and $15,000, or $7,000. Had he insured up to the $12,000 he would have lost only $3,000. This point he meets by saying, of course, that it is very seldom a total loss occurs.

Loses Heavily on Partial Destruction

But he stands to lose heavily if only a partial loss occurs. Suppose his loss is only $5,000; in that case he would not get the whole of this amount even if he were insured for the $8,000. The insurance companies would take the stand that he insured only for $8,000 instead of $12,000—that is, for eighty one-hundred and twentieths, or two-thirds of what he should have insured for. He violated his agreement to this extent, and, therefore, they would pay him only eighty one-hundred-and-twentieths of the $5,000, or two-thirds.

Buildings Also May Need More

It should be noted that the co-insurance clause is interpreted by the insurance companies, not on the valuation by the merchant, but on the cash value of the goods or property at the time of the fire, so that the insured, if he cannot show that he has increased his policy to keep pace with the increase in the real value of the merchandise, will be penalized.

This point applies as much to his property in the way of buildings and equip-

(Continued on page 46.)

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

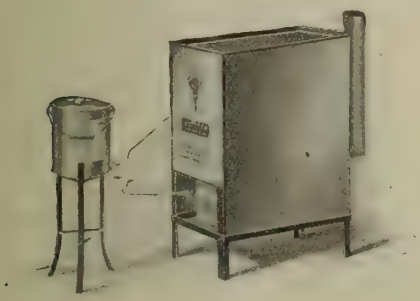
KEROSENE GARAGE HEATER

An oil burning garage heater has just been brought out by the Scientific Heater Co., of Cleveland, Ohio.

This heater will, it is stated, burn either fuel oil or kerosene and embodies a new principle in oil burning. It is claimed the burner itself is wickless and sootless, and no matter how strong the flow of fuel will give perfect combustion.

The manufacturers advise that the Scientific heater is in no sense a stove, embodying none of the characteristics of the usual oil stove and it is so constructed that all heat escapes from the top, and none is radiated from the sides, thus making it practical for use in garages where there is little space between car and wall.

The Scientific oil heater is built, it is stated, on the principle of the miners'



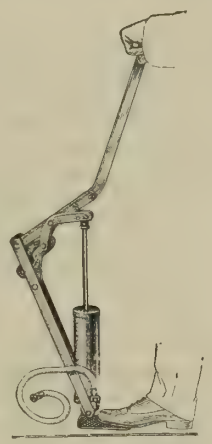
Kerosene Garage Heater.

safety lamp, by which all air for combustion is taken through a fine gauze and through which flame will not pass. Gasoline can be poured over and all around the heater without the slightest danger of fire.

The makers state that this new oil heater is extremely economical—only requiring a very few cents worth of oil a day to heat an ordinary size garage. They also claim that a garage heater quickly pays for itself in the saving of damage to an automobile caused by cold weather. Starting troubles, danger of radiator or battery freezing, damage to body finish and upholstery are entirely eliminated.

J.-K. LEVER PUMP

The Jensen-Kohlert Manufacturing Co. of Saint Charles, Ill., are now marketing the J.-K. lever pump which, it is claimed, hits the 200 lb. pressure mark and more. The pump is made of pressed steel throughout, which it is stated, makes it light, compact and strong, as well as neat in appearance. It is further intimated that the pump folds up just right for space in a tool box or under the seat.



J-K Lever Pump.

Points which the makers enumerate as being features are that it does not get leaky, as it is single acting; there is no stuffing box; there is a single large cylinder. It is stated that the large heavy cup leather that is used will, with ordinary use, last several seasons without any trouble.

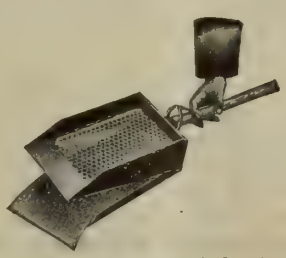
It is claimed that by the time the plunger gets close to the bottom of the cylinder, the operator's strength becomes ten times as great as it was at the beginning of the stroke and that is given as the reason why one can work against high pressure without much effort.

NEW WAY DUSTLESS ASH SIFTER

The P. J. Murphy Company of Minneapolis, Minn., have recently made arrangements with C. L. S. Holmes of 702 Boston Block, Minneapolis, Minn., to market their New Way dustless ash sifter, with J. E. Beauchamp & Co., 20 St. Nicolas St., Montreal, representatives for Canada.

It is claimed the New Way Dustless ash sifter actually performs the function of two tools; it removes the ashes from the ash pit, sifts them, throws the coal into the furnace and with a simple movement of the finger opens the lower compartment and allows the ashes to slide, without dust, into the ash can. This, it is stated, is all done in one operation, saving time, labor, trouble and money. It is claimed that the New Way Dustless ash sifter offers a clean and easy method of sifting and is a decidedly advantageous and economical tool with which to save coal.

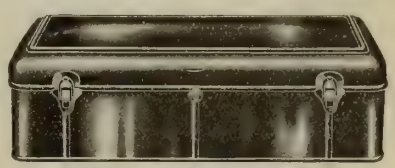
The sifter is made of a good weight of material and put together in the most workmanlike and durable manner.



New Way Dustless Ash Sifter.

PEERLESS TOOL BOX

A special feature in connection with the Peerless tool box which has just been brought out by the Corcoran Manufacturing Co. of Cincinnati, Ohio, is stated to be the corrugation of the sides and bottom of the box. This, it is claimed,



Peerless Tool Box.

lends great additional strength to the box with a considerable saving in the weight of same by the use of a lighter gauge steel. The box is long enough to hold a pump and the manufacturers believe is a very desirable size for all purposes.

Details enumerated by the manufacturers reveal that the hinges are riveted on (not welded); there is a lock and two suitcase catches; the box is 22 in. long, 9 in. wide, 7 in. deep, finished in black Japan and packed in individual corrugated carton.

BRITISH STEEL CONCERNS MERGE

Advices from London, England, state that arrangements have been made for the amalgamation of four prominent iron and steel companies—the Worthington Iron and Steel Co., of West Cumberland; the Phoenix Steel Works, of Rotherham; Samuel Fox and Co., of Sheffield, and the Frodingham Iron and Steel Co., of Lincolnshire. The capital will be at least £4,000,000 sterling. The total weekly output is about 25,000 tons of iron and 21,000 tons of steel.

EVENTS IN THE TRADE

BUSINESS CHANGES

Ottawa, Ont.—P. Leslie & Son, manufacturers of tinware, have dissolved partnership. Business continued by F. W. Leslie.

Winnipeg, Alta.—Larson & Hinck have bought the business formerly conducted by the Southern Alberta Hardware Co.

FIRE LOSS

Regina, Sask.—Imperial Oil Company's plant here was damaged by fire to the extent of $30,000 recently when the condenser box between two stills exploded.

Edmonton, Alta.—J. A. Werner, hardware, stock was damaged by water to the extent of $5,000 in recent fire which destroyed building and stock of Cockshutt Plow Company, Ltd.

DAMAGED BY WATER

Martin-Senour Company, Toronto, suffered extensive damage to stock when the building was completely flooded by a sprinkler bursting.

MOVED TO HESPELER

The washing machine and truck departments of the London Foundry Co., Ltd., are being moved to Hespeler, Ont., where it is stated these lines will be manufactured on a much larger scale than in the past.

MONTREAL NEWS

Members of Starke-Seybold & Co. staff, to the number of about twenty-five, report a pleasant social time at the Windsor Hotel on Friday evening last. Toasts and speeches were the order of the evening. William Starke occupied the chair for the evening.

A. E. Warren, buyer for Frothingham & Workman, spent the holidays with Quebec friends.

ST. JOHN, N.B., NEWS.

Philip Grannan, ex-M.P.P., hardware and stoves, St. John, is seriously ill in the Royal Victoria Hospital, Montreal. His condition is regarded as critical.

The St. John members of the Commercial Travellers' Association who volunteered for relief work in Halifax, to the number of almost fifty, were entertained at dinner this week by Mayor Hayes, who was chairman of the St. John Relief Committee.

Eighteen plumbers who have been on strike in St. John since May 1, last, solved their own problems by leaving this week for Halifax where they are promised steady employment.

Work will be started immediately in Moncton, N.B., on the erection of a building for the newly organized Farmers' Co-operative Creamery Co., and it is hoped to have building and equipment ready by next May.

R. A. Corbett has been awarded by the Military Hospitals Commission the contract for extensions to the St. John county hospital. The work includes the erection of a new brick wing and two wooden structures for use as nurses' home and doctors' residence. The contract price is $70,000.

W. S. Fisher, of Emerson & Fisher, addressed the last meeting of the St. John Rotary Club, giving an interesting talk on the Canadian Arsenals at Quebec and Lindsay, the Ross rifle factory and munition making generally, drawing on his own experiences since accepting a position on the government board.

The employes of W. H. Thorne & Co received substantial Christmas gifts from Senator Thorne. Apart from the youngest who received cash presents, all the members of the staff received gifts of Victory bonds, the amounts running up to $500 for those longest with the company.

WINS D.S.O.

Major Harry C. Hatch, son of Lieut.-Col. Arthur F. Hatch, general manager of the Canada Steel Goods Co., Ltd., Hamilton, Ont., is one of the Hamilton officers whose services at the front have resulted in his being awarded the Distinguished Service Order. He was second in command of the 19th battalion, and during the absence of Lieut.-Col. Millen on furlough Major Hatch was in command of the battalion when it was inspected by General Haig. He was struck with Major Hatch's smartness and invited the young officer to an inspection of British troops. At General Haig's suggestion he took a senior officer's course at Aldershot, which will place him in line for the position of commanding officer. Major Hatch distinguished himself at Courcelette, St. Eloi, the Somme and Vimy Ridge and in other engagements for which the award was made. He is only 26 years of age.

Lt.-Col. Arthur F. Hatch, father of Major Hatch, is a veteran of the North-west Rebellion, serving at that time with the Grenadiers.

PERSONAL

Martin Engers of the Dominion Battery Co., Toronto, has just returned from a trip to Western Canada in the interests of his firm. During Mr. Enger's trip which extended right through to the coast he arranged for distributors for his company throughout the West.

CORDAGE ON THE COAST

A company which will probably be known as the Pacific Coast Cordage Company will be incorporated in Victoria in the first two weeks in the new year, according to Judge W. T. Bard of Seattle who is the moving spirit behind the enterprise. The judge has associated with him J. S. Wynton, also of Seattle, much of the necessary capital for the enterprise having been raised in Vancouver where the plant will be established. The company will be incorporated with a capital of a million dollars, half of which will be spent on the first unit. The raw material will be shipped direct from Manilla which will be of considerable benefit to shipping circles in Vancouver.

REBUILDING BRANDRAM-HENDERSON CO. PLANT

In an interview with Mr. George Henderson, President of the Brandram-Henderson Co., paint makers of Montreal and Halifax, HARDWARE AND METAL was acquainted with the facts concerning the company's loss in the recent Halifax explosion.

"I am compelled to believe that after investigation by careful examination of the plant our loss will be well over $40,000. Notwithstanding this monetary loss, I am very pleased to be able to say that there was no loss of life, whatever.

"There was considerable excitement upon the part of the plant workmen, who were bruised or cut with flying glass, and some of them sustained the loss of fingers or a broken arm. Beyond this there was a fortunate absence of death among the workmen."

The company has been very prompt in its action to undertake the work of reconstruction, and through the promptness of its management the products made in this plant will be soon turned out with the usual dispatch. Carpenters were sent down promptly from Montreal, where the head office is located.

and with a large gang at work the premises should be ready for occupancy again early in January.

It is a matter for congratulation that no time has been lost by the men. In some cases it was impossible for the time being to set the men at their accustomed tasks, but all were retained and by assisting in carpentry or other work an uninterrupted wage payment was maintained to all members of the factory.

Those who are accustomed to purchase supplies from the Halifax factory can thus be assured of future wants being supplied promptly.

Annual Sales Conference of McArthur, Irwin, Limited

THE annual gathering of the McArthur, Irwin, Limited, sale force was held at Montreal during the last week of the Old Year.

Owing to the war all elaborate entertainment was eliminated. The only things attempted in the way of general entertainment were a dinner given at the Canada Club and a theatre party.



JOHN IRWIN
President, McArthur, Irwin, Ltd.

The balance of the conference was devoted strictly to business.

The meetings were held at the head office in the St. Paul Street buildings. These gatherings were in the nature of round table affairs which brought all the members of the sales force and executives into intimate touch and gave each an opportunity to express himself.

Visits were made to the factories to give all the force an understanding of the practical side of the business. At the dry color plant, Mr. Holkesvig, the superintendent and a practical color chemist, gave demonstration of the making and testing of dry colors. The sales forces were then shown through the factory and the actual making of dry color demonstrated from start to finish.

In the chemical and testing laboratory, at the home plant, Mr. Mooney, the chief chemist, gave a practical talk on dyestuffs and chemicals. This talk was illustrated with laboratory tests and demonstrations. The sales force start the New Year with new enthusiasm and understanding.

BUSINESS PRESS AT FRONT

Importance of Trade and Class Papers As Medium for Informing Business Men on the War is Recognized.

That the business press carries weight with its regular readers the business men, is recognised, and latest and most advanced tribute to the important function of trade papers is found in the special permission accorded a business press representative to visit the firing lines in France so that readers of the trade papers as well as of the dailies may secure first hand information on the war's progress.

Mr. John C. Curtiss, manager of the London office of the "Dry Goods Economist" was invited to visit the Western Front as representative of the business press. It was felt that for the good of the country all the business papers should have the results of his first hand observation for the authorities fully recognize the function of the business press to inform business men accurately and without sensation as to what concerns them. The fact that the conduct of the war concerns them as business men is also appreciated, hence the appointment of Mr. Curtiss.

That the business papers can be relied on to pursue the policy which is in the best interests of the Allies is of course clear to all concerned. The fact that their readers are accustomed to rely upon them for the businesslike statement of facts gives them their right to participation in the dissemination of authoritative first hand information on actual facts at the fighting front.

CATALOGUES and BOOKLETS

Dupont Products Book

Another Dupont Products Book has just been issued by E. I. Dupont de Nemours & Co. and its associates, Dupont Fabrikoid Co., Dupont Chemical Works, The Arlington Works and Harrisons, Inc., whose headquarters are at Wilmington, Del. It lists all the products of the above concerns and describes their uses as well as who uses them.

This firm is expanding its industrial activities and the information contained in the new Products Book will, it is stated, keep their customers posted in regard to new lines as well as the old ones.

Additional information on special literature relative to the particular product in which any may be interested will be forwarded on request.

The ramifications of the explosives business are extensive and varied and involve the manufacture of various chemicals, distillation of wood and of gas tar and the production of the chemical bases of industries apparently remote from the explosives business.

It is stated that the inability of this country to longer import many of its chemicals and raw materials has made it necessary for the Dupont Company to greatly expand its industrial activities, and the purpose of the Dupont Products Book is to tell the public of the increased number of commodities they make and sell.



A. W. POOLE
Sales Manager, McArthur, Irwin, Ltd.

A new Products Book will it is stated be issued at least once a year.

1918 Poster Calendar

F. E. Myers & Co., of Ashland, Ohio, have issued their 1918 poster calendar. This, in many respects, follows the style of those of former years in that a line of pumps, hay unloading tools, door hangers, etc., are shown, but the heading is somewhat different from any that have been used in the past.

The calendar serves a double purpose in that besides its regular duty of giving the date, it can be used by merchants to sell this firm's line of goods.

THE CLERKS DEPARTMENT

FROM "DESERT RAT" TO HEAD OF U.S. MINT

The Picturesque Career of Ray Baker Who Makes All of Uncle Sam's Money—Miner, Soldier, Politician, Diplomat

FROM "desert rat" to boss of Uncle Sam's mint is the remarkable "spread" of the career of a bright young American named Ray Baker. He now has charge of the manufacture of all the money that changes hands in the U.S.—and it is considerable—but the time is not far distant when he grubbed for gold in the desert. In between he has been a prison warder, a traveller, a soldier, a politician and a diplomat.

Something of his career is picturesquely told in the Pittsburg "Despatch" as follows:—

The love of adventure, inherent in young Baker, listened to the call of the wild. He became restive for the big outdoor life. His father had lived in Virginia City when the Comstock was unearthing its millions, when adventurers from all ends of the earth deemed it their Mecca, and a man had to be a man among men. Ray was born in Eureka, Nev., had spent some of his early years there, and when Tonopah, about one hundred miles south of Virginia City, was declared the second Comstock, the young adventurer took himself thither.

A young brother, Cleveland, had followed the footsteps of his father in the practice of law, and had located up in the mining-camp. It wasn't long after the arrival of Ray that Cleveland was elected District Attorney of Nye County, of which Tonopah is the country seat. The camp was set in most picturesque environments. There were good men and bad men, good women and bad, and good "bad men."

Ray Baker wasn't in camp a month before he was part of the picture of Western life at the frontier. He was on equally friendly footing with the big mine-owner and the dance-hall proprietor, and although he bought many a drink he never drank one. He was certainly a unique character in a wild town like that. He was ambitious to discover a mine of his own. He knew that that didn't mean a fortune overnight, but he had the best of backing among his influential friends in San Francisco.

A Picturesque "Desert Rat"

One afternoon, after the "rush" to Greenwater, where big deposits of copper were supposed to exist, Ray Baker, immaculate dresser and drawing-room paragon left Tonopah as the chauffeur of twenty burros to break a trail into Ubehebe, which he discovered in Death Valley. He was the most picturesque desert rat that ever went out of the camp. His big boots were laced over his khaki, into which was stuck a soft shirt. His sombrero was tilted, and a flowing red tie, a touch of the old life, or maybe of savagery, fell away from his throat.

It took a man of iron nerve to attempt a trip like that. He had been in Death Valley by automobile and had located his ground and said nothing about it. He was going now to secure the cream of the copper country, a stretch across the desert into the Funeral Range, forming one of the walls of Death Valley, and he had to break a new trail for one hundred miles of sandy waste and sage-brush. He had no guide and no companion save the burros.

For several months nothing was heard of Ray Baker, and then it was learned that "Jack" Saulsbury, one of the richest men in that section of Nevada, was associated with him, and big reports of the richness of the mines in the Ubehebe section, where Baker and Saulsbury had bought a claim, began to pour into Tonopah.

Then the 1907 panic broke and there was no demand for copper or anything else. This was followed by the Rawhide gold boom.

Ray was one of the first to get in, and located the "Windy Point" and "Dead Mule" claims. By and by Eastern people came clamoring for his claims. Both had good showings and Ray sold for a neat figure, bade good-by to the picturesque gold-mad camp, and went to Europe. One of the celebrities he met over there was Elinor Glyn. She was charmed with the tales the handsome young Hercules told of the West, and it goes without saying that his own deeds were clothed in modesty. The hardest thing to do with Ray Baker is to get him to talk of himself. But the author got his promise to show her a mining-camp when she "came over" in the following year.

He showed her Rawhide. But it wasn't the Rawhide that he had left. The gold hadn't "gone down" and there was very little money in the camp. But Ray came like his name, one from the sun, to the men who were trying to raise money enough to get home, to get somewhere. He was bringing, with the famous author, Sam Newhouse, mining magnate, of Salt Lake, and a Count or a Prince or something from Paris. It looked like a chance to get some new money in the camp. Newhouse might take hold or a mine or two might be sold to the prince. The boys got busy and here's what happened:

Ray gave a dinner in the biggest restaurant that was left in camp. It was a good dinner, some chickens still being found and some wild celery; also good meat, canned salmon for salad, condensed milk for those who wanted it in their coffee. But there was wine, real wine, plenty of wine—wine which had been brought in for prospective millionaires who never millioned. The table was decorated with sage-brush and wildflowers picked from the hills.

After Rawhide Mr. Baker did the *Dolce far niente* in Reno. Reno—well, Reno is a pretty town through which flows the romantic Truckee River, and besides "Jack" Saulsbury, Ray's former partner, lives there. "Jack" has traveled, too. He came to New York and was recommended to the Waldorf-Astoria, but discovered that it wasn't so first-class after all. They don't keep condensed milk there.

A Hand in Politics

Then Mr. Baker tried his hand at politics. He went back to Tonopah to manage the campaign of his brother, who was running for District Attorney. "Cleve" won, and at the age of twenty-six he was the Attorney-General of the State.

When it came to the next fight in Nevada for United States Senator Mr. Baker managed Key Pittman's campaign. He went to Washington with Senator Pittman. George T. Marye, of Nevada, was appointed Ambassador to Russia. Mr. Baker went with him as confidential secretary and assistant. Mr. Baker saw whither the wind was blowing and plunged on "war-babies." Mr. Baker's judgment was profound.

His adventurous spirit found court life in Petrograd dull. He was too democratic to be continually kowtowing to czars and counts and dukes and other pre-revolutionary dignitaries. He wanted to go to the front to see what real war was like and they wouldn't let him. So he went anyhow and went again, despite the opposition of the aforementioned dignitaries. He saw something there the like of which he never saw in the wild and wooly West, and up to then he had imagined the frontier some life.

And now Ray Baker, desert rat, mining man, traveler, society man, good "bad man," political Warwick, court favorite, dabbler in "war-babies," and diplomat, is director of the Mint. And, he's a bachelor, handsome, and still in his thirties, eligible, doesn't drink, and with a bank-roll that would make Croesus turn over in his grave.

UNITED STATES KINDNESS APPRECIATED

The kindness of the United States people at the time of the disaster in Halifax has been splendid. This is not only noted by the citizens of the stricken city but by Canadians throughout the entire country and is sincerely appreciated. Many money grants in addition to supplies such as clothing, food, etc., have been made and one item which affects the hardwaremen directly is that of the Corning Glass Works of Corning, N.Y.

This concern have advised their customers for Pyrex ware in Halifax that all balances outstanding have been written off and any orders which they favor the company with will be given precedence over all others.

Stanley Works Convention

All Representatives Except One in Attendance — Extensive Discussions on New Goods and Advertising.

ONE of the most successful sales conventions the Stanley Works ever conducted was held in New Britain, Connecticut, Tuesday, Wednesday and Thursday of the week of December 17. It was attended by all the representatives of the Stanley Works with the exception of John T. Rowntree of Los Angeles.

The convention opened Tuesday morning with a speech of welcome by Vice-president E. A. Moore and a discussion on the War's Effect upon Business led by C. F. Bennett, Second Vice-president of the Stanley Works. Papers followed on the Expansion of the Plant by E. W. Pelton, Superintendent of Power, and on Plans for Progress of the New Hot Rolled Steel Plant by M. Farmer, who will have this new plant in charge.

Led by Stuart Parsons, head of the efficiency department, a general discussion was held Tuesday afternoon on New Goods Made During 1917, and suggestions for improvements in the line. This discussion took up all the afternoon and Wednesday morning. On Wednesday afternoon the plans for Stanley Works 1918 Advertising were presented by A. H. Desseau, advertising manager, and samples were shown of new selling helps which will be distributed during the course of the year to Stanley Works' customers. A general discussion on advertising followed, which lasted during the rest of the afternoon.

Thursday was given over to the discussion of Sales and Sales' Policies by A. Zimmerman, sales manager of the company, and a paper was read on the Present Credit Situation by H. P. Carter, the Stanley Works' credit manager. Discussion on these subjects lasted until the convention adjourned late Thursday afternoon.

Tuesday evening the Stanley Club, an organization composed of factory foremen, timekeepers and office employees, gave an entertainment and dance for the visiting salesmen, and the company gave the salesmen a dinner Wednesday night, at which the Hon. George B. Chandler, chairman of the publicity committee of the Connecticut Council of Defense, was the principal speaker.

HARDWARE LETTER BOX

Ideal Oak and Silver King Ranges

Lashbrook Hardware, Ayr, Ont.—Can you inform us where repairs for Ideal Oak and Silver King Ranges can be secured?

McIntyre & Taylor, 501 Queen St. W., Toronto.—Ed.

Britannia Range

B. L. Van Slyck, Plato, Sask.—Can you give us the name of the manufacturers of the Britannia Range?

Wm. Buck Stove Co., Brantford, Ont. —Ed.

REMINGTON PLANT CLOSED

The Remington Arms plant at Bridgeport, Conn., shut down Saturday Dec. 22 for ten days. Ten thousand hands are affected. There is a shortage of gun stock. It was decided to close and make a complete inventory.

The company is installing machinery for making the Browning machine gun. The Colt Company of Hartford and the Remington plant at Bridgeport are to make the heavy type of Browning machine gun and the Marlin Arms Company of New Haven the light type.



Sales force of the Stanley Works in Convention at New Britain, Conn.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

ONE of the outstanding features of the ingot metal market during the week is the easier situation in tin. Big declines were recorded on the London market owing to the announcement that tin is to be placed on the war material list which means that henceforth all speculative trading is abolished, that Government requirements must be met, that there shall be no hoarding, and probably that a fixed price will be established. Provision for supplies of tin to the United States has been made in that shipments of tin are to be allowed to reach that country direct from the Straits Settlements via the Pacific and without permit.

Canadian producers of pig-iron are coming face to face with a difficult situation through the shortage of coke. One large producer has been compelled to bank one of the furnaces and to withdraw quotations for immediate and nearby shipment. This means that the source of supply for Canadian industries will be further restricted if relief is not soon obtained.

Advances in prices of hardware commodities have been numerous during the week and include the following lines: Cotton wrapping twine, clothes lines, awning cord, cotton rope, candlewick, sashcord, shovel handles, revolvers, plow lines, mending materials, electric fans, radiator fillers, cut-out outfits, car heaters, celluloid sheets, lighting systems, throttle valves, lubricators, grease cups, oilers, various kinds of valves, pipe cutters, tube expanders, gasoline torches, ladles. There is a firm undertone to the linseed oil market. Turpentine holds steady but with a tendency to weakness.

Through the movement in prices at the beginning of the new year it would seem that little hope can be held out for steadiness in market conditions during the ensuing months. Travelers for wholesale houses have again started to make their rounds and business will now settle down to normal, following the interruption caused through the holiday season.

MONTREAL MARKETS

MONTREAL, Jan. 2.—Now that the holidays are over jobbers and dealers are settling down to their accustomed tasks and greater attention is being given matters that have temporarily rested. It would seem that there is a tendency to considerable price revision, and while there are not a great many changes for the present week, jobbers have informed HARDWARE AND METAL that more may be looked for in the immediate future. These will be necessary as a result of new price schedules, issued on some lines by the manufacturers. The accentuated conditions as affecting transportation are becoming felt in many quarters, and interest is quite general as to how difficulties that have arisen will be overcome. In the matter of price changes, cotton rope, sash cord and twines as well as awning cord have moved to higher levels. Cash boxes are mentioned as being on a new list with higher tendencies. Some lines of carpenters' planes have advanced. Trammel points have been advanced and a very considerable increase has been made on horse blankets made of the jute materials. Ingot tin has lowered considerably while lead has been in firming market as well as spelter. An advance is reported on a well-known make of revolver but definite schedules are not available. Business for the week has been normal, and in keeping with the season, but of limited compass.

New Running Board Step Plates Selling

Montreal.

AUTO STEP PLATES.—A new automobile step plate is being offered by the trade and this is procurable in three types. This is of Tyler make and is designed to provide a sure footing when the occupant is entering the car. The all rubber type lists at $2; the black enamelled type at $3 and the polished aluminum at $4. Grey rubber inserts are supplied with the $3 line and red rubber with the aluminum frame type. From the list prices a discount to dealers is allowed of 25 per cent.

Automobile Blue Books Are Now Available

Montreal.

NEW ROAD BOOKS.—Dealers who have a demand for the official road books used by motorists can now secure the 1918 issue, which has been printed, and is carried in stock. It gives all the official and most approved road routes to all places in the United States and Canada. The list price is $3, and from this dealers are entitled to a discount of 20 per cent.

Cotton Rope Advances Four Cents a Pound

Montreal.

COTTON ROPE.—An advance of about four cents a pound is recorded in the price of cotton rope, which makes a new high record. The 3/16 size is now quoted at 57c per pound and the quarter-inch and larger 56c lb. This is in accordance with advances made for cotton products all round.

Sash Cord is Higher; Record Price Established

Montreal.

SASH CORD.—In sympathy with the general advance on cotton products, sash cord in the various sizes has been moved up, the advance being around four cents a pound. Thus the No. 6 is now quoted at 63 cents a pound, the No. 7 at 62 cents, and Nos. 8 to 12 61 cents. Awning cord has also reached new high levels and the discount now ruling is 25% from the standard list.

Cotton Clothes Lines Up About 10 Per Cent.

Montreal.

COTTON CLOTHES LINES.—A new discount applies to the list on cotton clothes lines. This is immediately effective, and for the convenience of dealers we give a few of the regular list prices. Thus the 30 foot are listed at $2.60; 40 ft., $3.20; 48 ft., $3.84; 50 ft.,

$4; 60 ft., $4.80 and 72 ft., $5.76. The approximate discount from these prices is 10 per cent.

Important Advance On Lines of Planes

Montreal.

CARPENTERS' PLANES.—An advance is recorded in the price of planes. This applies to the Stanley line and the advances are from fifteen to thirty cents on each of the lines so affected. Thus, the No. 2 has been increased from $2.80 to $3; No. 11, $3.15 to $3.35; No. 20, $6.05 to $6.35; No. 48, $3.85 to $4.15; No. 148, $2.90 to $3.10; No. 71, $2.95 to $3.15; No. 127, $2.05 to $2.20; No. 129, $2.40 to $2.60; No. 135, $2.05 to $2.20 and No. 289 from $2.80 to $3.

Trammel Points Record an Advance

Montreal.

TRAMMEL POINTS.—An advance is registered this week in two lines of trammel points, the new prices being effective at once. The No. 1 which formerly sold at $12.95 per dozen are now quoted at $13.65 while the No. 2 selling previously at $16.65 are now $17.50 per dozen.

Horse Blankets Record Considerable Advances

Montreal.

HORSE BLANKETS.—A big advance is recorded in the price of jute horse blankets, the new prices becoming immediately effective. While there is no definite percentage of advance, we give herewith some of the comparative prices, old and new. Striped jute, unlined, 60 x 70 is advanced from $11.40 to $18.75; the same in a 40-inch lining is up to $27.50 from $17.70, and in this grade the full-lined style is $32.50 per dozen, the previous price being $20.70. The fancy checked jute, with full lining and in 80 x 80 size, is up to $41.25 from $32.40, and the fancy stripe and check jute, with a 60-inch lining, size 60x70, sells now at $53.75, the old price being $39.60 per dozen. Size 60x70 in striped jute, selling before at $20.70 is up to $30.65 and the same with full lining and 2-inch girth and in 64x70 size now sells for $36.25 per doz., the previous price being $24.30 per dozen.

Lead Pipe, Sheets, Hold Still Unchanged

Montreal.

LEAD PRODUCTS.—With the usual quiet conditions prevailing for the various lines of manufactured products, there are no changes reported for the week. It is to be noted, however, that there is a firming in the price of ingot lead, and manufactured lines will probably be held firmly, with tendencies governed by ingot prices in the immediate future. These prices hold and are being quoted as follows:

MONTREAL—	
Lead pipe, lb.	$0.14-$0.15
Lead waste pipe, lb.	0.15- 0.16
Lead traps and bends	Net list
Lead wool, lb.	0.14
Lead sheets, 3 lbs. sq. ft.	0.12½- 0.13
Lead sheets, 3½ lbs. sq. ft.	0.12- 0.12½
Lead sheets, 4 to 6 lbs. sq. ft.	0.11½- 0.12

Steel and Iron Trade Is Confined and Light

Montreal.

STEEL AND IRON.—Few orders of any considerable size are reported as coming the way of jobbers these days, and it is generally stated that there is the usual quiet condition, which prevails at this season of the year. Stock is being taken and lines filled in by jobbers, but aside from the regular small sorting there is little interest to the market.

MONTREAL—	
Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0.17½-0 19
Black Diamond tool steel, per lb.	0 18-0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 18-0 19

Sheets and Plates In Quiet Market

Montreal.

SHEETS AND PLATES.—For this season of the year little interest is looked for in the sheets products market. Thus, there is little of news value reported and dealers are busy with the inventory work, which entails the assistance of all members of the staff. Probably there has been a little more movement since the recent easing of prices, but the volume of trade is small. Dealers wanting black or galvanized sheets can secure quite favorable quotations if the quantities wanted are at all large.

MONTREAL—		
BLACK SHEETS—		100 lbs.
10 gauge		$12 50
12 gauge		11 60
14 gauge		11 50
16 gauge		10 75
18-20 gauge	9 25	10 25
22-24 gauge	9 40	10 40
26 gauge	9 45	10 45
28 gauge	....	10 55
10¾ oz. (28 English)	10 55	10 75
GALVANIZED SHEETS—		
10¾ oz.		$10 00
28 ga.		9 65
26 ga.		9 25
22 and 24 ga.		9 05-10 45
20 ga.		10 30
18 ga.		10 15
16 ga.		8 70- 8 85

Little Activity For Old Materials

Montreal.

OLD MATERIALS.—Very quiet conditions govern the old material market at the time of writing, and dealers in junk do not expect much change for the next few weeks. There have been no new quotations for the week and prices as furnished herewith are prevailing.

MONTREAL—		
Tea lead	$ 0 04	....
Heavy lead pipe	0 05	0 06¼
Yellow brass	0 13½	0 14
Red brass	0 20	0 21½
Light brass	0 08	....
Scrap zinc	0 06	....
Heavy copper	0 22	0 23
Old cast iron, per gross ton	22 00	25 00
Wrought iron, No. 1, per gr. ton	22 40	23 00
No. 1 machinery scrap	27 00	....
Heavy melting steel	18 00	20 00
Pipe scrap	15 00	17 00
Stove plate, per ton	17 00	19 00
Old rubbers, boots and shoes	0 07½	0 08
Overshoes, lumbermen's rubbers boots	0 06	....
Bicycle tires	0 03	....
Auto tires	0 04½	0 05½
No. 2 busheling	....	12 00
Country mixed scrap	14 00	15 00
Country No. 1 wrought iron	....	18 00

Wire and Cut Nails Quiet and Unchanged

Montreal.

WIRE AND CUT NAILS.—There is a general quiet condition reported in the nail market and no change in prices has been made. Beyond the usual sorting, lots moving out are small, and dealers are just buying what present needs warrant them carrying. Cut nails are selling at $5.75 base, while standard wire nails are $5.50 base. It was stated last week that a decline had taken place in cut nails in this market. This statement was based on misinformation. The price is still $5.75. Smooth steel wire at the base price of $6.50 is moving in very limited quantities.

Rope Situation Is Firm But Unchanged

Montreal.

ROPE AND CORDAGE.—A firm tone characterizes the rope market, but prices are unchanged. With transportation so involved and the present and immediate future situation somewhat beclouded, there is little promise of any easier market. The amount of business being done is naturally limited, and dealers report average conditions for this time of the year.

Coal Oil Sales Good; Gasoline Prices Firm

Montreal.

GASOLINE, COAL OIL.—The dealers in gasoline and coal oil report a satisfactory volume of business for this season of the year. Especially is this so for coal oil to outside country points, while the city demand for gasoline keeps up well. Many owners are still using their cars and a great deal of gasoline is consumed. Garage men, however, have reported a somewhat decreased demand. Patrons call for gasoline much less frequently than in the milder weather. Prices are held, with coal oil selling as follows: Royalite, 17c gallon, Palacine 20c, and Electroline at 20c. Gasoline is still 32½c per gallon.

Ingot Tin Weaker; Pig Lead is Firmer

Montreal.

INGOTS.—Interest for the week in ingot metals centres around tin, which is weaker. This is in sympathy with talk of more intervention upon the part of the British government regarding price fixing.

COPPER.—Trading is light and the price holds unchanged here at 33c to 34c per lb.

LEAD.—The scarcity of spot supplies

of pig lead have tended to a firming of prices and these are now quoted at 9¼c to 10c per lb.

TIN.—There is a marked weakness in tin. This has been occasioned by talk of price-fixing across the water by the British government. Quotations here are now being made on the basis of 78c to 81½c per lb.

SPELTER.—This is firmer in sympathy with the lead situation, and quotations are being made at 10½ to 11c per lb.

ALUMINUM.—No change, and with little business passing. Price range from 58c to 60c per lb.

ANTIMONY.—The market is quiet and quite uninteresting with the price holding around 18c per lb.

TORONTO MARKETS

TORONTO, Jan. 3.—With entrance into the new year there does not seem to be much indication of a movement toward lower prices. Changes during the past week have been quite numerous and include such lines as cotton wrapping twine, clothes lines, awning cord, cotton rope, candlewick, sashcord, shovel handles, revolvers, plow lines, mending materials, electric fans, radiator fillers, cut-out outfits, car heaters, celluloid sheets, lighting systems, throttle valves, lubricators, grease cups, oilers, various kinds of valves, pipe cutters, tube expanders, gasoline torches, ladles. Travelers for wholesale houses for the most part started to make their rounds immediately after the holiday. Business during the past week has been light, the attention of wholesalers being given over largely to the question of stock-taking.

Lanterns Have Advanced 50c Dozen

Toronto.

LANTERNS.—An advance of 50c per dozen has been recorded in the price of lanterns, which now makes the price of short globe $12.50 per dozen, japanned dash lantern $15 per dozen, searchlight dash lantern $15.75. Copper well japanned lanterns are quoted at $18.25 per dozen. Price of Little Bobs lanterns remains unchanged at previous quotations, the range being from $2.10 to $4.20 per dozen.

Shovel Handles and Mending Materials Up

Toronto.

HANDLES, MENDING MATERIALS.—An advance of 75c per dozen on net prices of D-handle and long-handled shovels has been made effective during the week, which now makes the selling price $3.75 per dozen. An advance of approximately 10 per cent. has also been announced on Mendets, the small size now being quoted at $1 per dozen while the large size is quoted at $2.15 per dozen.

Revolvers Advance 10 to 20 Per Cent.

Toronto.

REVOLVERS.—An advance of 20 per cent. has been put into effect on Iver-Johnson revolvers in all styles with the exception of Model 1900 on which an advance of 10 per cent. has been recorded. Model 1900 nickel-plated revolvers 22 rim fire, 32 rim fire, 22 centre fire and 38 centre fire are all quoted at $4.60 each net. Safety hammer revolvers nickel-plated 22 rim fire, 32 rim fire and 38 centre fire are all quoted at $11.25 each. Safety hammer blued 32 centre fire, 38 centre fire are quoted at $11.70 each net. Safety hammerless nickel-plated 32 centre fire are quoted at $12 each, blued 32 centre-fire at $12.40 each, 38 centre fire nickel-plated, 38 centre fire blued at $14.70 each.

Electric Fans and Plow Lines Go Up

Toronto.

FANS, PLOW LINES.—Owing to the high price of raw cotton further advances have been recorded in the price of all cotton goods. One of the lines to be affected is that of plow-lines, which are now quoted at $6.85 per dozen net. Polar Cub electric fans have made a further advance of 75c each, which now makes the price to the retail trade $6.25 each.

Clothes Lines and Awning Cord Go Higher

Toronto.

CLOTHES LINES, AWNING CORD.—The firm situation in the raw cotton market with a steadily upward trend in prices has caused a further advance in the price of clothes lines and sashcord. In 30-foot lengths the price is now $2.15 dozen, 40-foot lengths $2.60 per dozen, 48-foot lengths $3.10 to $3.15, 60-foot lengths $3.85 to $3.90, 72-foot lengths $4.75 and 100-foot lengths $6.40 per dozen. White awning cord is quoted as follows: No. 3½, $1.90 to $1.95 per dozen; No. 4, $3 to $3.15 per dozen, and No. 4, $4.15 to $4.25 per dozen. Drab colored awning cord is quoted: No. 3½, $2.15 dozen; No. 4, $3.35 dozen; No. 4½, $4.50 per dozen.

Cotton Twine, Rope, and Sashcord Advance

Toronto.

COTTON PRODUCTS. — Advances were registered in a number of cotton lines during the week by reason of the strong situation in the market for raw cotton. Cotton wrapping twine is now quoted at a range of prices from 50½c to 63c per pound for three-ply, and 54c to 68c for four-ply. Five-ply cotton twine is quoted at 54½c per pound. Sashcord No. 6 is quoted at 63c to 65c per pound; No. 7 at 62c to 64c, while Nos. 8, 9, 10 and 12 are quoted are 61c to 63½c per pound. Cotton rope base size is now quoted at 56½c to 61c per pound; 3/16-inch, 67½c to 62c pound; 5/32-inch, 60½c to 65½c; ⅛-inch, 61½c to 67c per pound. Candlewick is quoted at 66c per pound, which also represents an increase in price. Seine twine No. 15 and under is now quoted at 75c per pound, while No. 18 and over are quoted at 73c per pound.

Radiator Fillers Advance 20c on List

Toronto.

AUTOMOBILE ACCESSORIES. — One of the automobile accessory lines to show an increased price during the week are the Ideal radiator fillers, on which the list price has been advanced 20c, making the price now $2.90 each. These fillers are made of steel and then galvanized. When the word steel is mentioned the mind instinctively assigns a reason for the price change. In lots of less than half a dozen the discount on this line is 25 per cent., in lots of six the discount is 30 per cent. and in lots of 24 the discount is 35 per cent.

Cut-Out Outfit Advances in Price

Toronto.

CUT-OUTS.—An advance in the list price of Badger cut-out outfits has been put into effect, the increase amounting to 5c. Badger for Chevrolet cars No. 490 cut-out outfit, complete with M pedal, is now quoted at $1.15 list price. Same article complete with Y pedal is quoted at $1.20 each list price. Same outfit with X pedal is quoted at $1.35. This latter price is same as prevailed previously. Discount to trade on this line is 25 per cent. in small quantities, 30 per cent. in quantities of 12 and 35 per cent. in quantities of 48.

Some Car Heaters Advance: Others Decline

Toronto.

AUTO ACCESSORIES.—An advance of $5 on list price in two styles of the Perfection car heater has been made effective while a decline of $3 on list price has been made effective on another type of same heater. Floor type of heaters, Models A and AB, are now quoted at $45, the former list being $40. On Model B, which is the vertical type of heater, a reduction of $3 on list price has been made effective, the present price being $37 each. Extra valves for same are quoted at $7.25. Discount on this line to the trade is 20 per cent. in quantities less than six heaters and 25 per cent. in quantities of six.

Heel Plates and Sheet Celluloid Up

Toronto.

AUTO ACCESSORIES.—An advance of 10c in the list price of Spiro heel plates has been announced by wholesale dealers. Where formerly the list price was 65c each it is now 75c each. These plates are made of aluminum and are

used for placing on the floor board where the heel touches, thus preserving the appearance of the matting. They can be screwed or tacked in position. Discount on this line is 25 per cent. in small quantities, 30 per cent. in quantities of six and 35 per cent. in quantities of 24. Transparent sheet celluloid, used for fronts, curtains and other places, has made a considerable advance on list prices. Size 20x12 inches is now quoted at 75c each list price, an advance of 15c. Size 20x50 inches is quoted at $2.85 list price, an advance of 85c. Size 20x24 inches is quoted at $1.40 each list price, an advance of 40c. Size 20x30 inches is quoted at $1.70 each, an advance of 40c on list price. This line of goods is subject to a discount of 20 per cent. in a small number of sheets and to a discount of 20 and 5 per cent. when 10 sheets are ordered.

Lighting System Shows 20% Advance

Toronto.

AUTO ACCESSORIES.—An advance of approximately 20 per cent. has been made effective on list price of the Type H Genolite side lighting system for automobiles. Where the list price was formerly $53.85 the new list price has been increased to $63.85. Speedometers have also made a considerable advance through the issuing of higher list prices. Where these latter were formerly sold at $3.95 they are now quoted at $6.85 list. These articles are subject to a discount of 20 per cent. in small quantities, while quantities of ten carry a discount of 20 and 5 per cent., and in quantities of 50 the discount is 20, 5 and 5 per cent.

Throttle Valves Have Advanced in Price

Toronto.

VALVES.—New discounts have been issued on throttle valves which provide for a substantial increase in price. Standard brass throttle valves that were formerly quoted at 15 per cent. off list are now quoted at list plus 10 per cent. Standard iron throttle valves that formerly were quoted at list plus 10 per cent. are now quoted at list plus 20 per cent. Standard brass safety valves W&L and standard iron safety valves W&L prices have been withdrawn and are now only given on application. Howard ball valve that was formerly quoted at 20 per cent. off list is now quoted at 15 per cent. list.

Expansion Joints and Lubricators Higher

Toronto.

EXPANSION JOINTS, LUBRICATORS.—An advance in the price of Howard expansion joints has been provided for through the change of the discount applying to this line. Where formerly this line was quoted at 10 per cent. off list they are now quoted at net list. Swift lubricators and parts also show an increase in price. Lubricators of this type that were formerly quoted at list plus 5 per cent. are now quoted at list plus 20 per cent. Parts for these lubricators that were formerly quoted at list plus 20 per cent. are now quoted at list plus 40 per cent.

Grease Cups, Oilers and Spouts Advance

Toronto.

GREASE CUPS, OILERS, SPOUTS.—Brass grease cups, oilers and spouts of Fairbanks pattern show an advance in price through the changing of the discounts from list prices. Brass grease cups that were previously quoted net list are now quoted list plus 10 per cent. Brass oilers formerly quoted net list are quoted at present at list plus 10 per cent. Copperized oilers hold unchanged at 50 per cent. from list price. Brass spouts, also quoted previously at net list, are now quoted at list plus 10 per cent. Copperized spouts hold unchanged in price at 35 per cent. discount from list price.

Chronometer Valves and Steam Traps Firm

Toronto.

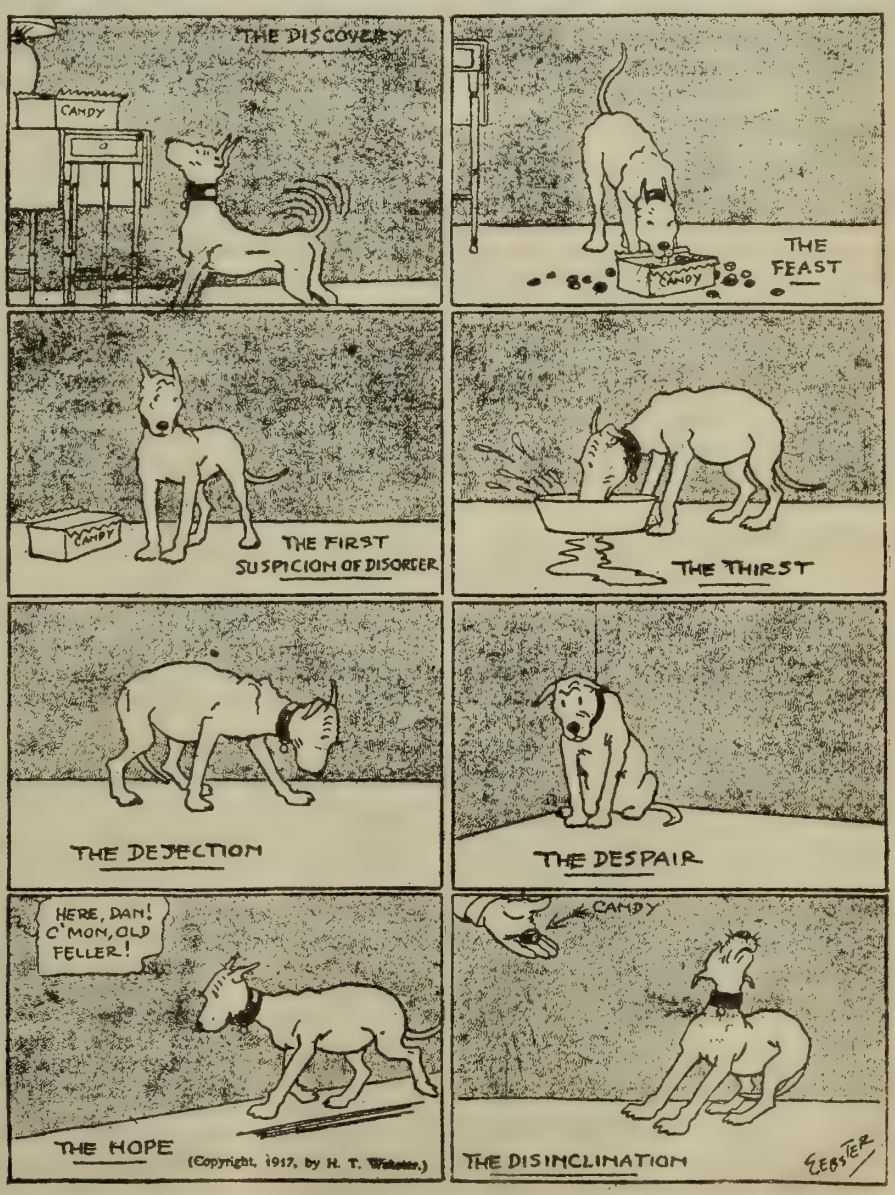
VALVES, TRAPS.—There is a very firm situation in the market for Fairbanks chronometer valves of screwed and flanged pattern. Prices have been withdrawn on these lines and are given only on application. Screwed pattern were formerly quoted at net list while the flanged pattern were formerly quoted at list plus 10 per cent. Ideal steam traps that were formerly quoted at 20 per cent. off list are now quoted at 10 per cent. off list. Standard steam traps formerly quoted at net list are now quoted at list plus 10 per cent.

Safety Valves, Relief Valves and Gauges Up

Toronto.

VALVES, GAUGES. — Considerable advances have been recorded in the price of Pratt & Cady pop safety valves. Water relief valves of the same make are also higher in price. Case gauges show a considerable advance through the changing of the discount. Following table gives the former discount and present discount for purpose of comparison:

	Former Discount	Present Discount
Pop safety valves, Nos. 899-900	37½%	20%
Pop safety valves, Nos. 902-3.	30%	25%



Pop safety valves, Nos. 904-5.	30%	25%
Cylinder relief valves, No. 906	30%	25%
Water relief valves, No. 907..	30%	25%
Water relief valves, No. 909..	30%	20%
Water relief valves, No. 910..	12½%	12½%
Water relief valves, No. 911..	37½%	20%
Water relief valves, No. 913..	30%	25%
Iron case gauges, 2 to 5, No. 914	$3.50	$4.50
Iron case gauges, 2 to 5, No. 915	3.50	4.50
Iron case gauges, 5½ and larger, Nos. 914-5	37½%	15%
Brass case gauges, Nos. 914-5	net	Plus 15%
Iron case gauges, No. 916	5%	Plus 10%
Brass case gauges, No. 916	Plus 5%	Plus 30%
Iron case gauges, Nos. 917-20..	35%	15%
Brass case gauges, Nos. 917-20	net	Plus 15%
Iron case gauges, No. 921	25%	10%
Brass case gauges, No. 921..	10%	net
Check valves, No. 922	25%	20%
Test gauges, No. 923	Plus 25%	Plus 50%
Hand pullers, No. 932	Plus 25%	Plus 50%

Pipe Cutters and Tube Expanders Go Up

Toronto.

PIPE CUTTERS, EXPANDERS.—In a recent issue an advance in Barnes and Saunders pipe cutters was recorded. This week an advance in Trimo pipe cutters has been made effective through the changing of the discount. Where this line was quoted at 35 per cent. off list they are now quoted at 25 per cent. off list. Tube expanders is another of the lines to show an advance. Nos. 1098-9 tube expanders that were formerly quoted at 25 per cent. off list are now quoted 12½ per cent. off list.

Gasoline Torches and Ladles Higher

Toronto.

TORCHES, LADLES.—Higher prices on gasoline torches have been put into effect. Torches Nos. 1119-33 that were formerly quoted at 10 per cent. off list are now quoted at net list, while No. 1134 gasoline torch formerly quoted at 12½ per cent. off list is now quoted at list plus 20 per cent. Ladles have also registered an advance in price. No. 1138 ladle that was formerly quoted net list has been advanced to list plus 37½ per cent.

Lubricating Oil Prices Not Yet Out

Toronto.

GASOLINE, COAL OIL.—While an advance has been decided upon for motor lubricating oils new selling lists have not yet been issued. It is understood, however, the advance on this grade of oil will be in the neighborhood of 5c per gallon. Gasoline demand is lighter now that winter weather conditions prevail. There is an insistent demand for coal oil for use in oil stoves and oil heaters. Difficulty in getting coal supplies has sent people in quest of oil stoves in large numbers. Price of coal oil was firmly maintained but no changes were recorded. Gasoline was quoted at 31½c per gallon. Selling prices for coal oil will be found in current quotations.

Rope Market Gives Evidence of Strength

Toronto.

ROPE, TWINE.—There is a strong situation in the market for manila ropes due to the upward tendency in fibre. In the primary market manila fibre advanced from ¾c to 1¼c per pound during the last week of the year. There is very little of the fibre offered for sale as stocks on this continent are light. There is great difficulty in getting steamer space to bring the raw material from the Philippines which is the immediate cause for the shortage of raw materials. There seems little hope of bettering the condition in the immediate future. In the meantime manila rope is in a strong situation as a result of this condition. Prices held unchanged at 39c per pound base for pure manila, 33c for British manila and New Zealand hemp ropes and 27½c for sisal rope base.

Coal Oil Heaters Again in Good Demand

Toronto.

STOVES, HEATERS, ENAMELWARE.—The heaviest demand at the present time is for oil heaters as a result of the shortage of coal supplies. From the country districts particularly there has been considerable difficulty in getting delivery of coal and people have turned to the oil heater for relief. Manufacturers have been engaged in cleaning up the balance of orders on contract to the extent of available supplies. Enamelware has held in steady market during the week. Demand for this product was reported very good during the closing days of the old year.

Nails Reported In Strong Market

Toronto.

NAILS, WIRE.—A strong undertone continues for the wire nail market. Manufacturers of nails see no better prospect ahead to get supplies of wire rods for the manufacture of nails. Intimations are made in some quarters that an advance in price would not be out of order in view of the situation in wire rods. Wholesale jobbing houses continue to be quoted on the basis of $5.45 base per hundred pounds for standard steel wire nails. Wire products are holding steady in firm market with prices unchanged. Cut nails are quoted on the basis of $5.65 base, which represents a decline of 15c as announced last week.

Iron and Steel Prices to Remain Fixed

Toronto.

IRON AND STEEL.—The War Industries Board in the United States has decided to continue the present price basis on iron and steel commodities until March 31. This decision was reached after a number of conferences with the leading producers of that country. The price of ore, coke and pig iron will also remain unchanged. New contracts are not to be taken for delivery later than April 1 at a stated price unless coupled with a clause making the price subject to revision by any authorized United States Government agency. This will mean that so far as the United States market is concerned there will be a steadiness of price in these commodities for that length of time at any rate. In the local market prices held unchanged.

TORONTO—	Per 100 lbs.
Common bar iron	$ 5 25
Common bar steel	5 50
Refined iron	5 65
Angle base	5 75
Horseshoe iron	5 50
Tire steel	5 70
Norway iron	13 00
Mild steel	5 50
Toe chalk steel	6 25
Sleigh shoe steel	5 50
Band steel, No. 10	5 75
Do., No. 12	6 00
Spring steel	15 00
Mining tool steel	30 00
Sheet cast steel	35 00

Boiler Plate May Be Lower in Price

Toronto.

SHEETS, PLATES.—There is a possibility that within the near future lower prices may be named on ¼-inch boiler plate. Intimations are made in some quarters to the effect that stocks that are now in transit can be sold at lower prices on arrival. This boiler plate, however, is all conserved for shipbuilding purposes and importers are placing their shipments in that quarter. The government will not permit the use of these heavy plates for anything except shipbuilding. Black sheets and galvanized sheets were in steady market with prices unchanged. In some of the lighter gauges of sheets there are now fairly good stocks on hand.

BLACK SHEETS—	Per 100 lbs.		
10 gauge	$	$12 00	$12 00
12 gauge	7 55	11 60	11 60
14 gauge	7 45	9 90	11 65
16 gauge	7 50	10 00	11 75
18-20 gauge	7 30	8 30	10 80
22-24 gauge	7 35	8 35	10 85
26 gauge	7 40	8 40	10 90
28 gauge	7 50	8 50	11 00
3-16-inch plate	12 25	....	.....
¼-inch boiler plate	12 00	....	.....
GALVANIZED SHEETS—			
10¾ oz.	$ 9 50	$10 00	$12 00
U.S. 28	9 20	9 70	11 70
U.S. 26	8 90	9 40	11 40
22 and 24	8 75	9 25	11 25
18 and 20	8 60	9 10	11 10
16	8 45	8 95	10 95
14	8 35	8 85	10 85

Corrugated Sheets Maintain Firmness

Toronto.

CORRUGATED SHEETS.—The market held firm during the week but prices were unchanged. There is a light demand at this season of the year. Eavetrough and conductor pipe are also in light demand, which is the usual condition for this season of the year. Prices on the latter commodities held unchanged at net list.

Toronto—	Per 100 feet Cold drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Boiler Tube Problem Becoming More Acute

Toronto.

BOILER TUBES.—The acute situa-

tion in boiler tubes has been brought prominently to the fore during the week with one large coal company in this city who faced the possibility of having to close down their hoisting machinery if the government does not allow them to secure some tubes for the repair of their boiler. As time goes on this situation will in all probability become more aggravated as boiler tubes become worn out. Prices remain unchanged but they are extremely difficult to secure unless it can be shown that they are required for some national purpose.

	Per 100 Sq. Feet Galvanized	Painted
No. 28 gauge	$ 8 70-$ 9 00	$ 8 00
No. 26 gauge	9 60- 10 00	9 25
No. 24 gauge	15 00-	12 00
No. 22 gauge	18 00-	15 25
No. 20 gauge	21 00-	18 50
No. 18 gauge	27 00-	24 00

Drop in Tin May Affect Products

Toronto.

LEAD AND ZINC PRODUCTS. — A big decline in the price of tin in the London market on Wednesday of this week may have the effect of causing an easier tone to the market for solder and other products into which ingot tin enters. In the local market prices held unchanged with a fair demand reported for the holiday season.

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 16
Lead sheets, 3 to 3½ lbs. sq ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.		0 12½
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 42½	....
Solder, strictly, lb.	0 39½	....
Solder, commercial, lb.	0 36¼	....
Solder, wiping, lb.	0 38½	....
Solder, wire, lb.	0 45	....
Zinc sheets, per lb.	0 26	

Old Material Market Still Shows Dullness

Toronto.

OLD MATERIALS.—Dealers in old materials watched with a great deal of interest the London tin market, in which there was a big decline during the week. This was considered to have a bearing on the old material situation, particularly if it heralds a decline in the market for scrap tin as well. The market for other old materials held in a stagnant condition during the week, very little interest being manifested either in buying or selling.

Tea lead	$ 0 04½	....
Heavy lead pipe	0 06	....
Yellow brass	0 12	0 13
Red brass	0 20	....
Light brass	0 09	....
Heavy zinc	0 05½	0 06
Heavy copper	0 20	0 21
Stove plate, per ton	17.00	18.00
Old rubber boots and shoes	....	0 08
Old cast iron, per ton	23 50	25 00
Overshoes, trimmed Arctics	....	0.06¼
Auto tires	0 04¼	....
Bicycle tires	0.03½	.....
	Per gross ton.	
No. 1 railroad wrought	....	22 00
No. 2 railroad wrought	9 50	10 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	14 00	15 00
Country No. 1 wrought iron	....	18 00

Tin Takes Tumble In London Market

Toronto.

INGOT METALS.—Interest in ingot metals during the week centred around tin, where a big decline was recorded in the London market on Wednesday of this week. Other metals were in quiet market, which is usual for this season of the year.

COPPER.—Statistics show that the output of copper for the year 1917 has exceeded the production in 1916. This is a good showing in the face of an estimated loss of 100,000,000 pounds through labor troubles at the mines. While there will not be very much of a surplus to carry over into 1918, still there will be sufficient to meet the needs of the United States Government and private consumers as well. The price is to remain fixed at 23.50c per pound from the producers, while jobbers in the United States will continue to furnish copper on the basis of 24.67½c per pound. There is enough copper for everyone, and there has been no delays in the delivery of contracts. In the local market prices held unchanged at 30c to 32c per pound for casting copper.

TIN.—After much solicitation, the British tin regulations have been radically changed. Announcement is made that the embargo on tin has been lifted by the British Government so far as the United States is concerned, and that shipments are to be allowed to go forward to that country from the Straits Settlements via the Pacific without permit. The tin is to be consigned to the American Iron and Steel Institute, who will see that it is properly and equitably distributed. The British Government has furthermore placed tin on the war material list, which means that all speculative trading is to be abolished, that Government requirements must be met, that there shall be no hoarding, and probably that a fixed price will be established. Cable advice to a Toronto concern on Wednesday of this week stated that tin had declined $175 per ton within a week, or in the neighborhood of 8½c per pound. The New York market was down 4c per pound in sympathy. Quotations in the local market were maintained, being made on the basis of 78c to 80c per pound. Difficulty of getting additional supplies tends to sustain the market.

SPELTER.—It is understood some purchases of spelter have been made by the United States Government to the extent of 4,000 tons. Outside of this transaction there has been little movement in the primary market. Locally quotations held unchanged at 9¾c to 10½c per pound.

LEAD.—The market for pig lead is holding steady, but firm. The principal producers in the United States continue to quote on the basis of 6¼c, while the independents quote on the basis of 6¾c to 7c. The principal producers are not accepting new business on this basis, but are cleaning up on old contracts. In the local market quotations were made on the basis of 8¾c to 9c per pound.

ANTIMONY.—Demand for this commodity is light and the price holds unchanged at 16c to 18c per pound.

ALUMINUM.—Steadiness characterizes the market for aluminum, with movement slow outside of Government needs. Quotations hold at 60c per pound in the local market.

PIG IRON.—A more serious situation has developed with some of the Canadian producers of pig iron. One concern has been compelled to bank one of their furnaces through the shortage of coke and to withdraw all prices for immediate sale. Another concern, however, continues to quote for near-by and future shipment. The supplies of coke of the latter concern have been adequate so far to take care of their requirements. But there is uneasiness about the future. Quotations were made on the basis of $50 per ton for foundry iron by concerns who had not withdrawn from the market.

LONDON MARKETS

LONDON, Jan. 3.—One of the important lines of products to register a general upward tendency is that in cotton goods. Sashcord, cotton rope, cotton twine, cotton clothes lines, awning cord, candlewick, seine twine and bag twine have all been increased in price. Business during the past week has been light, which is a usual condition for this season of the year. Most hardware merchants are either taking stock or preparing to start with the opening of the New Year. Prices for the most part are firmly maintained. Collections are reported very good.

Cotton Goods Show A General Advance

London.

COTTON PRODUCTS.—There has been a general advance of approximately 7½ per cent. on lines of cotton goods such as sashcord, cotton rope, cotton twine, cotton clothes lines, awning cord, candlewick, seine twine and bag twine. Following are the prices which now prevail on these various lines:

Sashcord—No. 6, 63c lb.; No. 7, 62c per lb.; Nos. 8 to 12, 61c per lb.

Cotton Rope—3/16-inch, 57c per lb.; ¼-inch and larger, 56c per lb.

Cotton Twine—Three-ply, 60c per lb.; four-ply, 64c per lb.

Cotton Clothes Lines—Twisted, 30-ft., $2.15 dozen; 48-foot, $3.15 dozen; 60-foot, $3.90 dozen. Braided, 50-foot, $3.85 dozen.

Awning Cord—Braided white, No. 3, $1.70 dozen; No. 3½, $2 dozen; No. 4, $3 dozen; No. 4½, $4.15 dozen.

Candlewick—60c per lb

Seine Twine—No. 18 and larger in 1-lb. cones, 71c per lb.; No. 18 and larger in ¼-lb. cones, 72c per lb.; No. 15 and smaller in 1-lb. cones, 72c per lb.; No. 15 and smaller in ¼-lb. cones, 73c per lb.

Bag Twine—70c per lb.

Nails And Rope Prices Maintained

London.

NAILS, ROPE.—The market for standard steel wire nails held unchanged in a firm market. Quotations were made on the basis of $5.45 per hundred pounds base. Cut nails were unchanged at the decline recorded last week, selling basis being $5.60 per hundred pounds. Rope market gives evidence of strength due to the difficulty of getting raw materials from primary points. Pure Manila is still quoted on the basis of 39c per pound, British Manila and New Zealand hemp at 33c per pound and sisal rope at 27½c per pound base.

Flashlights And Batteries Going Fast

London.

FLASHLIGHTS, BATTERIES.—There is an exceptionally good sale for flashlights and batteries at this season of the year, largely due to the desirability of these lines as holiday gifts. There is a firm market for these commodities, intimations being made in some quarters that higher prices are anticipated. Discount at present remains unchanged at 33 1/3 per cent. off list on Eveready line.

Glass in Firm Market

Although there has been no change in the market for glass so far as prices are concerned there is a firm situation with the probability that higher prices may prevail. Single and double diamond are quoted on the basis of 40 and 10 per cent. off list while cut lights are quoted at 33 1/3 per cent. off list.

Winter Lines Have Been In Active Demand

London.

SKATES, SLEDS, HOCKEY STICKS.—Merchants are feeling quite gratified over the movement in winter lines this season. Hockey sticks are quoted on the basis of 85c per dozen for boys' white and boys' red, $2 per dozen for men's rock elm, and $3.75 per dozen for men's Spalding. MicMac sticks are quoted at $4.75 per dozen. Hand sleds are quoted on the basis of 35c per cent. off list, while Star skates are quoted at 20 per cent. off list. Snow shovels continue to be quoted at 12½ per cent. off list.

Coal Shortage Creates Demand For Sifters

London.

SIFTERS, OIL HEATERS.—Two of the lines of hardware goods that have been in excellent sale during recent weeks are ash sifters and oil heaters. In both instances the shortage of coal has been responsible for interest. Sifters with common wood sides are quoted at $2.15 per dozen, Banner sifters are quoted at $2.90 each and Rocker No. 1 are quoted at $5.25 each. Oil heaters are moved at $5.25 each. Oil heaters are moving freely in all parts of Western Ontario. Perfection No. 520 is quoted at list price of $5.75 each, No. 525 at $5.50 list each and No. 530 at $6.25 list each. Prices on oil heaters are subject to a discount of 25 per cent.

Weather Strip, Toe Calks, Horseshoes In Good Sale

London.

WEATHER STRIP, CALKS, HORSESHOES.—An excellent sale for weather strip continues. Frost King is quoted at $4.40 per dozen packages, Swan hardwood at 75c per set, clincher wood and felt No. 71 narrow at $2.25 per 100 feet and No. 74 wide at $4.25 per 100 feet. Best ½-inch is quoted at $1.50 per 100 feet; ⅝-inch at $1.75 per 100 feet; ¾-inch at $2 per 100 feet. Toe calks and horsehoes are moving freely. Neverslip toe calks are quoted at a discount of 15 per cent. while same brand of horseshoes are quoted at 10 per cent. off list. Capewell horseshoe nails are quoted at a discount of 10 per cent. off list.

Booking Prices on Netting

Booking on poultry netting is now being made for spring delivery goods. Canadian netting, 1-inch and 2-inch mesh is quoted at a discount of 15 per cent. off list.

Lawn Mowers and Harvest Tools

There is a steadiness in the market for lawn mowers and harvest tools. Daisy, Star, Woodyatt and Empress are quoted on the basis of 40 per cent. off list. Harvest tools are quoted on the basis of 25 per cent. off list. Buco hand cultivators are priced at $9 per dozen.

Booking Prices On Summer Accessories

SCREEN WIRE, HINGES.—Prices for booking of screen wire hold unchanged at figures recently announced. Painted screen wire in 100-foot rolls is quoted at $3 per 100 square feet, while bronze screen wire is quoted at 14c per square foot. Spring hinges for screen doors, No. 20, are quoted at $17.75 per gross, while No. 7 tool steel hinges are quoted at $20.20 per gross.

Price on Horse Clippers

Prices on Stewart horse clippers remain unchanged at $11 list each for No. 1, which price is subject to a discount of 25 per cent.

Linseed Oil Firm; Turpentine Steady

London.

LINSEED OIL, TURPENTINE.—There is a firm market for linseed oil and while prices at the time of writing were unchanged there is a possibility they may be increased in the near future. Following are the prices which prevail: 1 to 2 barrels, raw $1.48 per gallon, boiled $1.51 per gallon; 3 to 5 barrels, raw $1.47, boiled $1.50; 6 to 9 barrels, raw $1.45, boiled $1.48. Turpentine is holding in a steady position and in single barrel lots is quoted at 71c per gallon and in 2 to 4 barrel lots at 70c per gallon. In 5-gallon lots the price is 78c per gallon. There is a slow movement of turpentine at this season of the year.

Putty Holds Unchanged

Putty holds unchanged with demand light. Standard in 25-lb., 50-lb. and 100-lb. drums is quoted at $4.65 per 100 lbs. Pure putty is $1.25 per hundred pounds higher than standard.

White Lead in Oil Steady

Steadiness characterized the market for white lead in oil, prices still being quoted on the basis of $16.20 per hundred pounds in ton lots and $16.55 in less than ton lots.

WINNIPEG MARKETS

WINNIPEG, Jan. 3.—Business for the past week has been rather quiet, following the rush before Christmas, which is only natural. With most of the travellers in for the holiday season business cannot be expected to be brisk until they start out again after the first of the year.

The taking over of all the railroads by the United States Government is causing much speculation amongst the trade as to whether it will have a tendency to curtail export business, due to excess military transportation, or on the other hand, all roads under one management may increase their efficiency to such an extent that the present difficulties will be overcome. Markets for the week show numerous advances, amongst which appear sash cord, door checks, babbitt metal, planes, mallets, snare wire, anvil and vise, simplex roofing nails, fusible plugs, and sad iron handles; while reductions are recorded on Dover sad irons, No. 60, lead waste and lead pipe.

Sashcord Goes Up 2c Per Pound

Winnipeg.

COTTON PRODUCTS.—Little need be said regarding the present cotton market, which has gone up by leaps and bounds, and even to-day's prices cannot be considered as the limit; practically all lines manufactured from cotton have been affected, while only limited supplies are available in certain commodities owing to the demand to maintain our armies. Among the recent advances appears sash cord, which shows a further increase of 2c lb. To-day's market prices are quoted herewith:—Hercules in hanks or coils—No. 6, 60c lb.; No. 7, 59c lb.; No. 8, 58c lb.; No. 9, 58c lb.; No. 10, 58c lb.

Door Checks Go Higher By 3 Per Cent.

Winnipeg.

DOOR CHECKS.—The demand for

door checks during the recent cold spell has been good; consequently stocks have had to be replenished at higher prices, necessitating another advance of approximately 3 per cent. on Eclipse door checks and springs, which are quoted to-day at the following prices:—Eclipse checks, No. 1,623, $2.30 each; No. 1,625, $3.10 each; Eclipse springs, No. 1,653, $1.80 each; No. 1,655, $2.30 each.

Levels, Planes And Mallets Go Upward

Winnipeg.

LEVELS, PLANES, MALLETS.—Another advance has just come to hand on all lines manufactured by the Stanley Rule & Level Co. The recent advances show increases of from 5 to 30 per cent., and take effect at once. The following prices cover a few of these lines only:

Tack hammers, No. 2, $1.50 doz.
Level sights, No. 1, $10.80 doz.; No. 2, $10.80 doz.
Plumbs and levels, 36 x 12 in., $27 doz.; 18 in., $32 doz.; 24 in., $36.50 doz.
Carpenters' mallets—No. 2, $5.25 doz.; No. 6, $11.50 doz.; No. 10, $7.20 doz.; No. 13, $16.80 doz.
Tinners' mallets—No. 44, $2.85 doz.
Planes—No. 50, $6.75 each; No. 71, $3.20 each; No. 62, $4.40 each; No. 72, $3.40 each; No. 444, $9.70 each; No. 72½, $5.20 each; No. 74, $7.75 each; No. 146, 147 and 148, $3.15 each; No. 143, $5.80 each; No. 129, $2.55 each; No. 171, $4.65 each; No. 289, $3 each.
Trammel points—No. 2, $1.50 set; No. 4, 70c set; No. 99, 60c set.
Cornering tools—No. 28, $3.60 doz.; No. 29, $3.60 doz.
Butt gauges—No. 95, $12 doz.; No. 95½, $10 doz.

Anvils And Vises And Snare Wire Up

Winnipeg.

ANVILS, VISES, SNARE WIRE.—The price on brass snare wire, which has remained unchanged for the past year, again shows an upward trend. The new prices show an increase of 5c per lb., due to the ever-increasing costs of material. To-day's prices are as follows: On 1-oz. rings, 22-gauge, 85c lb.; 24-gauge, 90c lb.

A slight revision in price has been found necessary on the Diamond anvil and vise, which shows an increase of 50c each over the former price, and is quoted to-day at $5.50 each.

Babbitt Metal And Roofing Nails Higher

Winnipeg.

BABBITT, ROOFING NAILS.—As predicted in HARDWARE AND METAL, new prices were to be expected on babbitt metals. The first to be announced is Frictionless, which advanced 10 per cent., or 3c per lb., making to-day's price 33c lb.

Further advances by the American factory again necessitates an increase in Simplex roofing nails, and shows an increase of approximately 15 per cent. over the old price, to-day's ruling price being 20c lb.

Fusible Plugs Now Sold At Net List

Winnipeg.

PLUGS.—Further increases in the cost of raw materials, principally brass, which enters into the manufacture of fusible plugs, is responsible for further advances in this commodity, which are to-day quoted at net list. Net prices are as follows:

Standard length—½ in., 60c each; ¾ in., 75c each; 1 in., $1 each; 1¼ in., $1.50 each; 1½ in., $2 each.
Extra long—½ in., $1.20 each; ¾ in., $1.50 each; 1 in., $2 each; 1¼ in., $3 each; 1½ in., $4 each.

One Make Of Sad Irons Shows Decline

Winnipeg.

SAD IRONS, HANDLES.—Universal sad iron handles again show an increase in price of 15c per doz., while Mrs. Potts' handles remain unchanged. Prices ruling are as follows: Universal, $2 doz.; Mrs. Potts, $1.30 doz.

Hardware dealers will no doubt be interested to note a reduction in Dover sad irons, No. 60. New prices just issued by the factory show considerably lower prices, made possible no doubt through increased production. Prices now ruling on No. 60 irons are $19.80 doz. sets.

Lead Pipe And Lead Waste Pipe Decline

Winnipeg.

LEAD PIPE.—New prices have just been announced on lead waste and lead pipe, and show a slight reduction over former prices, due to weaker markets. To-day's ruling prices are as follows: Lead waste, $15.40 100 lbs.; lead pipe, $14.40 100 lbs.

Turpentine Prices Have Been Maintained

Winnipeg.

TURPENTINE, LINSEED OIL.—Despite reports from the East of a weaker market on turpentine, the local market remains firm. Prices for to-day are as follows: Barrels, 80c gal.; ½-barrels, 83c gal.; 5-gal. lots, 85c gal.; 1-gal. lots, 85c gal., plus the usual extras for containers.

No change is recorded on linseed oil, with the markets remaining very firm. Prices ruling to-day are as follows: Raw, $1.65 gal.; boiled, $1.68 gal.

PITTSBURG MARKETS

PITTSBURGH, Pa., Jan. 2.—Unless the unexpected occurs, there will be no revision in iron and steel prices at this time or in the near future. After a conference with the Federal Trade Commission, the War Industries Board has recommended to the President that no change be made at this time, and a proclamation to that effect will probably be issued, perhaps formally continuing present prices until April 1.

Undoubtedly there is room for a reduction in prices with regard to the great bulk of the production, but some manufacturers, peculiarly positioned as to raw materials or otherwise, might be unable to produce at a profit in the event of a great reduction. Apart from this fact, the working of the set price system depends upon the voluntary cooperation of manufacturers, and this might not be so easy to secure if the manufacturers felt they were unjustly treated. As a practical matter the lapse of time sees the working out of old contracts at higher than the set prices, and without their being replaced to the full extent by fresh sales. Thus, apart from Government orders the producers will find themselves from month to month with less commercial business on books and reductions in the set prices might occur later in a smoother manner, while there is the possibility of traffic conditions on the railroads so improving as to permit full production of pig iron and steel, and in that event there would be a much better supply of material. Finally, there is the possibility of the Pomerene Bill being passed by Congress to furnish legal authority for the fixing of iron and steel prices. Thus, the fact that it seems quite undesirable to undertake to reduce iron and steel prices at this time does not mean that there will not be reductions later on, possibly only a few months hence.

Railroad Pool

The iron and steel industry is well pleased at the decision reached by President Wilson to take over the operation of the railroads, as announced in the proclamation of December 26. It is felt that this arrangement has no drawbacks and many advantages. While the General Operating Committee, conducting the pool of railroad facilities ordered a month ago by the Railroads' War Board, has accomplished some good, it has been constantly hampered by the anti-pooling laws, and these, of course, are to be suspended by the Director-General of Railroads. Again, Government operation of the roads will doubtless result in the rescinding of the priority orders, the Government instead appointing a traffic manager to direct the movement of Government material. While the priority orders are blind, the traffic manager will be an individual with a brain. The steel trade also has its own interest in the Governmental taking over of the railroads, in that it doubtless means eventually the placing of orders for cars and locomotives to be financed by the Government.

More Set Prices

The American Iron and Steel Institute has issued a long statement, setting additional prices, the most important of which are: Angle splice bars, 3.25c; single shoulder tie plates, 3.25c; stan-

Continued on page 46.

WEEKLY PAINT DEPARTMENT

What to Look for in Varnish

The Uses of Varnish—Methods For Practical Testing—Types of Specifications

THE properties required in a varnish naturally depend upon the use to which it is to be put. Since varnishes for outside use must be elastic and waterproof, a better and more expensive varnish is usually required than for inside use, although some of the very finest and most expensive varnishes are made for interior use on pianos and very costly furniture. Outside varnishes are "long-oil" varnishes and generally dry more slowly than varnishes for use indoors. For general inside use it is not so essential that the film should be elastic. Good grade interior varnish should not turn permanently white with water and the very best grades do not turn white even while wet. In varnish manufacture, hardness, which is usually obtained by addition of resins, is produced at the expense of elasticity and vice versa. The necessary properties of a varnish may be classified under "flowing and drying properties," "appearance," and "durability." The first two of these can be readily ascertained from careful consideration of the requirements, although for some work expert judgment is needed. For instance, it is generally required that piano varnish have a beautiful high lustre and that floor varnish should dry hard in, at most, three days. Color requirements are dependent upon the nature of the surface to be varnished. When it is desired to retain the light color of certain woods or of white or tinted color coats, a light-colored varnish is essential.

Methods for Practical Testing

Considering the testing of varnish, it may be said that for fine or special work varnishes must be tried out by skilled workmen, who know what qualities, such as elasticity, hardness, lustre, etc., are essential in each particular case. However, for general use certain testing, which can be performed by anyone, will be of value in ascertaining the properties of a sample. For this the following procedure may be used:

Note whether or not the sample has the desired color, clearness, and flowing properties. Apply a coat of the varnish to a metal or wood panel which has been painted a dull black. Drop black in oil, thinned with turpentine and dryer, gives a good under coat. Note the time required for the film to dry hard; that is, when the finger pressed firmly against the surface leaves no impression. Let the coat dry for two days or more, and then rub with steel wool or with powdered pumice and water. Note whether or not the sample has good rubbing properties; that is, whether or not a smooth, dull surface, suitable for the application of a second coat, is obtained. Note whether or not the rubbed surface "sweats;" that is, glossy patches form on the panel after 24 hours. Apply a second coat of the varnish and let the film dry for three days after it has become hard. At this point the relative lustre of different samples can be noted. Let a stream of cold water run over the varnished surface over night, and in the morning note whether the film is unaffected, dulled, or whitened. Then let a stream from a vessel of boiling water flow over the varnish for 15 minutes and note the effect on the film. Any other desired tests, such as the application of soap and water or of household ammonia, can be made.

In addition to the panel test, flow some of the sample on a clean glass plate, and allow it to drain and dry in a vertical position. Note the time required for the film to dry "free from tackiness" (the point at which the film no longer feels sticky when touched lightly with the finger) and to dry hard. After five days run the point of a knife blade through the film at the top of the plate and note whether it is elastic; that is, comes off as a ribbon from a clean cut, or "dusts" —breaking into small pieces.

A varnish which does not give an elastic film is unsuitable for outside use, and naturally the better the waterproof qualities the better the varnish, other things being equal. For some inside work a very hard film, although it dusts, is more suitable than a softer, elastic film. The purchaser must decide whether it is best to insist on certain properties which may necessitate paying higher prices.

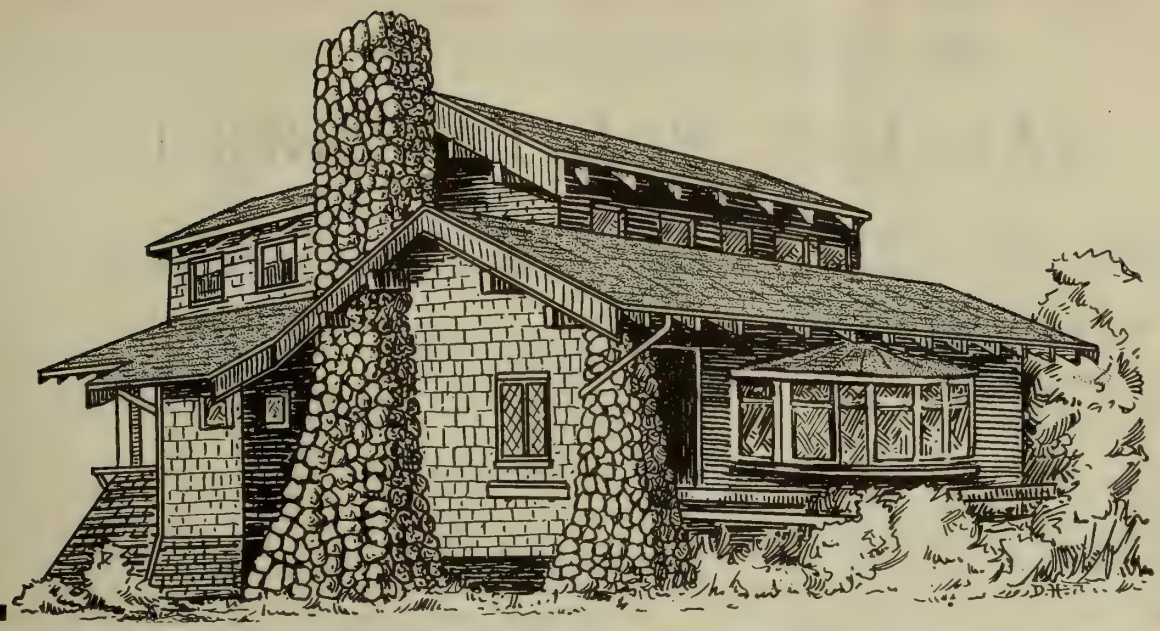
The practical testing of dammar varnish and shellac varnish is limited to ascertaining that a sample has the proper color and consistency, and that it gives a smooth film. The practical testing of lacquers, aside from such special requirements as may be necessary, is limited to ascertaining that a sample has satisfactory color, consistency, and drying properties, and that it does not dull a polished metal surface. For testing black varnishes they should be applied to a metal panel, and the time of drying and the nature of the film noted. If in subsequent use the varnished surface is to withstand high temperatures a baking test should be made to ascertain whether the film retains its gloss, elasticity, and adhesive properties at the necessary temperature. Insulating varnishes should be tested principally to ascertain their adhesive properties and resistance to oil and water.

The most satisfactory and reliable information regarding varnish is naturally obtained by actual use, but such information can be collected only after several months. It should be borne in mind, however, that while service tests give useful information regarding certain brands, which are of uniform quality, one must assume or actually prove that such brands remain uniform in composition and properties. In service tests of outside varnishes it has generally been found that a difference in climatic conditions causes a greater variation in the length of service of any brand of good quality varnish than is obtained with different brands under the same climatic conditions.

There are three general types of varnish specifications: Those that state that samples must be equal to a standard sample or brand; those that require only certain physical properties and certain results from practical tests; and those which, among other requirements, state that a sample must be made from or be free from certain materials. Considering the first class, it may be said that the conclusions from comparative examinations of a standard and a submitted sample should be based mainly on the results of service tests and practical tests, such as are outlined above. Practical tests are also the main basis of a report on samples submitted under a specification of the second class. Specifications of the third class necessarily involve chemical tests or analyses.

Present methods of analysis are not adequate to determine the actual composition of a sample or the formula used in its preparation. For instance, the identification and determination of the various gums, when two or more have been used, is practically impossible, as is also the quantitative separation of linseed oil and tung oil. It must also be borne in mind that the relative amounts of the constituents in a finished varnish

(Continued on page 46.)



Make 1918 your record paint-selling year

Take the first step now by inquiring for particulars of this complete and reliable line of paints and varnishes



Jamieson's Paints and Varnishes are tried and proven. For more than half a century they have given satisfaction and service wherever used.

Although without peer as to quality and uniformity, prices are moderate. Dealers are certain of repeat sales with the Jamieson line.

It costs nothing to find out what we have to offer. Let us tell you our story in a few words and you can be the judge.

If you decide to take up the Jamieson proposition you can count on bigger sales and better profits. **Write us now.**

R. C. Jamieson & Co., Limited, Montreal

Branches at Calgary and Vancouver

ESTABLISHED 1858 **Owning and Operating P. D. Dods & Co., Limited**

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Jan. 2.—There is a very unsettled condition in the linseed oil market this week. Transportation is very bad and how long present stock of oil will last, if the freight difficulty is not solved, none care to say. The feature of the week in the paint market, therefore, has been the increase of about four cents a gallon in quotations for linseed oil, and even these prices will not be held open. Oil for delivery in February and March will be booked now at $1.42 for raw in single barrels and at $1.44½ for boiled. For five barrel lots and over the booking price is $1.41 for raw and for boiled, $1.43½. Conditions, generally, in the paint markets are satisfactory for this season of the year, and for specialties to go out in the spring several paint makers are more than pleased with the orders coming to hand.

Linseed Oil Higher; Uneasiness Expressed

Montreal.

LINSEED OIL.—The situation with respect to linseed oil is not at all clear, and there has been a fluctuating price condition for several days past, which clouds the situation considerably. Crushers have increased difficulty in securing seed, and the railroads have been compelled to refuse accommodation for shipments from Winnipeg and Fort William to points east for the present. Thus, crushers and jobbers alike have been unable to gauge the situation with much degree of certainty, and so long as severe weather conditions remain and deliveries continue light there is little promise of anything but a decidedly firm market. The advances recorded for the week approximate from four to six cents a gallon.

Linseed Oil—	Raw, Imp. gal.	Boiled, Imp. gal.
1 to 4 barrels	$1.44	$1.46½
5 to 9 barrels	1.43	1.45½
10 to 25 barrels	1.42	1.44½

Turpentine Steady; Small Amount of Trade

Montreal.

TURPENTINE.—The amount of business passing is confined to small compass, and the retail trade is buying only for the needs of the present. There has been no change and the quotation of 70 cents per gallon is maintained for barrel lots. For lots of five barrels and over one cent per gallon less is quoted.

Turpentine—	Per Imp. gallon
5 bbls. and over	$0.69-$0.71
1 barrel lots	0.70- 0.72
Small quantities	- 0.83

Paint Specialties Are More Popular

Montreal.

MIXED PAINT AND SPECIALTIES.—The manufacturers of paints are reporting a better and more active demand for the usual specialties made by them. This serves to lead dealers to take a growing interest in lines that will yield them profit, and in the long run there will be real satisfaction in selling the customer shelf lines in convenient form. It would seem that the consistency of HARDWARE AND METAL in advocating the sale and advertising of specialties by the dealer is now becoming recognized as sound advice. When the matter is viewed from all standpoints, it indicates a good condition and augurs well for the future of the trade. Mixed paint orders are also quite satisfactory as applying to shipments to be made for spring.

White Lead in Oil Now in Quiet Market

Montreal.

WHITE LEAD IN OIL.—As is to be expected, there is a very limited volume of business for this product. In fact business confines itself pretty much to the orders secured for spring delivery. Five ton lots are quoted at $15.50 per 100 lbs.; ton lots at $16 per 100 lbs. and in smaller lots the price is $16.35 per 100 lbs.

Putty Remains Firm With Movement Slow

Montreal.

PUTTY.—Trading for putty is quite light and apart from small sorting, is one of the slower-moving lines in the list. Owing to the strong market for linseed oil putty still maintains its price, but there is no advance. Bulk, in casks, is worth $3.60 per 100 lbs.; $4.45 per 100 lbs. is asked for the 25, 50 and 100 lb. drums and the bladder putty in barrels is quoted at $4.70 per 100 lbs.

TORONTO

TORONTO, Jan. 3.—Interest in the paint trade during the week has centred largely around the linseed oil situation, in which market there has been a firmer tendency, with considerably higher prices in some quarters. The situation is difficult for crushers at the present time owing to the breaking down of transportation facilities. Receipts of seed have been very small within the past few weeks, and there does not seem any immediate prospect of relief. Turpentine is holding steady, with the belief prevalent that a firmer tendency may come in the primary market toward the end of the present month. Travellers for paint manufacturers have again started on the road, and hopes are running high that the immediate future will see a good placing business.

Linseed Oil Shows An Upward Tendency

Toronto.

LINSEED OIL.—There was a firm market for linseed oil during the week, and quotations were advanced in some quarters from 6c to 7c per gallon. The range of prices for raw linseed oil is now from $1.41 to $1.55 per gallon in single barrel lots. Crushers have been greatly handicapped in their operations through the failure of seed supplies, due to the transportation situation. A situation similar to that which existed in January of last year has again arisen this year. Railroads apparently are unable to move the seed as freely as Eastern crushers would like. The flaxseed market showed a steadily upward tendency during the week for both spot and future seed. In the Winnipeg market on Wednesday of last week spot flaxseed was sold at $3.10¾ per bushel, and on Wednesday of the present week was quoted at $3.18½—a gain of 7¾c per bushel. May seed showed a more spectacular movement upward, on Wednesday of last week being quoted at $3.06 per bushel and on the same day this week at $3.25½c—a gain of 19½c. Advice was received during the week that the Argentine Government had negotiated with the Allies for the sale of 2,500,000 tons of wheat. It was pointed out in one quarter that when space is provided for the shipment of this wheat there may be still less possibility of the Argentine flaxseed moving into the United States market. In the local market in one quarter the price of linseed oil was advanced only 2c per gallon during the week, which makes the basis in the instance cited $1.50 per gallon for raw oil in single barrel lots. Supplies of oil cake are pretty well cleaned up, but there is still a good demand for this product.

The Value of Window Display to the Paint Dealer

TAKEN as a whole, Hardware Stores throughout Canada appear more progressive than stores of most other lines of business, for their store fronts are usually smart in appearance, well painted and the general effect is most pleasing.

These are impressions that people get when passing—but it is the carefully prepared window display that causes people to stop. The articles in the window give the invitation to "come on in." Many people do come in and buy simply because the window display and the articles in the window gave them the proper kind of an invitation. The "dressed" window—that is the properly dressed window—really changes interest to action—turns prospect into purchaser.

Many Canadian manufacturers realize the value of the window and are helping their dealers throughout the country with suitable display material. One firm, Brandram-Henderson, has devoted considerable thought and effort to develop the most practical forms of window display material with which to supply their many agents. Each feature they have for this purpose is attractive and attention-getting.

Among the great mass of material which they distribute to their dealers may be mentioned an extremely attractive window cut-out, many beautiful display cards, some of the finest enamelled signs that we have seen anywhere, transparencies, dummy cans, colour cards. An unusually high quality runs through the entire line.

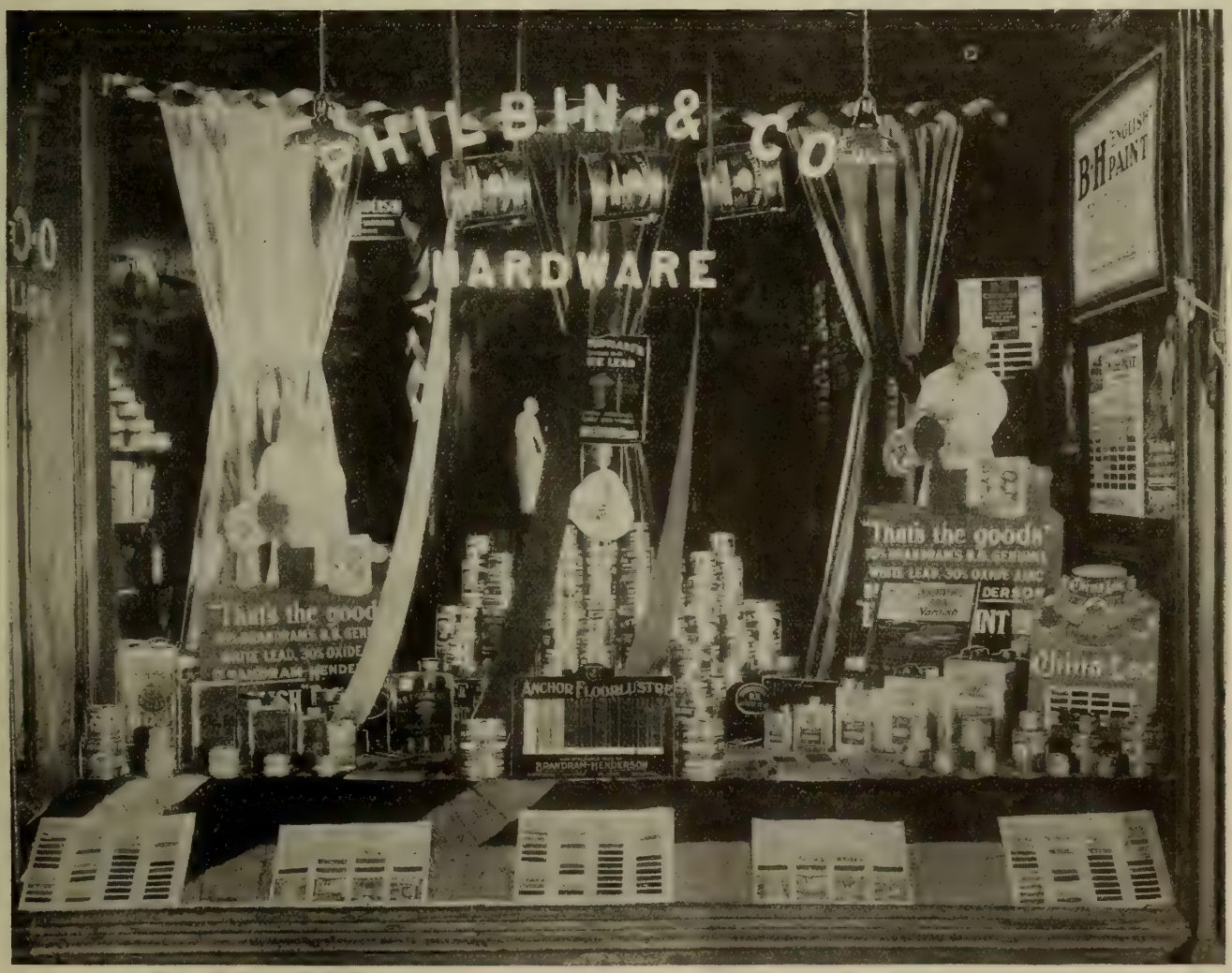
Their agents throughout Canada have not been slow to appreciate the value of this merchandise offered to them free, for wherever one goes, one may see the familiar three-can display of the Brandram-Henderson dealer and the attractive window that comes from the use of this display material.

The photo below shows a very handsome window that was trimmed with B-H window display material. At the B-H Salesmen's Convention held recently in Montreal, the four sales divisions of the company each trimmed a window and the photo below of Philbin & Co., 4169 St. Catherine St. West, trimmed by the salesmen of the Central Division, wone the first prize.

The centre of attraction is a large cut-out of the three-can display in colour. It forms the background of the display. Throughout the window may be seen colour cards of various products, also racks of painted slats.

A large cut-out of a painter adds a characteristic touch. The show cards are tastefully arranged among the paint samples. One thing that adds considerably to the effect of this window is the variety of products on display.

This window has many points of excellence to recommend it as a business-getting window, and it will serve as a model for many a hardware man.



BRANDRAM-HENDERSON LIMITED
MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG CALGARY EDMONTON VANCOUVER

If interested, tear out this page and keep with letters to be answered.

	Raw, Imp. Gal.	Boiled, Imp. Gal.
1 to 2 bbls.	$1.41-$1.50	$1.44-$1.53
3 to 5 bbls.	1.40- 1.49	1.43- 1.52
6 to 9 bbls.	1.38- 1.47	1.41- 1.50

Less than barrel lots 10c per gallon higher than single barrel price.

Turpentine Market In Dull Period

Toronto.

TURPENTINE.—There was a steadiness in the market for turpentine during the week, but opinion was expressed among local dealers that there may be a firmer market toward the end of the present month. This opinion is based on the fact that stocks of old-crop turpentine are about cleaned up and holders of stocks in storage in the South declare their intention of holding until they can dispose of their supplies to advantage. It is estimated the production of turpentine will be reduced by some 75,000 barrels this year owing to the shortage of labor. This will have a firming effect on the market. New crop turpentine will not start to come on the market until the latter part of March or the first part of April. Quotations of last week were maintained on the following basis:

	Imp. gal.
1 barrel	$0.70-$0.71½
2 to 4 barrels	0.69- 0.70½
5 gallon lots	0.77- 0.78½

White Lead In Oil Holds In Steady Market

Toronto.

WHITE LEAD IN OIL.—There was no disposition to anticipate a change in the price of white lead in oil in the near future. There is a firmer undertone to the pig lead market, although quotations in the primary market have not changed materially during the week. Linseed oil, however, has been on the up-grade and the belief is expressed in well-informed circles that there is every possibility of a continuation of this firm tendency. Demand for white lead in oil is light at this season of the year. Quotations were made on the basis of $16.20 per 100 pounds in ton lots and $16.55 in less than ton lots.

Travelers Are Again Making Calls

Toronto.

MIXED PAINT.—Travellers for paint manufacturers started on their rounds again as soon after the opening of the new year as feasible. In the majority of instances they started to make their rounds on Wednesday of the present week. There is general expectation that booking business will be quite satisfactory and manufacturers are apparently going to get on the field early. Volume of business that has already been placed for spring shipment has been gratifying to the manufacturers. Prices held in steady market, with no indication of a change in the near future.

Putty Market Firm; Glass Still Strong

Toronto.

PUTTY, GLASS.—Further intimations have been made in some quarters that there is a strong probability of an advance in putty in the near future. However, demand for putty at this season of the year is not heavy. The booking dates for putty are still maintained at March 1, which extension of time for delivery on the present basis was made some weeks ago, about the time the differential between standard and pure putty was increased. Prices will be found in current quotations.

Glass continues in strong market. The situation in the United States has shown no improvement during the week so far as the manufacture is concerned. The railroads have recently instituted an embargo on the carrying of glass into Canada. Whether this will be maintained for any length of time remains to be seen. Quotation is still made on the basis of 40 and 10 per cent. off list for single and double diamond and 33 1/3 per cent. off list on cut lights.

OPTIMISM OVER RAILROAD SITUATION

(Continued from page 24.)

adian points promises to be more steady, and if Senators are able to put through legislation which they now have in mind there will be a downward revision of coal prices.

Government Control of Coal Mines

Government control of coal mines is expected to be the next step of the United States Government. Already Fuel Administrator Garfield has warned coal operators that all of their contracts must be made subject to requisition of the United States Government and no contracts may be made for a period longer than one year. Dr. Garfield has served notice that he will ultimately take over the control of all mines. "It is not a question of when, but how soon," he has said.

WHAT TO LOOK FOR IN VARNISH

(Continued from page 42.)

are not the same as those of the raw materials prescribed in the formula, so that, even if we assume that the results of a varnish analysis are correct, the calculation of the formula from such results is subject to serious uncertainty. Methods of varnish manufacture are constantly changing, so that, while a given specification for a varnish may prohibit the selection of a sample of very poor quality, it is very likely to exclude also satisfactory products.

WHY THE INVENTORY IS NEEDED

(Continued from page 28.)

ment as to merchandise that is for sale. One of the leading fire insurance brokerage firms in Canada are sending out warnings to their clients urging that in view of the increased cost of building that it would be well for them to consider whether it would not be advisable for them to add to their policies to cover the increase in the value of their own building, and a great many are responding. Ordinarily, of course, a building depreciates year after year, but not at the present time.

It would then be considered advisable to watch insurance protection closely so that the amount of insurance carried affords protection to the stock at its cash value, which is the cost of replacement with like merchandise at the time of loss. Those who do not increase the amount of fire insurance in keeping with the increasing values are liable to be compelled to bear a portion of any fire loss at the time of an adjustment of claim under insurance policies containing the co-insurance clause.

WEEKLY MARKET REPORTS

(Continued from page 41.)

dard railroad spikes, 3.90c, these base prices being subject to the usual trade extras. A long list of prices and extras is given for steel castings.

While manufacturers nearly all assert that the system of set prices is working very well, and some buyers have the same view, it must not be inferred that there is no complaint. There is considerable complaint in some quarters, but referring to the manufactures of steel more than to the ordinary rolled products of the mills. It is asserted that some of the manufacturers are openly quoting prices higher than those set, and that some have even tried to impose upon the intelligence of buyers by endeavoring to maintain that the set prices are minimum prices, not maximum. There is complaint, too, that producers have not adjusted contracts to the set prices when they were at higher figures. In certain lines it has been trade custom to adjust contracts in the event of a market decline, but the principle seems to be more or less ignored in this instance.

Pig Iron

With production of the merchant furnaces in Western Pennsylvania and the valleys and along the lake front curtailed by about 20 per cent. the make is naturally not sufficient to meet requirements of existing contracts, and there is no iron offered for sale in the open market, as has been more or less the case for weeks past. There is very little inquiry from foundries, as they are receiving moderate shipments and the operations of many of them are curtailed, particularly those making sanitary ware. It is asserted in some quarters that the steel works, by reason of their own production being curtailed, would buy large tonnages of Bessemer and basic iron if the iron were obtainable, but one should not be so sure about this, as the works may feel that in time they will be able to fill their orders with their own pig iron at correspondingly lower cost, and they cannot be certain of replacing the orders in full with other orders at high prices.

METALS · CHEMICALS · GLASS
B&S H
Established 1790

Tinplates

What are Jobbers and Manufacturers going to do for Tinplates next year? We would like to post you as to the present and future outlook, on request.

B.&S.H. THOMPSON & COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.
Canadian Sales Agents: United States Steel Products Company
Exporters for American Sheet & Tin Plate Company

We Help You to Sell

Automobile Skates

FOURTEEN Models, comprising designs suitable for Hockey, Pleasure and Figure Skating.
A range of high-grade Skates from which every customer may be suited.

CANADA CYCLE & MOTOR CO., LTD.
Makers of Guaranteed Bicycles and Automobile Skates
Montreal Toronto WESTON Winnipeg Vancouver



BERRY BROTHERS' CELEBRATED MADE IN CANADA BRILLIANT DURABLE UNEXCELLED VARNISHES WALKERVILLE, ONT.

A Varnish Selling Advantage

The reputation for quality so widely enjoyed by Berry Brothers' products is a valuable asset for the varnish dealer.

"Berry" Finishes produce handsome interiors that last. This means economy, and there was never a time when economy was so vital as now.

"Berry" brands are easy to sell because of their recognized merit among all consumers. They are a sure foundation for a bigger varnish business.

Write for descriptive price list and interesting dealers' proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858

WALKERVILLE, ONTARIO

(643)

If interested, tear out this page and keep with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 10% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard. 100 lbs.. Toronto, $17.35-$19.75; Montreal. $18; net extras, as follows. subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.			
3/16.....	$ 6.00	18/16.....	$12.00
4/16.....	5.00	19/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
12/16.....	7.00	27/16.....	24.00
13/16.....	8.25	28/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/16.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 57½% to 60%. London, 60%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 55 to 60%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.
London, 25%.
F.O.B. Toronto, Montreal London and Hamilton.

AXES

Single Bits, doz.....	$11.25	$13.50
Double Bit	14.30	16.00
Boys' Axes	9.00	10.00
Hunters' Axes	8.00	9.50
Bench—No. 2, doz...	10.75	11.25
No. 3, doz...	11.50	12.15
No. 4, doz...	12.50	13.05

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb..$1.40-$1.75
Cut Lace Leather, lb... 1.60- 1.95
F.O.B. Montreal, Toronto.

BELLS (Farm)

C x 40 lb..... $3.00
B x 50 lb..... 3.60
A x 75 lb..... 4.75
F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, 5%.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb.....12-13c
F.O.B. Montreal, London, Toronto.

BRASS

Per lb.

Spring sheets, 24 gauge and heavier, base $0 43
Rods, base ½ to 1 in. round..38-40
Tubing, seamless base.....45½-50
Tubing, iron pipe size, base ¾ in. and up to 3 in.....45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in.....47½-53
F.O.B. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz..... $5 50
3 sections, 5 ft., doz..... 7 00
3 sections, 6 ft., doz..... 8 50
F.O.B. Stratford.

BOILERS (Range)

30-gal. extra heavy .....$14.50-$17
30-gal. Standard 13 00
F.O.B. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.
F.O.B. Stratford.

No. 1—18 in. x 24 in.....$ 7 35
No. 2—18 in. x 28 in..... 8 10
No. 3—20 in. x 30 in..... 8 85

Ironing Boards

Size 12 x 60 ins., doz.....$ 9 00
Size 13 x 66 in..... 10 00
Folding, 14 x 58 ins., doz... 18 25
With sleeveboard attachment 22 00
Folding sleeveboards, per doz. 4 50

Boards, Stove

See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony .....Dozen		$2 00
Crown		4 05
Dandy		4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4.45
Original Globe	3 50	4 75
Newmarket King		4 75
Diamond King (glass)		5 00
Western King (enamel)....		5 25
Wood, double faced.....		2 20

Subject to small discounts for quantities.
F.O.B. Newmarket.

BUTTS

Wrought Steel:—

No. 840 ..... 5%
No. 800 .....2½%
No. 838 ..... 5%
No. 808 ..... 5%
No. 804 ..... 15%
Nos. 802, 842, 844..... 5%
Nos. 810 and 814.....net list
No. 830 .....2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.
F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, $20.50; ¼, $15; 5-16, $12.50; ⅜, $10.75; 7-16, $10.50; ½, $10.35; 9-16, $10.35; ⅝, $10.20; ¾, $10; ⅞, $9.90; 1 inch, $9.75.

Fire Welded B.B.B. Chain — ¼, $18.50; 5-16, $16; ⅜, $12.90; 7-16, $12.70; ½ in., $12.50, ⅝, $12.30; ¾, $12.20; ⅞, $12; 1 inch, $11.90.

Electric Welded B.B.B. Chain—¼, $11.50; 5-16, $11; ⅜-¾ inch, $10.

F.O.B. Montreal.

Canadian coil chain, 40 and 10% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.55 in carlots; $3 bbl. in small lots.
F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 25% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 22½% f.o.b. Montreal, Ottawa, Kingston.
St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—Montreal	Toronto	
No. 0	$15 20	$15 20
1	18 80	18 80
2	23 95	24 00
3	30 35	30 35

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths..	$6 80
17—7-strand, 50 ft. lengths...	7 00
18—6-strand, 100 ft. length...	5 25
18—6-strand, 50 ft. lengths...	5 45
19—6-strand, 100 ft. lengths..	4 75
19—6-strand, 50 ft. lengths..	5 00

F.O.B. Montreal, Toronto, London.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in....	$42 50	$43 00
Plain sheets, base 16 oz. and heavier....	46 00	44 00
Copper sheet, tinned, 14x60 in., 14 oz...	48 00	....
Copper sheet, planished, base 16 oz. and heavier	57 00	45 00
Braziers' in. sheets, 6x4 base	45 00	44 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb. 63-65
No. 7, lb. 62-64
Nos. 8, 9, 10, 12..... 61-63½
F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal.

	Montreal	Toronto
Ordinary, 52 sheets.	$11 75	$ ....

	Galvanized		
	Apollo	Crown	Gorbals
18x24x52	....	....	
60	....	....	

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base (nominal)...	32 00
IXX, 20x28 base (nominal)..	36 00
IXXX, 20x28 base (nominal)	40 00

F.O.B. Toronto

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets..	$40 00
IX, 20x28 base, 112 sheets..	39 00
IXX, 20x28 base, 56 sheets..	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets ... .
F.O.B. Toronto.

COKES, AMERICAN

Bessemer Steel—
14x20 IC, base $16 50
20x28 IC, double box..... 33 00
F.O.B. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base $20 00	
IX, 14x20 base.....	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben .....$2.40-$2 65
Good Morning, each 1 15
Lookout 1 45-1 50
F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 40%.
Rd. Shk., 30 to 40%.
Wood Drills, 20%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.60 doz.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.....	50
Kearney & Foot, Arcade....	50
J. Barton Smith, Eagle.....	50
P.H. and Imperial.....	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.O.B. Toronto, Montreal, London, and Hamilton.



Get Them Thinking about Spring Painting

Forestall spring and your competitors. Don't wait until the snow begins to leave, but start in right now to "educate" your paint trade for spring. Keep *Moore's House Colors* well displayed where all can see. Implant the spring painting idea so firmly in the minds of your customers that when the weather does open up sales will come naturally and easily.

Start now—and keep it up. You'll be well rewarded.

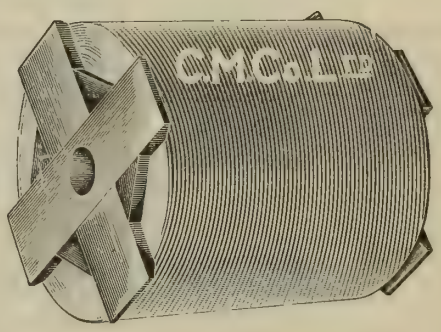
Benjamin Moore & Co., Limited, West Toronto



Battery Zincs



Babbitt Metals



Wire Solder

PIG LEAD, PIG TIN, INGOT COPPER, ZINC, ANTIMONY, ALUMINUM
THE CANADA METAL CO. LIMITED
TORONTO



SHEET LEAD, SOLDER, BLOCK LEAD
THE CANADA METAL CO. LIMITED
TORONTO

If interested, tear out this page and keep with letters to be answered.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick..	1 90
Under 40 lbs.	2 00
Bi-Treadle, each	5 90

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in....	$12 75
Russet rope shank, 1¼ in...	13 85
Black rope shank, 1 in.....	13 75
Black rope shank, 1¼ in....	13 85
Hand sewn, no shank, 1 in..	16 20
Hand sewn, no shank, 1¼ in.	18 00

Halters (Sisal).

7-16 in. gross, $25; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt...	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under....	22 50
Napping, up to 2 lbs.....	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, neckyokes, whiffletrees and doubletrees, 40% off list.

All maple, ash, oak and other wood handles, neckyokes, whiffletrees, doubletrees, cant hooks, 45% off list.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 36
BT barn door track, round, per ft.	0 24
Discount from above, 45%.	
Atlas, No. 0	8 15-8 45
Atlas, No. 1	8 95-9 25
Steelall, No. 50	11 00
Steelall, No. 51	12 50
Atlas, No. 2	10 40-10 75
Stearns, 4 in.	7 40- 7 65
Stearns, 5 in.	10 25-10 65
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz.	10 25-10 65
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs....	1 00	1 00
4-in., doz. prs....	1 20	1 10
5-in., doz. prs....	1 40	1 30
6-in., doz. prs....	1 70	1 50
8-in., doz. prs....	2 50	1 80
10-in., doz. prs....	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs....	8 00
Over 14 in., per 100 lbs.....	7 50
Extra hooks for above ⅝ in., per lb.	7½
Extra hooks for above, ¾ in., per lb.	7¼

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.....	$3 45	$4 00
No. 3, per doz.	4 00	4 50
No. 4, per doz.....	4 60	5 10
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
Light iron	0-7	$5 75	$6 00
Long heel light iron	3-7	5 75	....
Medium iron ..	1-8	5 75	6 00
Heavy iron ...	6-8	5 75	....
Snow	1-6	6 00	6 25
New light "XL" steel	1-6	6 20	6 45
Featherweight "XL" steel...	0-4	7 60	....
Special countersunk	0-4	8 10	....
Toe weight (front only)	1-4	8 60	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½", 100 ft.	$14.85-$15.75
Corrugated, ⅝", 100 ft.	17.80- 18.75
Corrugated, ¾", 100 ft.	20.45- 21.50
Corrugated, 1", 100 ft.	31.50- ....

Less 5% for full reels, 500 ft.,

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots..	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 75
Mrs. Potts, No. 50, nickel-plated, set	1 85
Mrs. Potts, handles, japanned, doz.	$1.15-$1.30
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up....	7 00
Sad irons, common, plated...	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons, each	3 38
Gasoline Sad Irons, each....	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.	Per ft.
Shelf-lock	16c ft.
Ontario	21c ft.
Faultless	24c ft.
Mechanics	31c ft.
Hercules	28c ft.
Perfect	26c ft.
Faultless, extra heavy	29c ft.
Hercules, extra heavy.....	33c ft.
Mechanic, extra heavy	36c ft.
B.T. Standard	21c ft.
B.T. Economy	16c ft.
B.T. Iron Bound, 4-8 ft....	28c ft.
B.T. Iron Bound, 10-14 ft...	33c ft.
B.T. Iron Bound, 16 ft.....	43c ft.
B.T. Iron Bound, 18 and 20 ft.	53c ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	19c ft.
34 to 44 ft.	21c ft.
46 to 60 ft.	31c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	15c ft.
18 ft. to 22 ft.	16c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

	Per doz.
Short Globe, doz.	$12 50
Jap'd Dash, doz.	15 00
Search Dash, doz. X-ray.	15.75-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz....	18.25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen	
Cold blast, short	1 00	1 10
Cold blast	1 00	1 10

3 doz. cases, 90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby....	4.00-4.20
Cold blast, common ruby.	4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Easywork	19 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand.....	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A.....	7 50
B.T. Bonnie, style B.....	8 00
B.T. Ideal	11 00
B.T. Ideal Power	12 50
B.T. Ideal Water Motor.....	20 75
B.T. Cyclone	10 50
B.T. Vollmar, No. 2	10 60
B.T. Vollmar, No. 3.....	11 50
Forest City, engine-driven...	37 50
Forest City, electric	80 00

Discount on B.T. goods, 27½%.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in....	1.75-2.00
Carpenters', No. 3	3.50

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net.....	$12 00
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 8.....	1 55
Cast head mops, doz.....	2 00
Crescent, doz.	2 60
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy.....	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch.....	15c
1	inch.....$1	3 inch	10c
1⅛	inch.....$1	3¼ inch ...	10c
1¼	inch.....65c	3½ inch ...	10c
1½	inch.....40c	4 inch	5c
1¾	inch.....40c	4½ inch ...	5c
2	inch.....30c	5 inch base.	
2¼	inch.....30c	5½ inch base.	
2½	inch.....15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory points, carload freight allowed,, $5.47½.

Sault Ste. Marie, Port Arthur, Fort William, $5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.65 base; London, $5.60; Hamilton, $5.65. No equalization of freights.

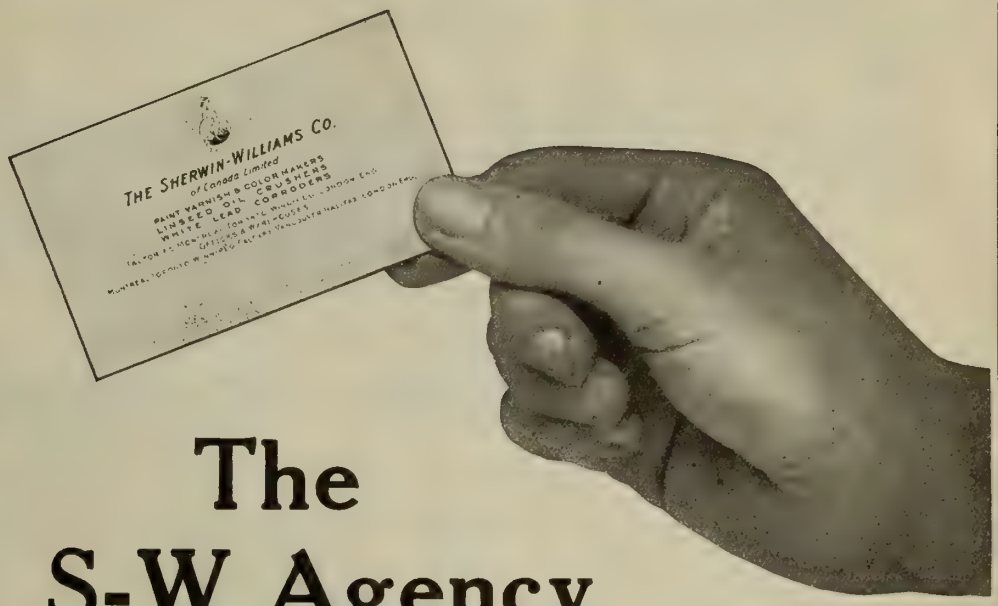
Roofing Nails — American, large head, keg, $3.45.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand	Per box of 25 lbs.
No. 3		$19 50
No. 4		9 50
No. 4½		8 25
No. 5		4 50
No. 6		4 25
No. 7		4 00
No. 8		4 00





The S-W Agency Your Opportunity

To Reap the Benefit of the Largest Paint Consumer's Campaign you must be a S.W. Agent.

Property owners now know that to put off painting means running up bigger expenses. The paint your customers want is SWP. Can you take care of their demand?

This is your opportunity to increase your sales and profits, and to build up the largest paint and varnish business in your district, and incidentally the largest business in all the lines you carry.



This card means the *Sherwin-Williams* representative is waiting on you. Do not let this opportunity slip by, but ask for full particulars, and let our representative explain to you our Big Proposition.



THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER,
LONDON, ENG

If interested, tear out this page and keep with letters to be answered.

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.
F.o.b. Montreal, Toronto, Hamilton, London

"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$18 75
4	1¾"	8 75
5	1 15-16"	3 50
6	2⅛"	3 25
7	2 5-16"	3 00
8	2½"	3 00
9	2 11-16"	2 80
10	2⅞"	2 80
11	3 1-16"	3 00
12	3¼"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY
List prices per roll of 50 lineal yards. Adopted March, 1909.
2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾-inch mesh and 20 ga. wire)

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½-inch mesh and 22 ga. wire)

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.
Toronto, London, Canadian netting 15% off list.
Montreal, 15% off list.
American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)	$21 50
U.S. Navy (unspun)	20 75
Clipper (unspun)	21 50
U.S. Navy, Eng., unspun	20 00
U.S. Navy, Eng. (spun)	21 00
Plumbers (spun)	$8 50 $10 50

F.o.b. Montreal, Toronto

OIL	Montreal	Toronto
Can. prime white petrol	$0 17	$0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Gasoline, gal.	0 32½	0 31½
Castor oil, per lb.	0 55	0 50
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 16½	0 15½
Cylinder Green		0 37½
Paraffine	0 21	0 20
XXX Machine	0 24½	0 23½
Fuel oil, bbls	0 14	0 13
Fuel oil, tank cars	0 12½	0 11½

OLD MATERIALS
See weekly report.

PACKING	Per lb.
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 70
Surprise Fibre	0 66
Tarred felt, per cwt.	3 25-3 35
Asbestos sheeting (per 100 lbs.)	$12-$15
Carpet Felt, 16 oz., per 100 lbs.	$4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—
Clay—

5 to 6 lbs., doz.	$8 35	$ 9 90
6 to 7 lbs., doz.	8 90	9 65
7 to 8 lbs., doz.	9 45	10 30
8 lbs. only		10 55

Rock—

5 to 6 lbs., doz.	8 85	9 00
7 lbs., doz.	9 40	10 80
8 lbs., doz.	9 95	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT
Effective July 5, 1917.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 5 00	$ 6 50
¼ in.	5 12	7 16
⅜ in.	5 12	7 16
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00
Standard Lapweld.		
2 in.	29 23	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	89 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.
Prices—Ontario, Quebec and Maritime Provinces.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES
4" and under, 40-45%.
4½" and larger, 40%.
4" and under, running thread 25%.
Standard couplings, 4" and under, 35%.
4½" and larger, 15%.
Terms 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Prices net list.
F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD
See weekly report

PIPE (SOIL)	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	35, 2½
8" soil pipe	35	30
Medium and extra heavy fittings, 6" and under	50	40, 2½

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.
Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	40%
Cistern Pumps	40%
Set Lengths	40%
Brass Lined Cylinders	40%
Brass Body Cylinders	40%

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS
Iron rivets, blacked and tinned, 15%; Iron Burrs, 15%.
Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.
F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	1 30
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	$5-$5.50
Roofing Pitch, 75 to 85c per cwt.	

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ¾ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	61½-67
5-32 in.	60½-65½
3-16 in.	57 -62
¼ in. and up	56 -61

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER
B. & A. sandpaper, 15% to 20% on list.
B. & A. emery cloth, 5% to 20% on list.
B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES Champion—	Scale List	Stamping extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge.
F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS
Net list.

SCREWS
Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
Premier Galvanized

	Per 100 lbs
10¾ oz.	$10 00
U.S. 28	9 70
U.S. 26	9 40
22 and 24	9 25
18 and 20	9 10
14	8 95

F.o.b. Hamilton and Toronto.
Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 8 35
16 gauge	12 05	8 45
18-20 gauge	10 30	8 60
22-24 gauge	10 45	8 75
26 gauge		8 90
28 gauge		9 20
10¾ ozs.	11 05	9 50

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$ 8 70
18-20	12 55	12 55	8 85
22-24	12 25	12 25	9 05
26	12 25	12 25	9 25
28	13 00	13 00	9 65
10¾ oz.			10 00

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES	Per sq.
Standard galvanized	$11 00
Shipping weight, 90 lbs.	
Standard painted	8 50
Shipping weight, 80 lbs.	

Discount 7½%.
F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL	
Standard galvanized	$9 25
Standard painted	7 50

Discount 7½%.
F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS
Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR
See Weekly Report.

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	5 00

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 520 (120), each	$5.75
No. 525 (125), each	5 50
No. 530 (130), each	6 25
No. 630 (230), each	8 25

Discount 25% off list.
F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

UNIFORMITY

USED THE WORLD OVER

SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL TENAXAS TIN-TOUGHENED MASCOT ATLAS W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED
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THEY MAKE GOOD EVERYWHERE
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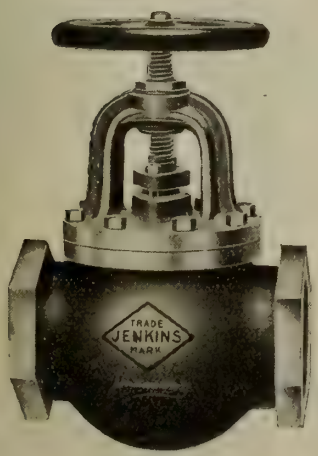


FIG. 141
JENKINS BROS.
Standard Pattern Iron Body Globe Valve Screwed with Yoke.

For use under steam service there are no valves quite as satisfactory as

JENKINS BROS.

Globe and Angle Valves

Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Write for Catalogue No. 8.

103 St. Remi St. **JENKINS BROS., Limited** MONTREAL

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	.....	net list
Hollow Back No. 2 Shovels	30%	.....	5%
Hollow Back Sand Shovels and Coal Shovels	30%	.....	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	—Per Dozen—		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	17 80	.....	14.80
Coal Shovels, No. 3 Black	22.00	.....	14.50
Sand Shovels, No. 3, black	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black	19.00	18.00	17.00

For polished goods the following net extras apply:
Full polished .....$1.00 per dozen net
Half polished .....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's
American Queen, nic'd trim, ball bearing .....Doz.	$39 00
Club, nic'd trim., "Cyco" bearing	82 00
Champion, nic'd trim	30 00
Champion, Jap'd trim	27 00
Elite, nic'd trim., B.B.	41 00
Grand Rapids, nic'd trim., B.B.	36 00
Grand Rapids, Jap'd trim., B.B.	32 00
Parlor Queen, nic'd trim., B.B.	42 00
Princess, nic'd trim., B.B.	37 00
Standard, nic'd trim	32 00
Standard, Jap'd trim	29 00
Universal, nic'd trim, "Cyco" bear.	34 00
Universal, Jap'd trim., "Cyco" bear.	30 00

F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim	81 00
Household, Jap'd trim	67 00
Superba, nic'd trim	96 00

F.o.b. Toronto, Hamilton, London.

TACKS

	Discount
Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%

Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1, 1916 ..60 and 15%
F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount. Samson, 20% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10		

Prices net list.
F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME)

	Doz. with chain
Victor No. 1	$2 05
Jump, No. 1	2 65
Hawley & Norton, No. 1	3 15
Newhouse, No. 1	4 30

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder)

	Per lb.
500 ft.	$
550 ft.	
600 ft.	
650 ft.	

In 5-ton lots ½c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs and over to nearest station.
F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 50½-63
4-ply wrapping, lb. .....54 -68
F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz.	$16 50
No. 1, per doz.	14 25
No. 2, per doz.	12 00
No. 3, per doz.	10 50

F.o.b. Newmarket

VALVES

	%
Ground work	50
Compression work, standard	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	net
Radiator valves, standard	15
High grade	7½
Globe, angle and check valves, standard	10
Do., high grade	7½
Patent quick opening valves	35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 30%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 20%.
Railroad Cans, list, plus 10%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 40%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.
F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 75
Sectional, ½ lb., per 100 lbs.	4 45	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS

Navvy, steel wheel, doz. 46.20-48.00
Garden steel wheel, doz. 57.60-63.00
Light garden, doz. 43.00-54.00
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Hay Wire in Coils

No. 13	6 80
No. 14	6 90
No. 15	7 05
No. 16	7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 50
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net.	
Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 66
No. 11	6 72
No. 12	6 80

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire.

	Toronto
Barb	$5.50-$6.20
No. 9 pl. galv.	4.70- 5.90
No. 12 pl. galv.	4.85- 6.00
No. 13 pl. galv.	4.50- 6.15
No. 9 coil sp.	5.00- 5.90
No. 12 coil sp.	- 6.20

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 50
Fence staples, galvanized..... 6 50
In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.
Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.....10%
Brass wire, 3 to 24 gauge, add.40%
25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 00
In 50-ft. rolls 3 05
Bronze, sq. ft. 0 14
F.o.b. Toronto, Hamilton, London

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 80
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

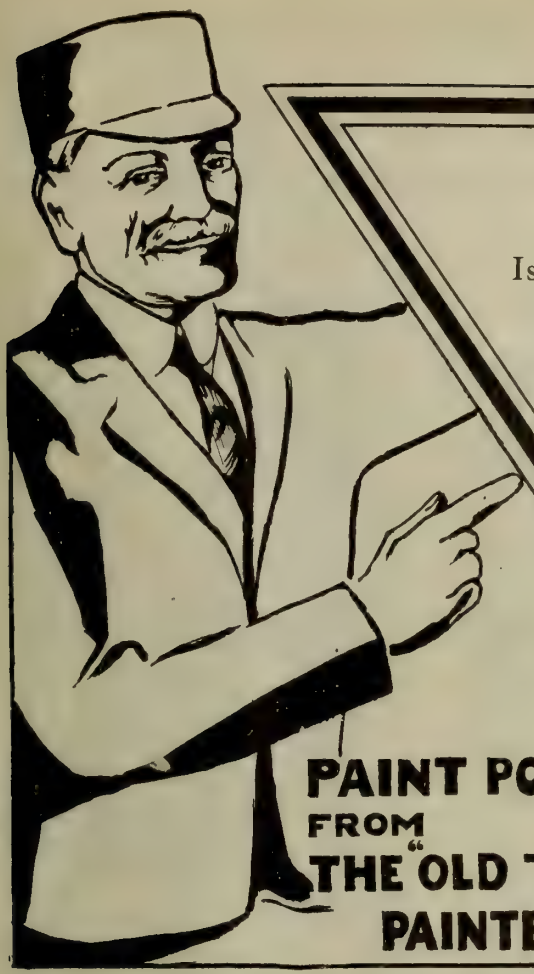
Trimo—	Doz. net		Doz. net
8 in.	$14 00	18 in.	$31 20
10 in.	15 60	24 in.	45 25
14 in.	21 85		

Coes—	Doz. net		Doz. net
6 in.	$13 00	15 in.	$31 20
8 in.	15 60	18 in.	41 60
10 in.	18 20	21 in.	50 70
12 in.	23 40		

Stillson—	Each	Dozen Net	
6 in.	$1 10	$12 00	$12 50
8 in.	1 25	13 50	14 00
10 in.	1 40	15 00	15 60
14 in.	1 95	21 00	21 85
18 in.	2 75	30 00	31 20
24 in.	3 95	43 50	45 25
36 in.	....	81 00	84 25
48 in.	....	....	124 80

ZINC

For zinc products and zinc sheets
See weekly report.



BETWEEN JOBS

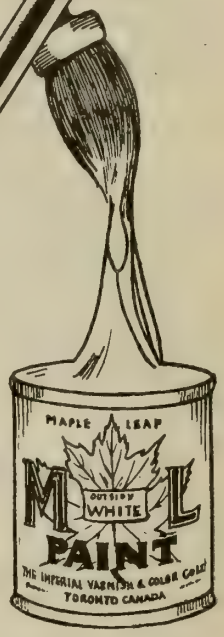
Is the time when your trade forms its opinion of the Paint you handle. It's a long time between jobs with

MAPLE LEAF PAINTS and VARNISHES

And it's Maple Leaf for the next job because of the service and value it gives between times.

MAPLE LEAF
M L
FINISHES THAT ENDURE
QUALITY

PAINT POINTERS FROM "THE OLD TIME PAINTER"



Pronounced "RU" as in RUBY

RU-BER-OID ROOFING

COSTS MORE - WEARS LONGER.

SOLE CANADIAN MAKERS:

THE STANDARD PAINT CO. OF CANADA, LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

TRY US FOR

BRASS CASTINGS

THE BOOTH-COULTER COPPER & BRASS COMPANY, LTD.

115-121 SUMACH STREET TORONTO, CANADA

Advertising makes for a better product—

Not only does advertising create a good impression regarding the product advertised but it **makes for a better product.** There are added responsibility and written-printed claims to substantiate.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX

	Per lb.	
Small quantities	$0 40	$0 45
Larger quantities	0 38	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1. $1.50-$2.00
Banana oil, gal. 3.50- 4.25
F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each.	$1.35	$2.00
Weighted, 20 lbs., each.	1.60-	2.25
Acme, 15 lbs., each		1 75
Acme, 20 lbs., each		2 00
Acme, 25 lbs., each		2 35

F.o.b. Toronto.

COATING

Cement Coating	$3 00	$3 75

F.o.b. Montreal, Toronto.

COLORS (DRY)

	Per lb.
Raw Umber, 100-lb. kegs	7-15c
Burnt Umber, 100 lbs.	7-15c
Raw Sienna, 100-lb. kegs	7-15c
Burnt Sienna, 100-lb. kegs	7-15c
Imp. green, 100 lb. kegs	0 23
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k.	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	2½-3¼
Spruce ochre, 100-lb. kegs	4c-6c
Canadian red oxide, bbls	2 -2¼
Super magnetic red	2¼-2½c

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure	0 15
Indian red	20-26
Chrome yellow, pure	45
Golden ochre, pure	22
French spruce ochre, pure	16-18
Chrome green, pure	18-26
French permanent green, pure	24
Signwriters' black, pure	25
Marine black, 5 lb. irons	0 17
Lampblack	0 24

F.o.b. Montreal, Toronto.

ENAMELS (White)

	Gal.
Duralite	6 50
Albagloss	5 50

GLUE

	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs.	$28 00
Case No. 8—100 ½-lb. pkgs.	31 00
Case No. 9—200 ¼-lb. pkgs.	38 00
Discount.	
French medal (prices withdrawn)	
English common sheet	30-35
English prima	0 38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	30-32
Ground glue, No. 2, 112-lb. bags	23½-24
Do., No. 2, less than bags	25

GLASS

Per 100 ft.

	Single Thick	Double Thick
Under 25	$10 75	$15 60
26 to 34	11 20	16 85
35 to 40	11 70	17 85
41 to 50	15 40	20 35
51 to 60	16 10	20 80
61 to 70	17 20	22 05
71 to 80	19 35	24 10
81 to 85		29 85
86 to 90		31 95
91 to 94		32 80
95 to 100		38 05
101 to 105		42 00
106 to 110		48 55

F.o.b. Montreal. Discount 15% on box glass.

Discount from pane list 20 and 6%.

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84		49 00
85 to 90		53 00
91 to 94		54 00
95 to 100		65 00
101 to 105		68 50
106 to 110		79 00

Discount box glass, 40 and 10%. Cut lights, 33 1-3%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price, 10% off list; country, 5%.

For shipments of glass outside of Toronto, Hamilton or London, 10% discount from the list. Freight charges paid to destination, provided the gross list value of the glass is $75 or over. Under $75 in value, 10% discount from the list, f.o.b. Toronto. These prices apply to glass under 90 inches in height. Over 90 inches, then special flat car rates apply.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.52 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	16 00	16 20
Crown Diamond	16 00	16 20
Crown Pure	16 00	16 20
Green Seal	16 00	16 20
Tiger Pure	16 00	16 20
Ramsay's Pure	16 00	16 20
Moore's Pure	16 00	16 20
O.P.W. Dec. Pure	16 00	16 20
Red Seal	16 00	16 20
Decorators' Pure	16 00	16 20
O.P.W. English	16 20	16 45
Elephant Genuine	16 60	16 80

B.B. Genuine Lead, less than tons, $17.95 Toronto; $17.75 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00 $14 50
Genuine, 100-pound kegs, per cwt.	14 75 15 50
Less quantity	16 00

F.o.b. Montreal. Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Paste
1-lb. tins	
2-lb. tins	
5-lb. tins	
10-lb. tins	
25-lb. casks	
50-lb. casks	
100-lb. casks	
300-lb. casks	
600-lb. casks	

F.o.b. Toronto, Montreal and Hamilton.

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.20; white, 5-lb. packages, $6.60.
F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant, white	3 45
Elephant, colors	3 05
B.H. English, white	3 55
B.H. English, colors	3 30
Minerva, white	3 40
Minerva, colors	3 15
Crown Diamond, white	3 30
Crown Diamond, colors	3 05
B.H. Fresco-tone, white	3 05
B.H. Fresco-tone, colors	2 85
Moore's House Colors, white	3 25
Moore's House Colors, colors	3 15
Moore's Egyptian paint, all colors	2 50
Moore's Floor Paint	2 65
Moore's Sani-Flat	2 75
Jamieson's Crown Anchor	3 05
C.P.C. Pure, white	3 55
C.P.C. Pure, colors	3 30
O.P.W. Can. Brand, white	3 10
O.P.W. Can. Brand, colors	2 90
O.P.W. Can. Brand, floor	2 45
O.P.W. Flat Wall, white	2 80
O.P.W. Flat Wall, colors	2 60
Ramsay's Pure, white	3 40
Ramsay's pure, colors	3 10
Martin-Senour, 100% white	3 55
Martin-Senour, 100% colors	3 30
Martin-Senour, Porch Paint	3 30
Martin-Senour, Neutone, wht.	3 10
Martin-Senour Neutone, col.	2 85
Senour's Floor Paint	2 75
Sherwin-Williams, white	3 55
Sherwin-Williams, colors	3 30
Flat Tone, white	3 05
Flat Tone, colors	2 85
Lowe Bros. H.S., white	3 55
Lowe Bros. H.S., colors	3 30
Mellotone, white	3 10
Mellotone, colors	2 95
Sanitone, white	3 05
Maple Leaf, white	3 55
Maple Leaf, colors	3 30
Maple Leaf, floor	2 75
Maple Leaf, flat wall	2 85

F.o.b. Montreal, Toronto.

PARIS GREEN

Prices withdrawn.

600-lb. bbls.	
250-lb. kegs	
100-lb. drums	
50-lb. drums	
25-lb. drums	
1-lb. 100s, papers	
½-lb. 200s, papers	

Prices f.o.b. Toronto, Hamilton, London.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY

Standard

	Montreal	Toronto
Bulk, in casks	3 60	3 80
Bulk, 100-lb. drums	4 45	4.55-4.65
Bulk, 25-lb. drums	4 45	4 65
Bulk, 12½-lb. irons	4 70	4 90
Bladder, in bbls.	4 70	4 90

Ton lots standard are 20c per hundred pounds less.
Pure Putty, $1.25 cwt. advance.
London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $4-$4.35.
Pure Orange, gal., $3.75-$4.10.
Gum Shellac, TN, 70-73c lb.; finest orange, 83-86c; bone dry white, 80-83c.
F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 00
B.H. Vanisher	$2 75
Cumoff	3 00
O.P.W. Presto	2 65
Lingerwett	2 80-2 85
Solvo	2 40

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING

	Gal.
Liquid Slating, B.B.	$2 20

VARNISHES

	Per gal.	cans
No. 1 Furniture, extra, barrels, $1.10 gal.; gal. tins	$ 1	32
Gold Medal	2	05
B.H. Maritime Spar	4	25
B.H. Stovepipe Varnish, ½ pints, per gross	10	80
Elastilite	2	50
Granitine	3	40
Hydrox Spar	3	25
Sun Varnish	2	40
Sun Spar	4	18
Sun Waterproof Floor	2	75
Jasperite Interior and Exterior	2	40
Jasperite Pale Hard Oil	1	75
Jasperite Floor Finish	2	40
Jamieson's Copaline	2	75
M-S Marble-Ite Floor	2	99
M-S Wood-Var	2	99
M-S Durable Spar	4	16
M-S Finest Interior	3	51
Elastic Interior	2	40
Quick Action House	2	25
Mar-not	3	20
Rexspar	4	20
Scar-Not	3	03
Kyanize Spar	4	50
Kyanize Cabinet Rubbing	3	50
Kyanize Interior	3	50
Luxeberry light	3	00
Luxeberry granite	3	20
Luxeberry spar	4	50
Ramsay's Universal	2	40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $5.50; colors	6 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality, XXX	$0 20
XX Quality	0 18
X quality	0 15

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORED WIPING

Quality I	0 14
Quality 1A	0 12
Quality 1B	0 10
No. 5	0 15
No. 6	0 13
No. 7	0 12
Japanese	13½

WIPING WASTE, COLORED

Fancy	16
Lion	14½
Standard	13
Popular	11¾
Keen	10½

This line subject to trade discount for quantity.

WAX

	Per lb.
C. & B. Floor Wax	$0 35
B.H. Wax	0 35
Ronuk Floor Wax lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 30
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 45-0 50
Johnsons	0 45-0 50
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 35

F.o.b. Montreal and Toronto.

WHITING

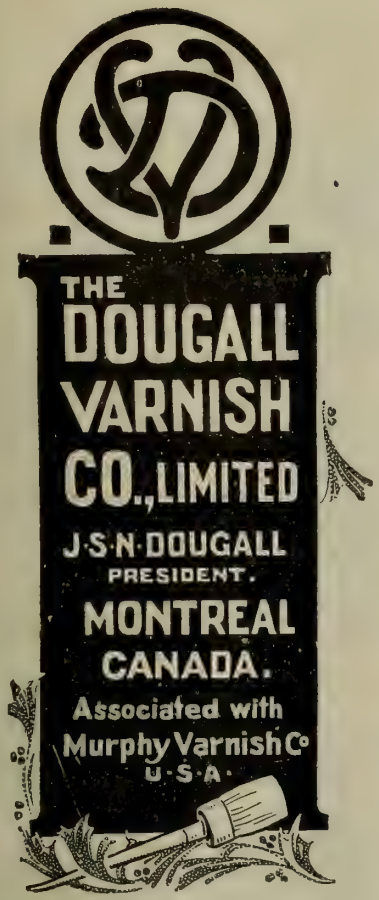
Plain, in bbls.	$2.00
Gilders, bolted, in bbls.	2.50

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL

	Per gal.
In five gallons	$1.80-$1.90
In barrels	1.70

$4 extra for barrels
F.o.b. Montreal, Toronto, London.



DOUGALL'S MOTOR CAR VARNISHES

Ensure Absolute Satisfaction

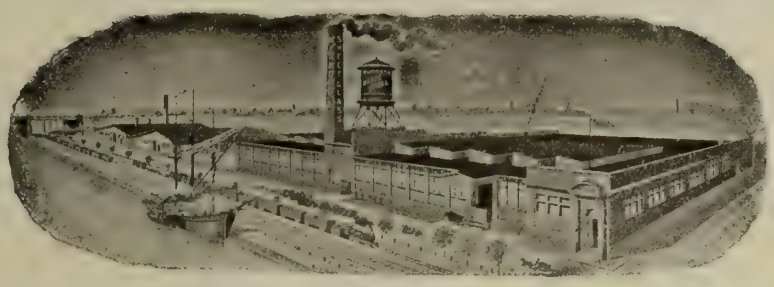
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This line is complete from the primer to the final finishing coat and if you stock and sell this line you ensure getting the very best obtainable for your customers.

Write for Special Booklet on Automobile Varnishes

The Dougall Varnish Co., Ltd.
MONTREAL

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.
Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$12 00	$14 50
Double Bit	14 50	16 50
Broad axes	32 00	35 00

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.05 base; other sizes, $5.60 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 40%; over 6 in., 30 and 5%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

CHAIN

Coil, 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; ¾, $7.25; Logging, 5-16, 11c; ⅜, 10c; ½, 9¾c; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 3 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

Canada, 2½; Imperial, 20, 7½; Premier, 2½; Colonial, 20, 7½; white, 40, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE

27½% advance on net list, except heavy tubs and heavy pails, which are 17½% advance on list.

GLASS, WINDOW	Single	Double
Up to 25 in.	$ 9 50	$13 75
26 to 40	10 50	15 75
41 to 50	13 50	17 75
51 to 60	14 00	18 50
61 to 70	15 00	20 00

GLASS (Plate)

5% off list.

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $6.75; No. 2 and larger, $6.50; snowshoes, No. 0 to No. 1, $7; No. 2 and larger, $6.75; steel, No. 0 to 1, $7.20; No. 2 and larger, $6.95; featherweight, $8.35.

JACKSCREWS

10% off list.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED	Apollo	and "Fleur de Lis" Premier
10¾ oz. or 28 Eng.	$11 20	$11 20
28 Am. or 26 Eng.	10 90	10 90
26 Am. or 26 spec.	10 60	10 60
24	10 45	10 45
22	10 45	10 45
18 and 20	10 30	10 30
16 Am.	10 20	10 20

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb.; 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set. $1 80
Mrs. Pott's No. 50, set. 1 90

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $2 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$12 50
No. 25, Dash-board	16 25
Short Globe, doz.	12 50

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $10; cutter, $10.

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots, all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 37c; "B" Castor machine oil, 32½c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 22½c; "Engoline engine coal oil, 18½c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $19; less quantities, 20c.

PICKS, Clay, 6-7, $9.60 per doz.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18x21 per box, half polish, $10.25; full polished, $11.75; 18x24, half polished, $10.25; full polished, $11.75; 20x28, half polished, $10.25; full polished, $11.75.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 30
1½-lb. tins	0 09

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope, ¼ and over, 52½%.

Tarred Marline Hanks, per lb., 50c.

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $9.00; Watch Spring, $9.40; Lance Tooth or Lightning Blades, $10.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge	$8 50
12 gauge	8 50
14 gauge	8 40
16 gauge	8 50
18-20 gauge	8 80
22-24 gauge	8 85
26 gauge	8 90
28 gauge	9 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30. Black Cat and Crescent Scoops—No. 4, $15.80 doz.; No. 6, $16.80; No. 8, $17.80; No. 0, $18.80; Moose & Jones Scoops, No. 4, $16.90; No. 6, $17.80; No. 8, $18.70; No. 10, $19.60.

SOLDER. Per pound, 43 to 44c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $7.50; machine, $8.00 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.80 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $9.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

Net list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TURPENTINE

See weekly report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.65 less than ton lots, $17.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Fort William, $5.10; Winnipeg, $5.50; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRINGERS

Royal Canadian, $51.90 per doz., Eze, $56.10 per doz.; Bicycle, $63 per doz.; Ajax, $125.80 doz.



Show your customers the difference between "Stephens'" Paint and "Just Paint"



You owe your customers the full protection of your experience—and it is mighty good business to give it.

Your customers will appreciate the information you can give them about Stephens' Paint. Too many householders have been bitten by the "cheap" paint bug. You know what "cheap" means in paint and you know, too, that there is nothing "cheap" about any "Stephens'" Product.

Point out to your customer that when he buys *"Just Paint" he* takes all the chances. When he buys "Stephens'" Paints we take the chances. Back of every can of "Stephens'" Paint is our unconditional guarantee that it will do all that we claim for it.

Educate your customers to buy only standard brand paints—"Stephens'" preferred.

If there is no "Stephens'" Agent in your district there is a good chance for you to get exclusive territory. We will give you every assistance to produce sales. Get our proposition.

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Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Aluminum Ware
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Ware Mfg. Co., Oakville, Ont.

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Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

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Canadian National Carbon Co., Toronto.
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The Carborundum Co., Niagara Falls, N.Y.
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Trimont Mfg. Co., Roxbury, Mass.
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Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
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Canada Metal Co., Toronto.
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Tallman Brass & Metal Co., Hamilton.

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Canadian Carbon Co., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co., Toronto.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Montreal.

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Jas. Cartland & Son, Ltd., Birmingham, Eng.
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Tallman Brass & Metal Co., Hamilton.
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Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
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Stanley Rule & Level Co., New Britain, Conn.
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Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Co., Toronto.
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Dominion Belting Co., Hamilton, Can.

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D. Ackland & Son, Winnipeg.

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Canadian Tube & Iron Co., Ltd., Montreal.
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Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

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Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

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Steel Co. of Canada, Ltd., Hamilton.

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Pratt & Whitney Co., Ltd., Dundas.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Climax Baler Co., Hamilton.
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Bit, Braces
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Russell, Jennings Mfg. Co., Chester, Conn.
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Stanley Rule & Level Co., New Britain, Conn.

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Dupont Powder Co., Wilmington, Del.

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Butts and Hinges
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Canada Steel Goods Co., Hamilton.
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Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

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Meakins & Sons, Ltd., Hamilton.
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
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Russell, Jennings Mfg. Co., Chester, Conn.
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Wilkinson & Kompass, Hamilton.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

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OUR service is for everyone who wishes to use it, and for each in the same degree. The small order from a regular customer receives the same attention and care as the large order, or the trial order from a prospective customer. We have but one quality of service and we use it always.

You may rest assured that your order for Electrical or Automobile Supplies whatever its size will receive prompt and careful treatment.

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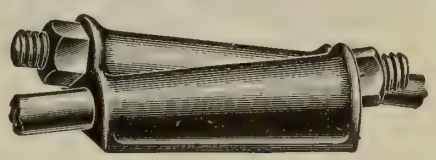
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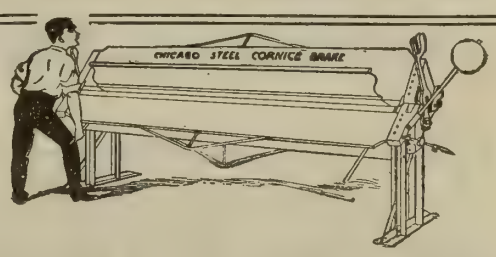


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Otterville Mfg. Co., Limited

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TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

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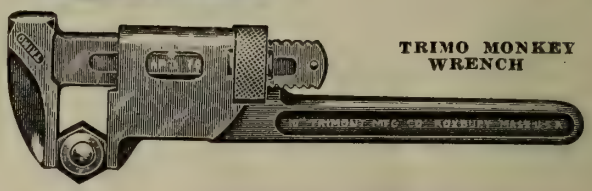
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TRIMO PIPE WRENCH STEEL HANDLE



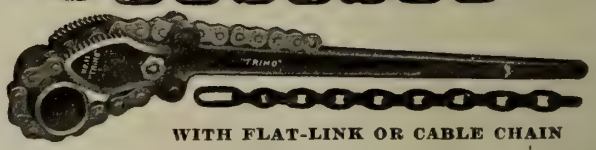
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TRIMO MONKEY WRENCH



TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN

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Quickly and permanently. Graniteware, Aluminum, Iron, Tin, Brass, Copper, etc.
It is like a stiff putty, applied with the fingers, and hardens in two minutes.
A strong selling specialty with a good profit. Put up in attractive display stands which will attract the attention of your customers.
From your Wholesaler, or write us direct.

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For $2.50

On Yearly Order

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Successors to WOOD, VALLANCE & CO.

WHOLESALE HARDWARE MERCHANTS

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CONTRACTORS' and MILL SUPPLIES

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BUILDING PAPER AND ROOFINGS

AUTOMOBILE ACCESSORIES

BRANCHES: Toronto Office, 25 Front Street East; Wood, Vallance, Limited, Winnipeg, Man.; Wood, Vallance & Leggat, Limited, Vancouver, B.C.; Wood, Vallance Hardware Co., Limited, Nelson, B.C.; Wood, Vallance & Adams, Limited, Calgary. Alta.

Don't leave that Lawn Mower Order until too late!

Make sure of delivery on Taylor-Forbes Lawn Mowers by placing your order with your jobber before the end of the month. It is so difficult at present to get raw materials that we require to know your wants early so that we may be in a position to contract for iron and steel while it is to be had.

Leaving your order until after the New Year may possibly spoil a good season on Lawn Mowers next Spring and Summer—so order now—don't put it off.

Largest Manufacturers of Hardware in Canada

TAYLOR-FORBES COMPANY, Limited, Guelph, Can.

Quality Equal to the Best. Service Better Than That.

BOLTS
NUTS
SPECIALS



RIVETS
NAILS
WIRE

Winnipeg
C. CARTWRIGHT
85 Water St.

THE NORTHERN BOLT SCREW & WIRE CO., LTD.
Owen Sound, Ont.

Montreal
EDWARD ROY
75 St. Timothy St.

If interested, tear out this page and keep with letters to be answered.

A Scientific Sheathing Made From Felt

Counterwall

(The Perfect Insulation)

Canadian Roofing Mfg. Co. Limited

Windsor - Ont.

The L. Martin Co. *Headquarters for*

GERMANTOWN

LAMPBLACKS

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

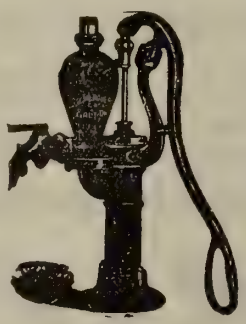
Montreal, Toronto
Philadelphia New York
London, Eng.

Messrs P. A. C. McIntyre & Co., Winnipeg, Agents for Western Canada.

Make Money From Good Pumps--Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The

R. McDougall Co., LIMITED

GALT, CANADA

HARDWARE BUSINESS WANTED — IN good Ontario town or city. Replies treated strictly confidential. Box 167, Hardware and Metal, Toronto.

This little advertisement inserted in HARDWARE AND METAL not long ago immediately brought eleven replies to the advertiser. And the cost was only 47 cents, including 5 cents for Box Number.

USE THE WANT AD PAGE

If interested, tear out this page and keep with letters to be answered.

OWL BABBITT METALS

YOU can successfully handle Babbit Metals if you always specify Owl Brand Made in the West.

OWL METAL COMPANY LTD.

WINNIPEG MAN.



LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS

Manitoba — Bissett & Webb, Limited, Winnipeg

British Columbia—McPherson & Teetzel, Vancouver

Reliable QUALITY

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

MYERS' SPRAY PUMP



January 1st—Spraying time—is just a few weeks ahead. You can't dodge the issue this year. There is going to be an abnormal demand for spraying equipment brought about through the food situation. The dealer who is ready to meet this demand with a full line of MYERS' SPRAY PUMPS and ACCESSORIES will be fortunate both in satisfying the wants of his customers with known sprayers and satisfying himself with ample profits.

An early order will avoid disappointment. Catalog on request.

F. E. MYERS & BRO
Ashland, Ohio

I.N.C. NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company

43 EXCHANGE PLACE, NEW YORK



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

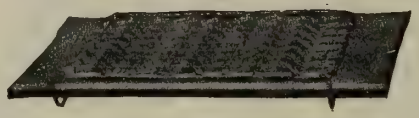


Glaziers' Diamonds

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

ACME
PATENTED



Running Board Steel Mats

are wanted now. Every owner of a Limousine, Touring Car, or Electric is a possible buyer.

These mats are neat, strong and durable. Both running board and mat can be cleaned without removing mat or springs. Mat can be rolled up and put away in car for use at any time.

Two sizes to retail at $1.25 and $1.50 each.

Write for Folder and Discounts.

Acme Steel Goods Co. of Canada, Ltd.

Agents:—P. A. C. McIntyre & Co., Winnipeg; H. C. Brennan Co., Ottawa; J. M. Paquin, Montreal; Landry & Simard, Quebec; Lynch & Manley, Toronto.

AUTO RIMS



Any size you may require in any quantity. We have a strong line of Auto Bumpers, Lock Washers, Auto Curtain Fasteners, Handles and Locks, Tie Chains, Auto Springs, Auto Clips, Enamels, Varnishes, Japans, Bolt Ends, Turn Buckles, Carriage, Machine and Stove Bolts, Nuts, Rivet and Washers.

C. KLOEPFER, LIMITED

44-50 Wellington Street East, TORONTO

And at Guelph

Arctic Metal



QUALITY

should be the first consideration when purchasing Babbitt Metal. Order Arctic Metal and satisfaction is assured.

"We guarantee what we make"

Tallman Brass & Metal Co.
HAMILTON, ONT.

SCRAP IRON, STEEL AND METAL

FRANK BROTHERS

83 Cannon St. E., HAMILTON, ONT.

Pig Tin, Pig Lead, Ingot Copper, Ingot Brass

HOCKEY STICK SPECIALISTS

OUR HOCKEY STICKS

are made in the largest factory in Canada. They are manufactured with a view to get the best

QUALITY, SHAPE AND FINISH

They LOOK WELL, SELL WELL AND LAST WELL

WRITE FOR LATEST PRICE LIST.

St. Mary's Wood Specialty Co., Limited
ST. MARY'S, ONT., CANADA

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

If interested, tear out this page and keep with letters to be answered.

Look for the full name

Russell Jennings

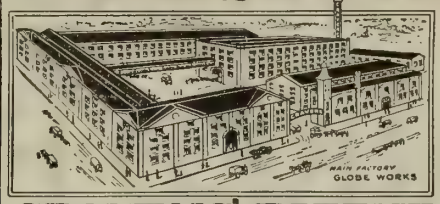
stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

Agencies WANTED FOR ENGLAND
THE BRITISH ISLES OR THE WHOLE OF EUROPE



CRAVENS' PATENT LIMITED
CORPORATION STREET, MANCHESTER
ENGLAND

We are now carrying a well assorted stock of

ALUMINIUM SHEETS

in our Toronto Warehouse. Send us your enquiries.

The British Aluminium Co., Ltd.
of London, England
60 Front St. West - - TORONTO

ELEY BROTHERS, LTD.

specialize in the manufacture of the following articles at the lowest prices:

SHAVING STICK CASES
OVAL AND ROUND TOPS
for Powder Tins, Cruets, Dredgers, etc.
METAL BOXES
for Dentifrice, Soap Tablets, etc.
FERRULES
for Walking Sticks, Whips, Bamboo Fittings, etc.
PENCIL FITTINGS
in any of the following metals: Brass, Copper, or White-metal (nickel or silver plated), Aluminium and Jewellers' Metal (Tombac.)

Eley Bros., Ltd. (Dept. 21) Edmonton, London, N.

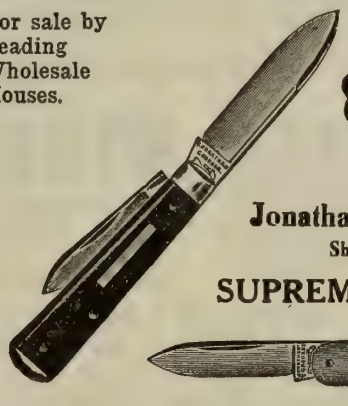
Acme Waste Mfg. Co.

Cotton and Wool Waste Manufacturers
482 Wellington Street West, Toronto, Ont.
5 Queen Street, Montreal, Que.

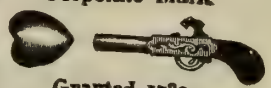
Western Representatives:
P. A. C. McINTYRE & CO.
206 Scott Block, Winnipeg, Man.

Write to any one of these places when in need of waste.

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY



GLUE
IN PACKAGES

Put up in the way that best appeals to the people—that's "Brantford" GLUE

It's an all 'round glue and makes good profits for dealers.
In ¼, ½ and 1 lb. packages at your jobbers.

CANADA GLUE CO., Limited, Brantford, Ont.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our **CUTLERY**

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK



GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

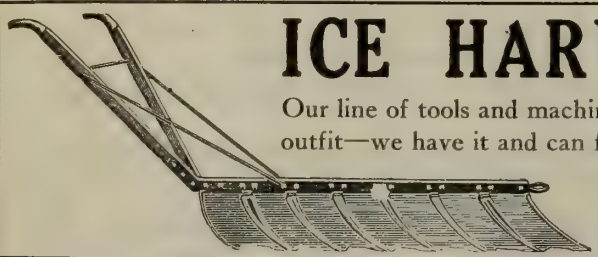
J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.



ICE HARVESTING MACHINERY

Our line of tools and machinery is comp ete. Whether you require a hand saw or a complete outfit—we have it and can fill your requirements.

Get quotations on our sidewalk snow plows and ice levellers for municipal work.
Send for Complete Catalog.

ROBERT DONALDSON & SONS, Montreal

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

Mention This Paper When Writing Advertisers

If interested, tear out this page and keep with letters to be answered.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BOX PRINTING PLATES

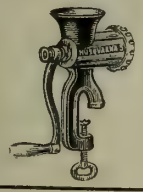
Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

BLUE LABEL LAMPS

ALWAYS SATISFY
Made by
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

FOOD CHOPPERS



Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

TRADE SAWYER MARK Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST NEW YORK



Strong, Serviceable Trucks of all Kinds

Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

John Watson Mfg. Co., Ltd.
Winnipeg

"Climax" Paper Balers

Turn Waste Paper Into Money

FREE—10 DAYS' TRIAL.



12 sizes.
Made of Steel.
Reduces your fire risk.
Salesmen and Dealers Wanted.

CLIMAX BALER CO.
HAMILTON, ONT.

BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



Ask your wholesaler for **SWAN WEATHER STRIP**, guaranteed to keep out dust and drafts. Attractive, durable, efficient, cheap. Saves lots of fuel. Easy to sell. Handsome profits. For doors only.

SWAN MFG. CO.
Winnipeg, Canada



"VIO A" Cabinet PHONOGRAPHS
Registered

Write for splendid agency proposition. Easy to sell. Big Profits.

Dominion Sewing Machine & Phonograph Company
300 Notre Dame Ave., Winnipeg, Man.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



MADE BY
A. SHAW & SON, London, England.
Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL

HERE'S A PROFITABLE SIDE LINE.

The Pantaphone will occupy little space on your floor, and no one who comes into your store can pass its beautiful cabinet without displaying pleased interest. And anyone who is interested will be quickly won over by the full, resonant, beautiful tone reproduction. Many hardware merchants have sold Pantaphones as a side line with a minimum of trouble. You too can do it. Its price helps. Find out more about it.

Canadian Phonograph & Sapphire Disc Co., Limited, 408 Builders Exchange, Winnipeg







Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.

NORCROSS
Garden Cultivator-hoes



"Used the World over"
Send for Catalog
C. S. Norcross & Sons, Bushnell, Ill.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessitities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

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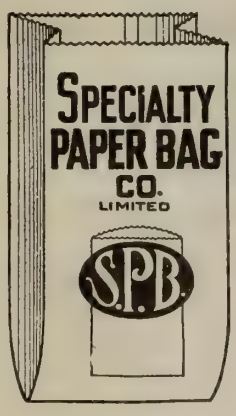
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Write for samples of

S. P. B. BAGS

and Open End Catalogue

ENVELOPES



Bags for Heavy Hardware and Fittings, Broom Covers and Broom Handles

also

Bags for Forks and Hoe Handles

Specialty Paper Bag Co., Ltd.

Department M.

247-255 Carlaw Ave., Toronto, Canada

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

Wanted

SITUATIONS VACANT

FIRST-CLASS HARDWARE MAN—ACCOUNT our location applicant must be able to speak German. Good wages for good man. Box 507, Hardware and Metal.

WANTED—A THOROUGHLY COMPETENT pattern fitter who is accustomed to fitting stove patterns. Highest wages and permanent employment to the right man. Apply to the Enterprise Foundry Co., Sackville, N.B.

TRAVELLING SALESMAN TO CARRY FULL line of high-grade cutlery on commission basis. Must have established connection with hardware trade. Applicants will require to state experience, territory, and what other lines they carry. Apply Box 114, Montreal Star Office, Bay Street, Toronto.

WANTED—YOUNG MEN WITH OR WITHout experience for Toronto wholesale and retail hardware firm. Apply in person or writing, Oliver W. Vokes, 40 Queen St. E., Toronto.

WANTED—HARDWARE CLERK BY FEBRUary; two or three years' experience, western preferred. State salary, particulars and references. No loafer need apply. W. C. Auld, Youngstown, Alberta.

SITUATIONS WANTED

RETAIL HARDWARE CLERK WITH EIGHT years' city and two years' country experience in Saskatchewan is open for position as travelling salesman. Preferably in Saskatchewan. Age, twenty-five. Box, 510, Hardware & Metal.

FOR SALE

FOR SALE—BUILDING AND STOCK OF THE Fraser Hardware Co., 1043 Granville Street, Vancouver, B.C.; good terms can be arranged; stock amounts to about $15,000. Fraser Hardware Co.

MISCELLANEOUS

STOVE REPAIRS FOR ACMES, CROWN Hurons, Jewels, Garlands, Pen Esther, Colonials, Peninsulars, and all kinds of stoves. Write for list and prices. Grundy Bros., Strathroy.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

MISCELLANEOUS

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

For Quick Sales

Recently a hardware dealer in Western Canada became overstocked with shotguns. He placed a want ad. in Hardware & Metal. We learned eventually that he not only disposed of his stock, but received several orders that he could not fill. If this man had kept this stock away, it would not only have deteriorated in value, but he would have had to pay taxes, insurance, etc. on it. If you have anything on hand which you wish to dispose of quickly advertise it in our want column. The quick results will make the first cost negligible.

Twines and Wrapping Paper

BROOMS

First Cars 1917

Broom Corn

At Hand

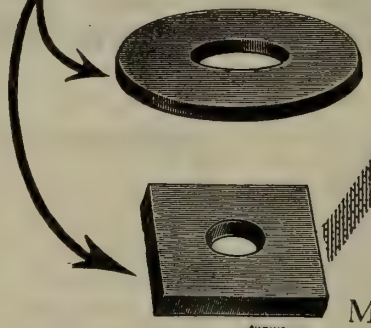
Quality Goods may always be had by ordering our brands.

Walter Woods & Co.
HAMILTON and WINNIPEG

Wooden Ware Willow Ware Brushes

Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs.
Felloe Plates.
Sheared and Punched Plates.
Malleable Washers and Cast Iron Washers.

Round & Square
Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

EMPIRE MFG. CO., LIMITED

LONDON - - TORONTO

Brass Valves, Bibbs, Basin Cocks, Steam Stops, Plumbing material for country homes.

Water Closets,



A830

Bath Tubs, Wash Basins, Soil Pipe and Fittings, Iron Pipe, Iron Fittings.

Full Stock carried in London and Toronto.

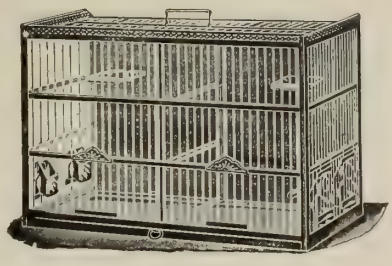
SEND FOR OUR CATALOGUE ON RURAL PLUMBING.

If interested, tear out this page and keep with letters to be answered.

"HENDRYX" BREEDING CAGES

are absolutely necessary for the scientific and hygienic raising of canary birds.

All metal—White Enameled—Green trimmed—Closed back—Two partitions—Two nests and nest holders—Four cups—Six perches—Sliding drawer.



No. 868—17¼ x 8¾ x 13¼"
No. 86—20 x 10 x 14".
No. 87—22 x 11 x 15¾".
No. 88—24½ x 12¼ x 16¼".
No. 113—26¾ x 10 x 13⅞".

The breeding time extends from January through April, and the increased interest in raising birds requires a stock of these cages.

THE ANDREW B. HENDRYX COMPANY - NEW HAVEN, CONN.

"Multiped"

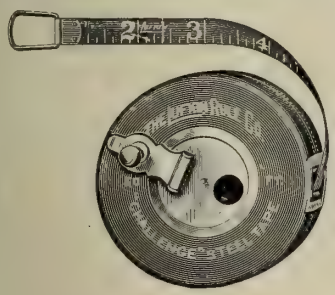
The Garden Hose That Doesn't Kink

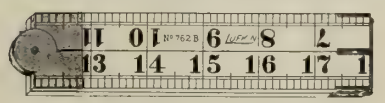


A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

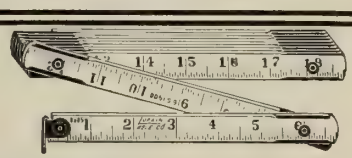
MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver





BOXWOOD RULES



SPRING JOINT WOOD RULES

MEASURING TAPES

On these lines

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

can give you the very best of service and satisfaction.

LUFKIN GOODS ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR ACCURACY AND FAULTLESS SERVICE

STOCKED BY JOBBERS. SEND FOR CATALOGUE.

TINKER TOM'S TALKS.

Talk Number One Hundred and Thirty



Every man in business should take stock yearly at least. When you do one of the best things you have will be your "PREMIER" sheets worth more than they cost and by the way, you don't need to carry such a big stock if you use the Made-in-Canada kind.

TINKER TOM

Look for Talk No. 131 next week.

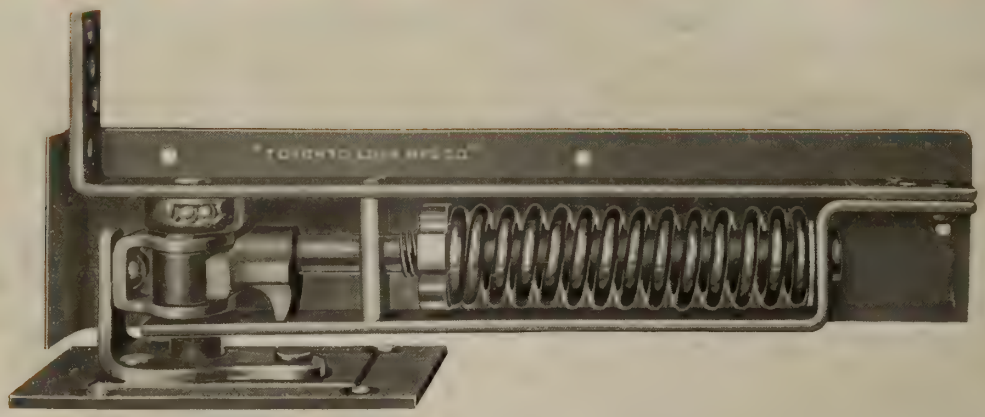
DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA

LATEST REPORT

FROM TO-LO-CO FACTORIES

No. 630 Floor Hinge Ready to Announce

BALL-BEARING SURFACE FLOOR SPRING HINGE



New Line Ready for Spring Delivery

This is the latest To-Lo-Co line—a real winner for 1918 business. It is suitable for doors 1¼ to 1¾ inches in thickness—*strong and substantial, attractive in appearance, simple in construction.*

This hinge holds the door open when it is swung to 90°. The tension is strongest at the closing point and decreases as the door opens. This is a strong point in its favor as it means that the door is never left ajar.

The weight of the door is carried on ball-bearings which are located at the top of the hinge away from moisture and dirt.

The eccentric is equipped with hardened steel roller-bearings. The frame is reinforced with a steel bushing where the pintle passes through it.

The compression spring is made of the best tempered steel wire.

Packed one set in a box, complete with screws and full directions.

SEND YOUR SPECIFICATIONS AT ONCE FOR SPRING DELIVERY

Send for descriptive literature on the "Rixson" line. Write now for your copy of the new To-Lo-Co. Catalog which will be ready for distribution January first.

TORONTO LOCK MFG. COMPANY

Manufacturers of the Famous "Rixson" Door Checks, Checking Floor Hinges, Builders' Cabinet, Refrigerator and Structural Hardware

Factories : **PATTERSON PLACE, TORONTO**

HARDWARE AND METAL

Vol. XXX
No. 2

PUBLISHED EVERY SATURDAY SINCE 1888

January 12
1918

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA



—bringing home "the Bacon"

Every minute of the day someone is doing it, somewhere in civilization with Remington UMC—with perfect satisfaction to the shooter and, of course, to the dealer who sold it.

Remington UMC is the line complete. Rifles .22 and high power and cartridges—shot guns and shot shells.

No need to carry a "mixed line." Remington UMC gets the right trade and holds it.

Remington UMC metallics come in every calibre—even for some makes of firearms not now made.

"Arrow," "Nitro Club" and "Remington" loaded shells never lose a friend.

SPORTSMEN'S HEADQUARTERS
REMINGTON UMC
FIREARMS & AMMUNITION

All Jobbers stock REMINGTON UMC

Remington UMC of Canada, Limited, Windsor, Ontario

Circulation of Hardware and Metal has been audited by the Audit Bureau of Circulations.

Four Garage-Door Problems Solved by Stanley Garage Hardware



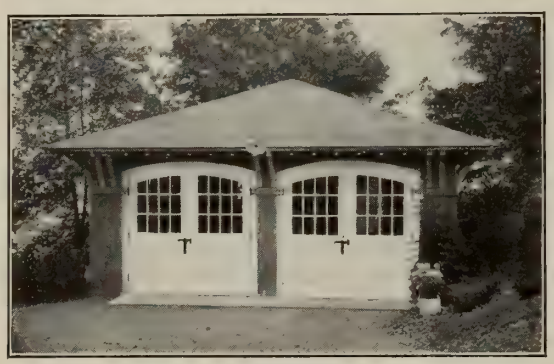
Problem Number One

The owner of this garage wanted doors that would open and close easily, lock securely and close weather-tight. His problem was solved by swinging the doors on Stanley Garage Hinges No. 1457, equipping them with Garage Bolts No. 1055 and No. 1056 and securing them against slamming with Stanley Door Holders No. 1774.



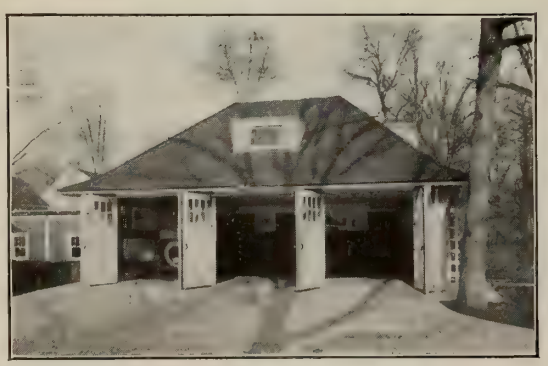
Problem Number Two

This concrete garage has doors that are extra-heavy. Therefore they were hung on 36-inch Stanley Garage Hinges No. 1458, which will support the heaviest garage doors made, swinging them smoothly and without sagging.



Problem Number Three

The architect's plans called for curved-top doors, with windows so placed that strap hinges could not be applied. So the doors were hung with ball-bearing Stanley Garage Butts No. 252, three butts to a door. They are also equipped with Latches No. 1264 and Door Holders No. 1774.



Problem Number Four

When planning this garage, the owner wanted to be able to open all three doorways at once. And, since the garage might at times be crowded, the doors must take up no inside space. Accordingly, the doors were swung out on Stanley Garage Hinges No. 1457. Door Holders No. 1774 keep them from slamming.

Stanley Garage Hardware meets every requirement of the most exacting garage builder, and you can sell it at a good profit. If you do not already carry it, write to-day for Catalog W-52 and full information about selling helps.

The Stanley Works

New Britain, Conn., U.S.A.

Canadian Representatives: **A. MacFarlane & Co., Coristine Building, Montreal**



Official Announcement

SINCE the commencement of European hostilities it has been a difficult matter to secure a reliable Tungsten Lamp. We have purchased from various markets which has given us a wide experience, enabling us to select a lamp which we can absolutely recommend. The "VIVID" lamp is manufactured solely for us, and in placing it on the market we can assure our patrons that nothing better can be produced at the present time.

Every lamp is thoroughly tested before leaving our warehouse. We are, therefore, able to guarantee every one against Electrical or Mechanical defects. Should any lamp bear signs in this respect we wish to impress upon you that adjustments will be promptly made.

We expect the first consignment to arrive end of January, and shall be glad to receive enquiries. Prices mailed immediately upon application.

The "VIVID" lamp can only be obtained from us.

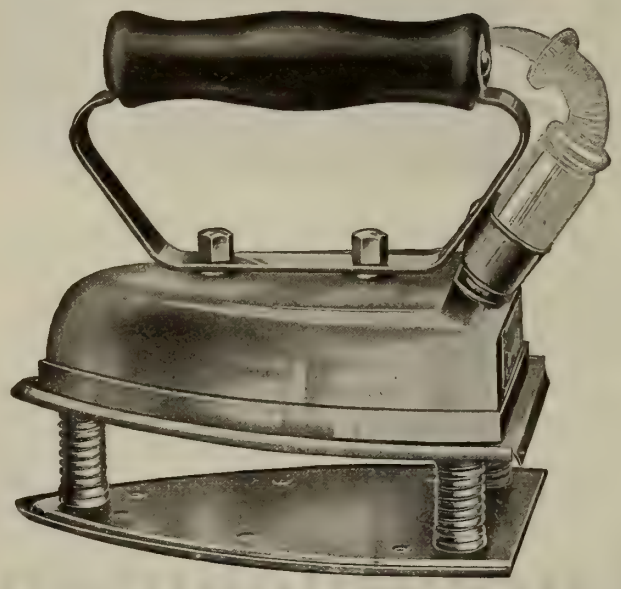
CHURTON & TAYLOR

Importers and Distributors of Tungsten and Nitrogen Lamps

53 YONGE STREET **Phone Adelaide 5487** **TORONTO, ONT.**

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL



"Universal" Electric Irons

No. E905 New Model.

No. E905 same with push button switch. Both full nickel plated with heat proof stands. Equipped with ebonized handles, 6-foot heater cord and Hubbell lamp socket plug.

Weight of irons, 6 lbs.

A STURDY, dependable Electric Iron built of the finest materials and designed to stand up under the hardest service.

Terminal troubles are practically eliminated by 7 point Connector and Cord Protector grip.

The large heat storage capacity and efficient heat distribution prevent the necessity of waiting for the iron to heat up.

Persistent and well balanced national advertising creates a steady demand for UNIVERSAL Irons.

LANDERS, FRARY & CLARK, New Britain, Conn

Canadian Representatives:

A. MACFARLANE & COMPANY

Coristine Building, MONTREAL

ORDER FROM YOUR JOBBER

If interested, tear out this page and keep with letters to be answered.

YOU CAN GET IT AT

LEWIS BROS.
LIMITED
MONTREAL

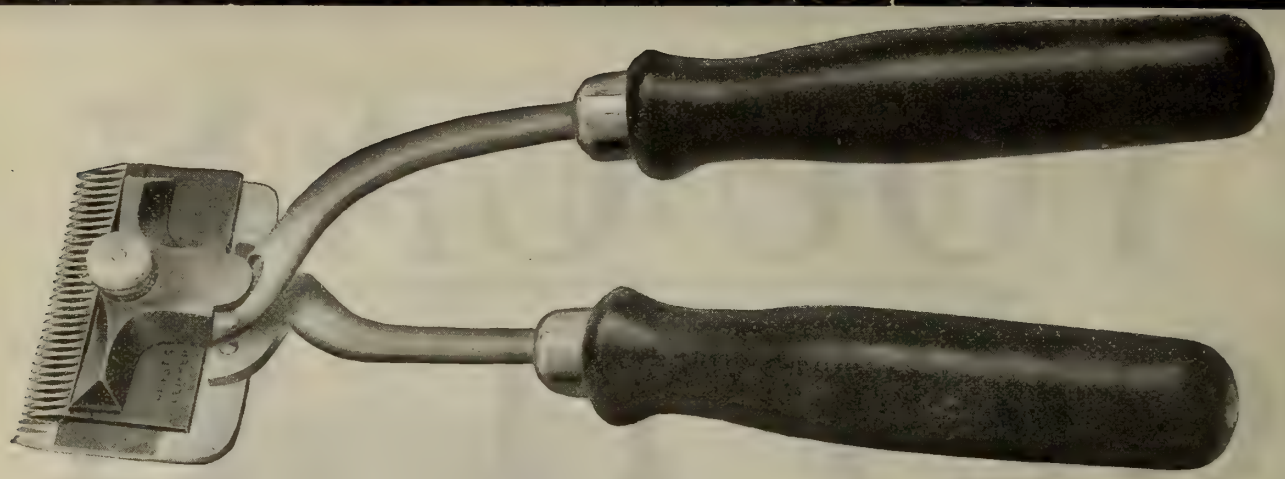
QUICK
Mail Order Service
TO ALL POINTS IN THE DOMINION

We offer the largest stocks and the biggest assortment of any house in Canada. There are numerous lines that we are out of, that are impossible to get, but we make the statement that we know our stock is in better shape, generally speaking, than any other hardware jobber in the Dominion. Satisfy yourself by sending us a mail order. We will ship it promptly and charge you reasonable prices.

LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' AND PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS AND GLASS

If interested, tear out this page and keep with letters to be answered.



Priest's Horse Clippers

The line of Priest's Clippers is so complete and varied that you simply can't help but find something that will suit both as to style and price.

A. MacFarlane & Co.
Montreal, Canada

Selling Agents

Wiebusch & Hilger, Ltd.
New York C ty



Style "B" Plain
With Swing Top

OUR BEAVER HEATERS

are well and favorably known from coast to coast.

Why?

These popular heaters have been on the market for years. They are built to last.

They give the maximum heat with a minimum fuel consumption.

They are particularly attractive in design. There is a Beaver Heater for every home. *Now is the time to buy.*

Orders can be shipped without delay.

The Thos. Davidson Mfg. Co., Ltd.

TORONTO MONTREAL WINNIPEG

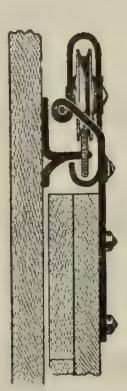
If interested, tear out this page and keep with letters to be answered.



Front view of "Big 4" Hanger

The most satisfactory Barn Door Hanger

"Big 4" Flexible Door Hangers are carrying easily and smoothly on their Anti-Friction Steel Roller Bearings thousands of barn doors in all parts of this continent. Ever-increasing sales and the total absence of any "come-back" in the way of kicks and dissatisfaction prove that "Big 4" meets fully the requirements of most builders and barn owners.



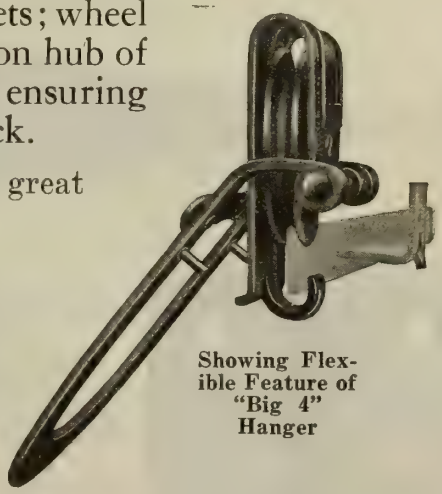
Side view of "Big 4"

The "Big 4" is simply but heavily built entirely of steel; has no complicated parts to get out of order; runs smoothly on anti-friction steel roller bearings; is flexible; is fastened to but one side of the door; brings the door close to the track; has sherardized axles and rivets; wheel housing is effectually prevented from binding on hub of wheel; japanning is done *before* assembling, ensuring bearings free from japan; cannot jump the track.

These are the features that have made "Big 4" the great seller it is.

Packed the careful "National Way"—one pair in a box with bolts for attaching. A printed tag is also packed in each box, giving a list of articles required to properly equip each door. This serves as a reminder to the clerk and will help make sales of articles listed.

Have you a "National" Catalog?



Showing Flexible Feature of "Big 4" Hanger

NATIONAL MANUFACTURING COMPANY

STERLING, ILLINOIS

If interested, tear out this page and keep with letters to be answered.

Why Don't You Increase Your Hanger Business?

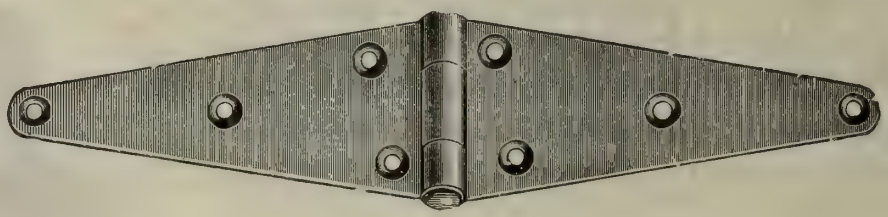


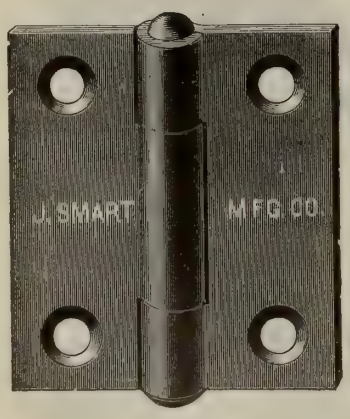
The exceptional value of Canada Steel Goods Hangers can only be appreciated by a careful study of the individual features they possess, and by comparing our values with anything on the market.

Each of our trade brands known as *Canada, National, Hatch, America* and *Great West* embody distinct features that make them easy to sell, and show you a good profit.

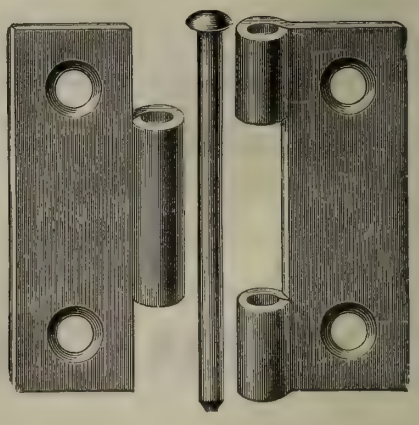
To-day—write our Hanger Dept. for particulars of how we can help you sell more Hangers.

Canada Steel Goods Co., Limited, Hamilton, Canada

Butts  Hinges



We can supply you with Wrought Butts and Hinges. Our styles, sizes and finishes are extended, enabling us to take care of orders from the very smallest to largest sizes.



The Canada Foundries and Forgings, Limited

The James Smart Mfg. Co. Plant

BROCKVILLE, ONT. **WINNIPEG, MAN.**

If interested, tear out this page and keep with letters to be answered.



It Carries a Better Profit

"Did a customer ever come into your store and ask for five or ten pounds of Manila Rope?"

We will wager that if he did he was one in a thousand. The average customer does not think of rope in terms of pounds. He knows how many feet he wants for his hayfork, his well rope, or tackle, and he orders accordingly.

Why don't you sell

Plymouth Rope

to your customer on his basis—by the foot? You will satisfy him better and you will make a better profit.

Hundreds of dealers are now selling Plymouth Rope by the foot and they are enthusiastic over the results.

The small town dealer can successfully meet mail order competition by this method and meet it with a rope which will give unequalled service. Plymouth being the only rope which can be profitably sold by this plan, the Plymouth dealer has a direct advantage over his competitors.

Our Dealers' booklet containing full particulars together with the necessary materials for adopting this method will be sent on request by the Rope Service Department of the

PLYMOUTH CORDAGE COMPANY

North Plymouth, Mass. **Welland, Canada**

DISTRIBUTORS IN ALL LARGE CITIES

If interested, tear out this page and keep with letters to be answered.

Keep your rooms warm and your tempers cool

AVOID DRAFTS

You can rely upon the

"BRITON"

to keep them out

"Britons" keep the door of the world

Made only by

WM. NEWMAN & SONS, LTD.

BIRMINGHAM.



The reliance that can be placed in a

"BRITON"

should be your reason for recommendation

Particulars of this and of our other Door Checks of all kinds from

FREDERIC SARA & COMPANY

326 Ninth Ave. West

CALGARY, ALTA.

ANVIL BRAND

LIGHT EDGE TOOLS

W P WARD

Have Stood a Time-Honored Test

Ward and Payne Products have produced a record for high efficiency extending over a hundred years.



Dealers can't afford to be without Light Edge Tools bearing the high reputation possessed by the Anvil Brand products.

WARD & PAYNE, SHEFFIELD

CABLES: WARD, SHEFFIELD

Send Your Enquiries to
ALEXANDER GIBB, St. Nicholas St., Montreal
SHERMAN F. AINSLIE, Spadina Avenue, Toronto

If interested, tear out this page and keep with letters to be answered.



White Lead

For five decades, practical Canadian Painters have used

TIGER BRAND WHITE LEAD

Endorsed by Canadian painters for its lasting qualities, proven by Government tests to be absolutely pure, Tiger Brand White Lead is the line for hardware dealers to stock.

All pails bear the yellow label of the White Lead Association of Canada.

Sold in 12½, 25, 50 and 100-pound irons and 500-pound hardwood kegs.

THE

STEEL COMPANY

OF

CANADA

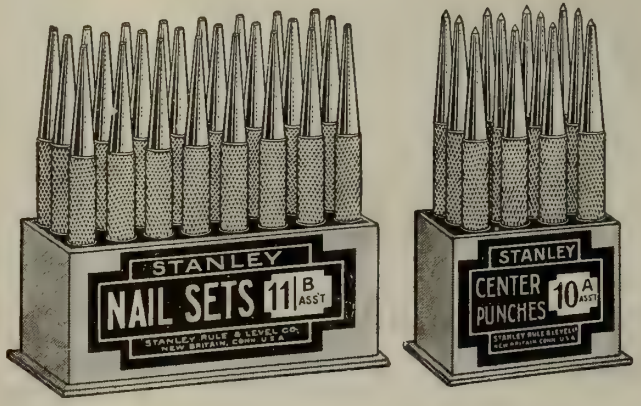
LIMITED

HAMILTON - - MONTREAL

If interested, tear out this page and keep with letters to be answered.

Stanley Tools







Stanley Nail Sets And Center Punches

"STANLEY" Nail Sets and Center Punches are made of a special grade of tool steel. They are hardened on both ends by an improved process, given an oil temper and will be found to "stand up" under the most severe conditions.

Special care has been taken in selecting the proper knurling for the shank, and the user will find that the feeling of security as to "grip" is a particular feature of "STANLEY" Nail Sets and Center Punches.

The neat and handy boxes in which they are packed make them an attractive article for counter display.

MANUFACTURED BY

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

DIRECTOR OF EXHIBITS

SECT'Y OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



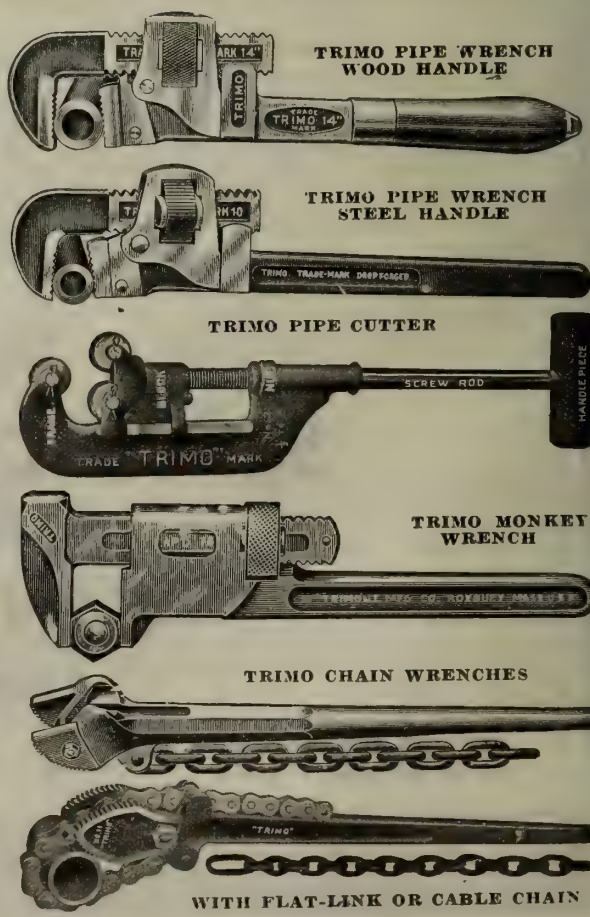
Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



If interested, tear out this page and keep with letters to be answered.

ONE MINUTE SAVED PAYS FOR IT

One minute of a machinist's time is worth more than the difference in first cost between the most expensive hack saw and the cheapest one you can buy.

For the cheap saw wastes time by clogging and dulling and if too brittle wastes still more time through frequent breakage.

But the better saw, especially if rightly selected for the shape or kind of metal, saves time by cutting faster, and saves first cost by lasting longer. And how many gross of hack saws do you use in a year? Or, how many minutes do your machinists devote to sawing?

The question of first cost should not worry you.

There is no question as to who makes the best saws. The

Starrett Hack-Saw

is not a cheap saw. It is unexcelled just as Starrett Tools are unexcelled. These saws save the machinist's time in largest quantities because there is a Starrett best adapted to a given job. Each saw is numbered and what one to use is shown on page 208 of the Starrett Catalog No. 21MA.

STARRETT HACK SAWS CUT QUICKER LAST LONGER

The L. S. Starrett Co.

The World's Greatest Toolmakers

ATHOL, MASS.

NEW YORK LONDON CHICAGO

42-753

If interested, tear out this page and keep with letters to be answered.

Get the Reputation

for selling "standard-grade" tools, and you will get the trade of every good mechanic in your locality.

The "standard" for files is the

"FAMOUS FIVE"

Specify them when ordering from your jobber.

They are:





Tree Pruners

The great efforts to increase food production which will be made this year will tend to increase sales of tree pruning tools. Every grower will be anxious to give his trees every assistance to bear well.



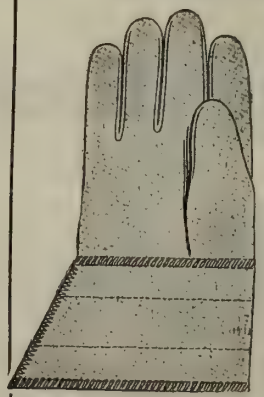
You can do your part by being prepared to supply the most approved type of pruners. We have many styles all positively guaranteed against defects in material and workmanship.

Taylor's Improved Pattern Pruner

Orchard King Compound Lever

Taylor-Forbes Co., Limited
GUELPH, ONTARIO

TAPATCO
REGISTERED TRADE MARK BRAND



Cotton Gloves
Selling Better Than Ever

There's more work being done in the gardens of Canada this year than ever before, and every garden worker feels the necessity of cotton work gloves. Sell them "Tapatco" cotton gloves. They are the most comfortable and serviceable glove made. Good-looking, too.

Many Styles--Many Colors

Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

Also Leather and Leatherette Trimmed Gloves.

Put "Tapatco" Gloves to the front. It will pay you. Big sales and good profits.

The American Pad & Textile Co.
CHATHAM, ONTARIO

If interested, tear out this page and keep with letters to be answered.

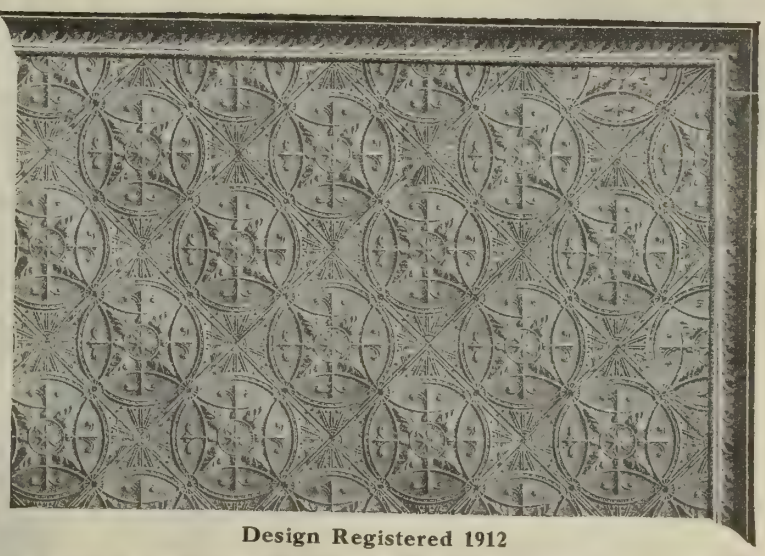
"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

YOU OUGHT TO HAVE IT

Our big, handsome catalogue, full of suggestions that will help you land many profitable metal ceiling jobs. Send for it to-day.

The "Metallic" line has a big live service behind it. Let us send you full particulars.

Stock carried by
GEO. W. REED & CO., Ltd.
37 St. Antoine St., Montreal



Design Registered 1912

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

ESTABLISHED 1849

WOOD, ALEXANDER & JAMES

Successors to WOOD, VALLANCE & CO.

WHOLESALE HARDWARE MERCHANTS

SHELF AND HEAVY HARDWARE

CONTRACTORS' and MILL SUPPLIES

BAR IRON AND STEEL

BUILDING PAPER AND ROOFINGS

AUTOMOBILE ACCESSORIES

BRANCHES: Toronto Office, 25 Front Street East; Wood, Vallance, Limited, Winnipeg, Man.; Wood, Vallance & Leggat, Limited, Vancouver, B.C.; Wood, Vallance Hardware Co., Limited, Nelson, B.C.; Wood, Vallance & Adams, Limited, Calgary. Alta.

If interested, tear out this page and keep with letters to be answered.

CARTER'S

Genuine Red Lead
Orange Lead, Litharge and Dry White Lead

are better known than any other brand on the market. Canadian material manufactured by a Canadian firm.

The highest quality is assured when you supply your customers with Carter's Genuine Red Lead.

Satisfaction and repeat orders will be the results.

The Carter White Lead Co.
of Canada, Limited
91 Delorimier Ave. MONTREAL

PEERLESS ORNAMENTAL FENCING

LOOK YOUR TOWN OVER

and you will then realize the big trade you can easily get by showing the "Peerless" line of heavy, open hearth steel wire fencing.

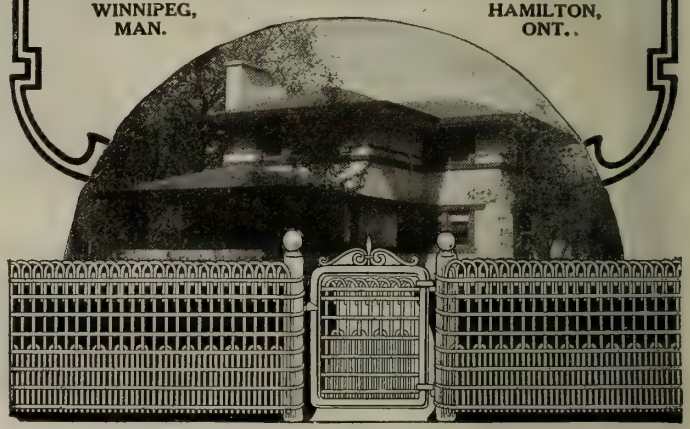
Your customers will be surprised to know how inexpensively they can surround their property with a strong, durable, yet highly ornamental fence.

You can easily afford to send a man out to take orders. Let us tell you about it.

Send for Dealer's Proposition

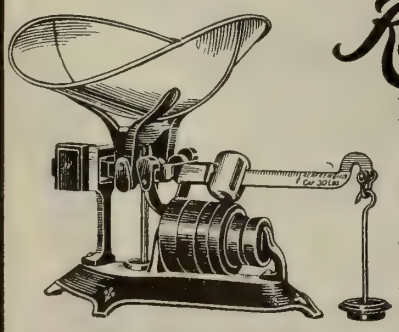
Get our Catalogue showing the beautiful designs for lawns, parks, cemeteries, etc. Also farm and poultry fencing and gates. There's a big fence trade waiting for you. WRITE TODAY.

The Banwell-Hoxie Wire Fence Co., Ltd.,
WINNIPEG, MAN. HAMILTON, ONT..



Stirs Up Business

Precious few housewives realize the many uses of an accurate scale in the kitchen—saving losses in careless weighing at butchers and grocers—weighing produce before marketing—weighing flour and other ingredients while baking, etc., etc., etc. It is surprising what a little bit of salesmanship and displaying will accomplish in stirring up big business in Renfrew Scales! The Renfrew is compact, handy, and stands hard knocks. It doesn't get out of order and always tells the truth. A government inspector's certificate accompanies every Renfrew. These features make the Renfrew a lively seller these days. Push business with the



Renfrew
HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs.

Government Inspector's Certificate accompanies every scale.

Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited
Head Office and Works, Renfrew, Ont.
Eastern Branch, Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 206 Scott Block, Winnipeg, Man.; Foundry Products, Ltd., Calgary, Alta.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.

HARDWARE BUSINESS WANTED — IN good Ontario town or city. Replies treated strictly confidential. Box 167, Hardware and Metal, Toronto.

This little advertisement inserted in HARDWARE AND METAL not long ago immediately brought eleven replies to the advertiser. And the cost was only 47 cents, including 5 cents for Box Number.

USE THE WANT AD PAGE

If interested, tear out this page and keep with letters to be answered.

The Publisher's Page

TORONTO JANUARY 12, 1918

Government Reports on Prices

IN the Seventh Annual Report (295 pages), issued by the Dominion Government, Hardware and Metal has been taken as the authority on prices covering hardware products of iron and steel, glass, oils, etc. There are six hundred and twenty-four (624) quotations taken from the weekly market reports of Hardware and Metal.

This is more than double the number of prices on hardware products taken from all other sources combined, including trade and newspapers, manufacturers or dealers.

One of the many reasons why Hardware and Metal stands so high in the estimation of the Canadian hardware trade is on account of its unbiased and authoritative weekly market service.

The weekly market service is consulted by practically all worth-while hardware merchants in Canada.

These merchants not only follow the market reports and other editorial features each week but they also find much to interest them in the advertising pages.

A paper that is read as closely as Hardware & Metal is a mighty good medium in which to advertise.

That is one reason why Hardware and Metal carries the advertising of such a large number of leading manufacturers and wholesalers.

Parker Shut-Metal Screws



For joining sheet metal.

Saves 75% cost and labor.

Used by all sheet metal workers.

Does away with bolting, riveting, etc.

Makes a pleasant job in its use.

Parker Damper Quadrant



"BEST IN THE WORLD"
FOR DAMPER REGULATION
IN HOT AND COLD AIR DUCTS

PARKER SUPPLY CO.

Manufacturers

784 East 136th Street, New York

WRITE FOR SAMPLES



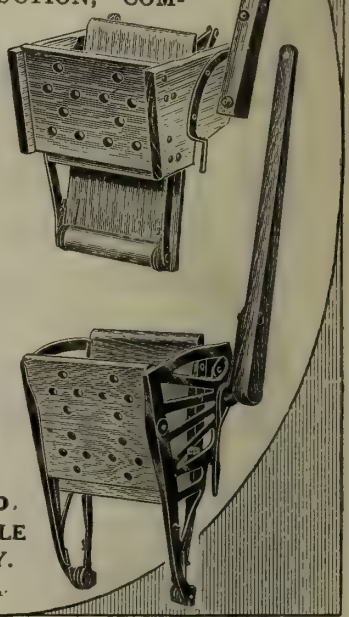
"White"

MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

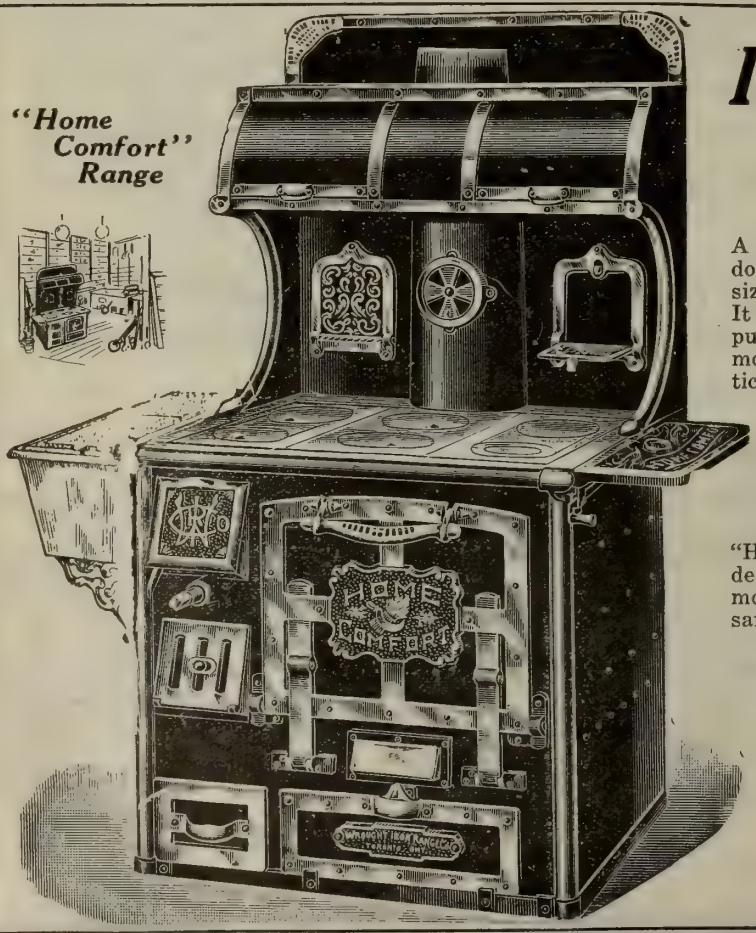
Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



White Mop Wringer Co.
FULTONVILLE
N.Y.

"Home Comfort" Range



It's Wise to Sell a Single Model

A dealer acting as agent for the "HOME COMFORT" doesn't have to keep a big stock. We make only one size and one style. This simplifies matters a whole lot. It used to be, and still is, the custom for the dealer to put forward on his floor the simplest and cheapest model of a range, and to sell his customers this particular range. Then having made the sale, the dealer would proceed to induce the customer to buy extras. For this purpose, the more expensive models kept in the rear would be used for the purpose of demonstration.

Experience has taught a good many dealers that it is wiser to sell but one model, a model like the "HOME COMFORT." It saves time and money—dealers do not have to carry a large stock. This single model plan pleases the customer, too, and makes it safe and easy to make a choice.

We have made the "HOME COMFORT" the most easily sold range on the market. Write for agency proposition. It's a good one.

Wrought Iron Range Co. of Canada, Limited

Office: 151 King St. West **TORONTO, Ont.** Factory: 22 Orillia St.

If interested, tear out this page and keep with letters to be answered.

Will He Come Back?

A Peculiar Problem of the Hardware Business

A neighbor buys some nails at your hardware store. He wants the right size. The rest doesn't matter. The sale over, his interest ends.

He may come back for more later—and again he may **not.** Why? Because it is hard for the hardware dealer to put **personal service** into the sale of nails.

Progressive hardware dealers are to-day looking for articles into whose sale they can add the element of personal advice.

Gargoyle Mobiloils—the scientifically sold automobile lubricants—afford you an opportunity to be of actual service to your customers.

When Mr. Brown, who owns an Overland, stops for oil you do not want to sell him "just oil." You want to sell him the oil that correctly meets the lubricating requirements of his car.

The Gargoyle Mobiloils Chart of Automobile Recommendations specifies the correct oil for every one of your customers' cars.

This Chart is compiled after a thorough analysis of the lubricating requirements of every make and model of automobile.

When motorists know they can get the correct grade of Gargoyle Mobiloils at your store they come back time after time.

You can develop a close and profitable acquaintance with automobile owners who call for high-grade lubricating oil.

The confidence gained in using Gargoyle Mobiloils is naturally extended to other goods in your hardware store.

Scores of hardware dealers to-day are winning steady customers by the display of Gargoyle Mobiloils coupled with the use of the Chart of Recommendations in their sale.

Quicken **your** turnover by following their example.

The four grades of Gargoyle Mobiloils, for gasoline engine lubrication purified to remove free carbon, are:

Gargoyle Mobiloil "A"
Gargoyle Mobiloil "B"
Gargoyle Mobiloil "E"
Gargoyle Mobiloil "Arctic"

Write us at Room 704, Imperial Oil Bldg., Toronto, for 56-page booklet, "Correct Lubrication," containing Charts of Recommendations for all makes of automobiles, motorcycles, tractor and motorboat engines and full information regarding our proposition to dealers.

GARGOYLE

Mobiloils

A grade for each type of motor

IMPERIAL OIL, LIMITED

BRANCHES IN ALL CITIES

MacLean's Magazine

for JANUARY

Chasing the Submarine—by a Canadian

A CANADIAN, whose name is withheld, in the Motor Boat Patrol Service in the North Sea, tells in the January MacLean's the story of the work and life and triumphs of the Service to which he is attached. It is a fine performance by MacLean's to get this story for the Canadian people. Successes of this sort have made MacLean's go far forward in public favor during past months.

If the horrid and terrible submarine warfare and the conquest of this pest of the deep interest you, learn more about submarines and their capturing in the January MACLEAN'S, and pass on to others the news of this unsigned contribution.

Ships—more ships—and yet more ships

THIS is a very strong article which Miss Agnes C. Laut contributes. As usual she is very well informed. Regarding the duration of the war she voices American opinion when she says that it is likely to be long drawn-out. The United States people are buckling down to a stern struggle. At this time we want very much to read what well-informed, virile thinkers and writers have to say about the war, since things are not any too bright in certain directions. Miss Laut has a good deal to say about the shipping programme of the United States, and certainly she gives facts and sets us thinking as few writers do.

"Jim" by Robert W. Service

A POEM by this strong poet—a poem wrought amid the smoke and hell of battle, yet fanciful and tender. One wonders how men can write fanciful verse amid surroundings that seem so adverse to thinking and writing, yet some gifted can detach themselves and let fancy play; or is it that their minds see through the real and horrible—through the immediate environment into inner things? Whatever it may be, we ought to be glad for the verse that men like Service give us, remembering how and where it is produced.

Adam and Arthur William Brown, Brothers

ADAM BROWN is a Canadian short story writer of large promise. His brother, Arthur William, is one of New York's foremost illustrators. Both brothers have joined their gifts to make Hannibal Helps a mighty good feature of the January MACLEAN'S.

A New Serial by Alan Sullivan

ALAN SULLIVAN'S recent novel, The Inner Door, is being well received. Perhaps we have no better novelist of his type in Canada to-day. He writes books that show introspection and fine analysis. This serial, The Magic Makers, adds venture and mystery to psychological study, and is a rare good thing. Arthur Heming illustrates the story, which begins in Scotland and is transferred to Canada where the stage is set.

The Regular Departments of MacLean's

REVIEW of Reviews, Women at Work, The Business Outlook—are present in goodly measure. Oppenheim's The Pawns Count, Trench Pictures, and first-class illustrations by artists of note help to make the January MACLEAN'S good value for money.

At All News Stands, 20c.

UNIFORMITY

USED THE WORLD OVER

SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL TENAXAS TIN-TOUGHENED MASCOT ATLAS W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED
Large Stocks

THEY MAKE GOOD EVERYWHERE
Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal Works: Riverside Street, Montreal

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger profit.* Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

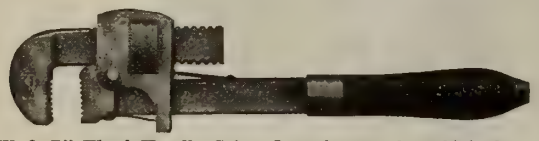
Factory—Hamilton, Ont. Vancouver Branch—109 Powell Street

If interested, tear out this page and keep with letters to be answered.

THE "W & B" LINE OF SCREW WRENCHES

MADE IN CANADA

The only Pipe Wrenches made EXCLUSIVELY IN CANADA



"W & B" Wood Handle Grips, Length open 6 to 14 inches.



"W & B" STEEL Handle Grips, Length open 10 to 48 inches.

"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches



This is the strongest and best HEAVY DUTY Wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W & B" EASY ACTING SCREW.

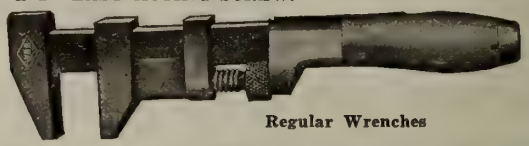
Machinists' Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W & B" EASY ACTING SCREW.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 90 on request.

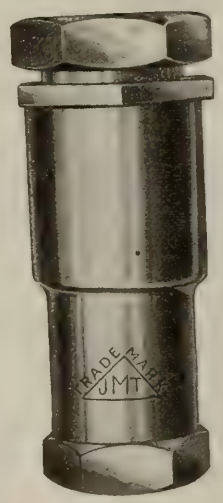


Regular Wrenches

Head and Bar Drop Forged in one piece. FITTED WITH "W & B" EASY ACTING SCREW and thoroughly seasoned handle.

The Whitman & Barnes Manufacturing Company

ST. CATHARINES, ESTABLISHED 64 YEARS ONTARIO



THE KNICKERBOCKER GENERATOR

IS A REAL FUEL SAVER

It is the only hot water heat generator that will operate automatically both on open and closed systems. It increases radiation from 25 to 50%, and reduces the consumption of fuel.

The Knickerbocker regulator can be easily fitted to old as well as new systems, and we guarantee perfect service wherever it is installed.

The heating engineer who uses this valve when repairing old systems or putting in new ones is the man who will defy competition.

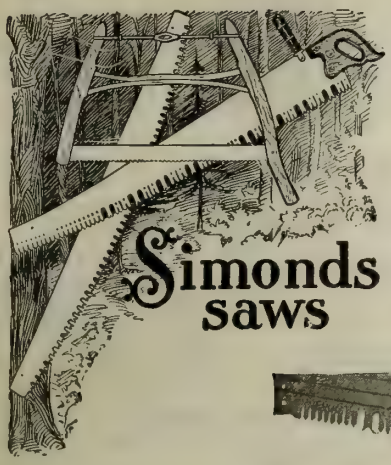
Manufacturers and dealers in a complete line of Plumbing and Heating Supplies.

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West, - TORONTO



If any advertisement interests you, tear it out now and place with letters to be answered.



The best way to build a big business is to sell goods that satisfy. In the Saw line you know there is nothing which gives the user such complete satisfaction as Simonds Crescent Ground Cross-Cut Saws and Simonds Hand Saws. They will help to keep your business big or build it big. Write for catalog and terms.



No. 22. Full Width Cross-Cut Saw, Lance Tooth.



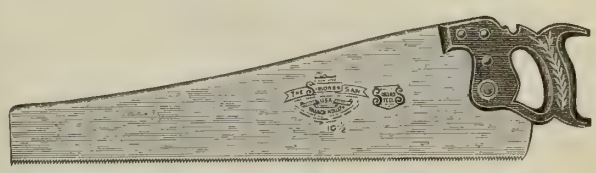
No. 315. Hollow Back Cross-Cut Saw.

Simonds Canada Saw Co.,

Limited

St. Remi St. and Acorn Ave., Montreal, Que.

Vancouver, B.C. **St. John, N.B.**



No. 10½. Sway Back Hand Saw.

Dressing the Store Window

is a big business-builder, no doubt—but—you've got to have the best of goods behind that window to hold the trade.

Take FILES, for instance. Why not stock the best—they're none too good for that discriminating customer of yours.

You'll never go wrong if you stock and sell

P H

TRADE MARK

Quality Files

They're the kind that attract and hold a good customer, for they are "The Standard of File Efficiency."

Port Hope File Mfg. Co., Ltd.

Port Hope, Ont.

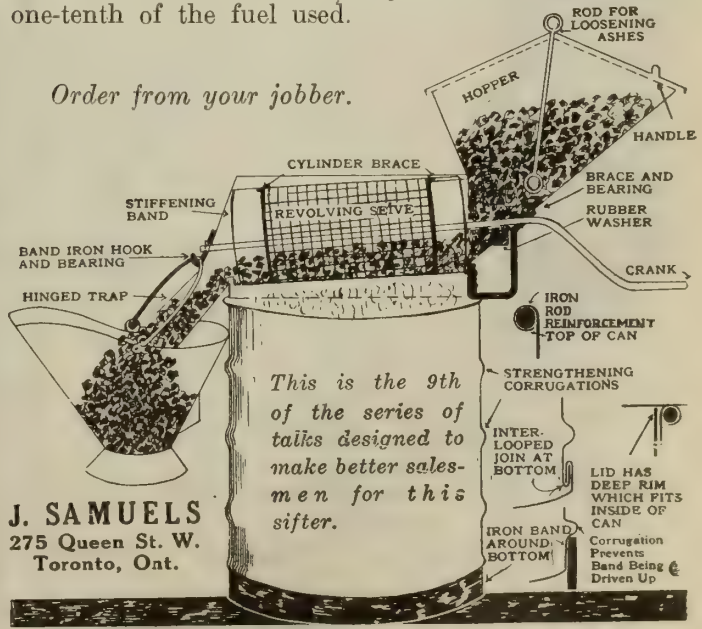
Ask Your Jobber.

SAMUELS' "CANADA" Dustless ASH SIFTER

SIFTING ASHES IS EASY

Samuel's "Canada" Dustless Ash Sifter has removed all the objectionable features from ash sifting. It's easy to turn the crank—the "Canada" does the rest without dust and without bother of any kind. It also recovers one-tenth of the fuel used.

Order from your jobber.



This is the 9th of the series of talks designed to make better salesmen for this sifter.

J. SAMUELS
275 Queen St. W.
Toronto, Ont.

If interested, tear out this page and keep with letters to be answered.

GOOD PUMPS
WITH
GOOD PROFITS

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.



Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps — for Force or Lift use — every size, style, kind, in our big catalogue.

Write

The R. McDougall Company
Limited
GALT, CANADA

METALS · CHEMICALS · GLASS
B&SH Established 1790

CHINA WOOD OIL
BARYTES
LITHOPONE
RED LEAD
LITHARGE
ORANGE MINERAL
ZINC OXIDE
BLUE VITRIOL
BORAX
GLYCERINE

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.
Canadian Sales Agents: United States Steel Products Company
Exporters for American Sheet & Tin Plate Company



"Belleville" Hardware
Makes Business Grow

A high reputation for service, general reliability and attractive appearance makes the "Belleville" hardware products easy sellers.

Hospitals, banks, government buildings, apartment houses, office buildings and residences of all kinds throughout Canada are equipped with "Belleville" Hardware.

Sell "Belleville" Products and you are assured of pleasing your customers and making good profits.

Belleville Hardware & Lock Mfg. Co.
LIMITED
Belleville - Ontario

COMFY WEATHER STRIP

Keeps Out Cold



Saves Lots of Fuel

Comfy Weather Strip is proving its worth all through Canada. Keeps out drafts and aids in making houses warm and comfortable during the cold months. It's a genuine fuel-saver. Your customers need it as never before in these days of high fuel prices. **Good profits.**

Sweat Collars, Housings, Top Neck Pads, Saddle Blankets.

Burlington Windsor Blanket Co.
LIMITED
Toronto, Canada

If interested, tear out this page and keep with letters to be answered.

The only way to mend graniteware permanently



MENDETS
A PATENT PATCH

Until "Mendets" came there was no device manufactured to mend graniteware or hot water bags so they would stay mended. Solder won't hold on graniteware, nor cement on hot water bags, but "Mendets" makes a permanent job in either case.

Wholesale Hardware Merchants Who Sell MENDETS:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co. Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.

Collette Mfg. Company, Collingwood, Ont., Canada

Twines and Wrapping Paper

BROOMS

First Cars 1917

Broom Corn

At Hand

Quality Goods may always be had by ordering our brands.

Wooden Ware Willow Ware Brushes

Walter Woods & Co.
HAMILTON and WINNIPEG

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO

MADE IN CANADA



It's a Pink anyway you take it, and it's the best Peavey made.

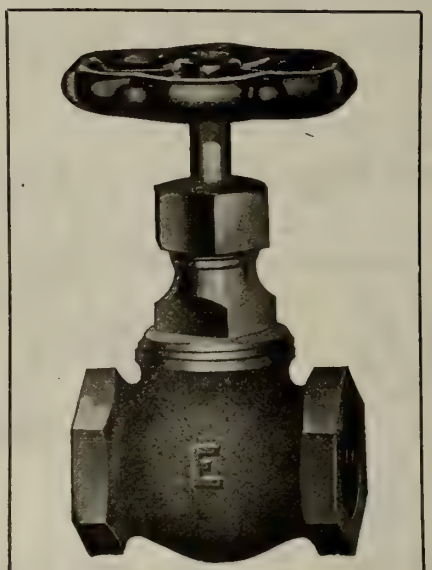
If interested, tear out this page and keep with letters to be answered.

EMPIRE MFG. CO., LIMITED

LONDON - - TORONTO

Brass Valves, Bibbs, Basin Cocks, Steam Stops, Plumbing material for country homes.

Water Closets,



A830

Bath Tubs, Wash Basins, Soil Pipe and Fittings, Iron Pipe, Iron Fittings.

Full Stock carried in London and Toronto.

SEND FOR OUR CATALOGUE ON RURAL PLUMBING.



Again in Demand

The wooden tub is back—the high cost of the metal tub is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue.

The Wm. Cane & Sons Company, Ltd.

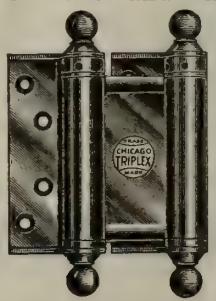
Manufacturers NEWMARKET, ONTARIO

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO TRADE CSB CO MARK **NEW YORK**

If interested, tear out this page and keep with letters to be answered.

Cotton and Wool Waste
Washed Cotton Wipers



Prompt delivery from stock on all our grades of Cotton and Wool Waste or Wipers.

SAMPLES WITH PRICES ON REQUEST

We also manufacture

Tents, Flags, Tarpaulins, Bags, Oiled Clothing, Nautical Instruments.

We are Leading Jobbers of

Cotton, Jute or Flax Twines; Cordage, Cotton Duck, Marine Hardware, Oakum, Pitch, Caulking Cotton, Candlewick, Fishermen's Supplies.

SCYTHES & COMPANY, Limited

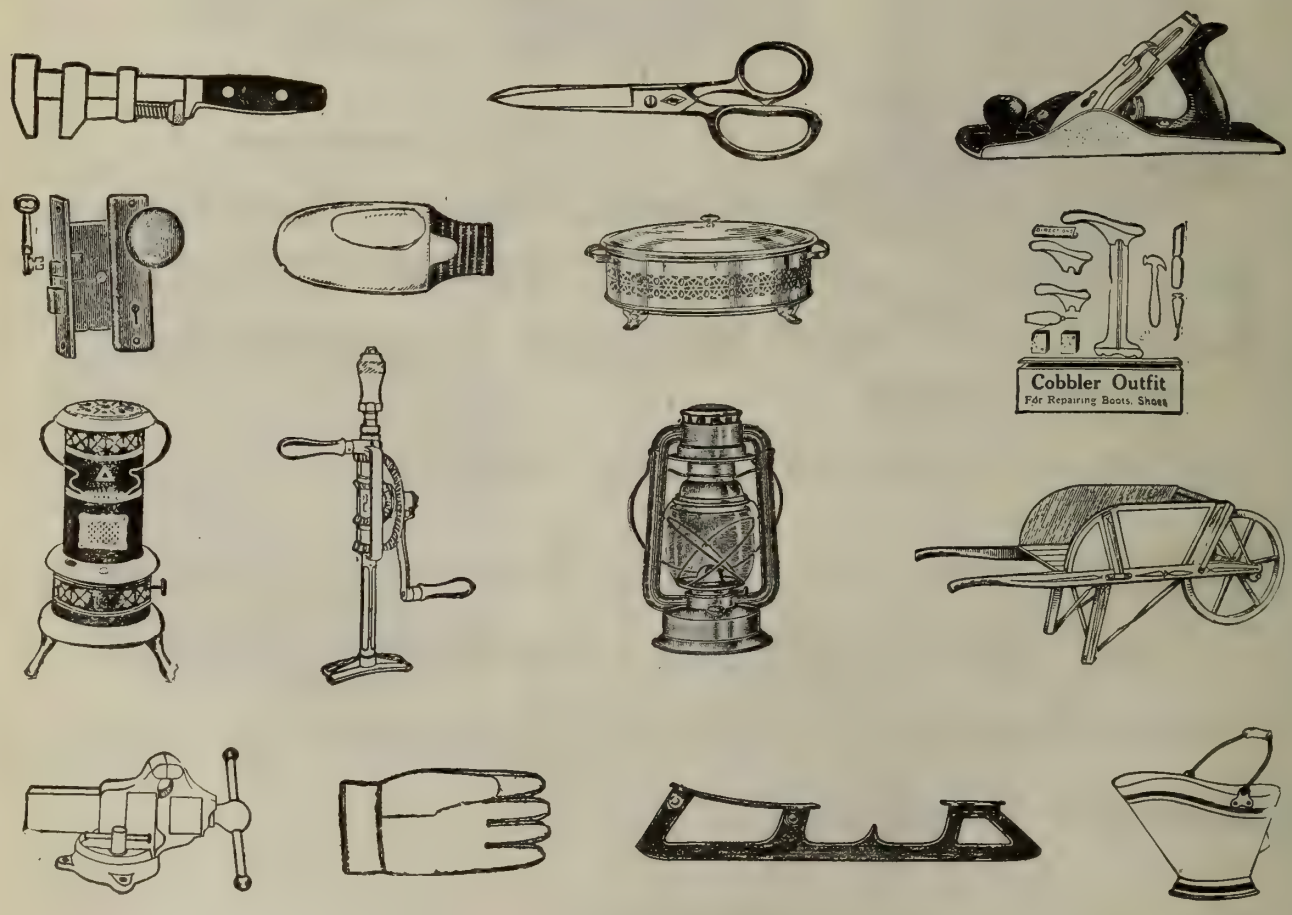
Toronto - - Montreal

If interested, tear out this page and keep with letters to be answered.

Ads That Pull

THE retailers who are securing best results from their newspaper advertising are those who are using illustrations in their advertisements. Just as a mail order catalog would be dead without illustrations, so is the average consumer advertisement when illustrations are omitted.

Canadian retail hardware merchants can secure attractive illustrations through HARDWARE AND METAL'S Electro Service. Mounted electros are supplied at a cost of 20c each. Booklet showing 365 electros will be supplied on request. Address below.



HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

143-153 University Avenue, Toronto, Canada

LONDON
HIGH GRADE

Never Varies in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.

LONDON - - - CANADA

Sales Agents, Ontario, Baines & Peckover, Toronto. Manitoba, Bissett & Loucks, Ltd., Winnipeg.

BAR IRON

NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company

43 EXCHANGE PLACE, NEW YORK

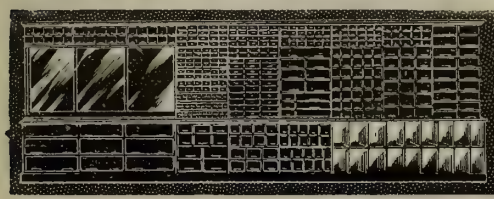
SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL, Manufacturers
Toronto, Canada



"DELTA" FILES

Build up a Reputation as a Dealer in the

BEST FILES MADE

Actual Demonstration has proven that *Delta Files* do better and faster work and outlive any other files made.

This means that dealers who sell *Delta Files* can place in the hand of their customers the best file service that exists.

It doesn't take long for the customer to appreciate this fact and repeat orders and new business follow with a certainty.

Get the *Delta File Agency* and you will get benefit of increased business that goes with the reputation of keeping the best lines. We supply dealers' selling helps.

DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg.

ALL LEADING JOBBERS

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

Acme Waste Mfg. Co.

Cotton and Wool Waste Manufacturers

482 Wellington Street West, Toronto, Ont.
5 Queen Street, Montreal, Que.

Western Representatives:

P. A. C. McINTYRE & CO.
206 Scott Block, Winnipeg, Man.

Write to any one of these places when in need of waste.

Enamels, Varnishes and Japans



Hard-drying, elastic, long-wearing Enamels and Varnishes, and all colors in Japan always in stock ready to ship.

Try us also for Bar Iron, Bar Steel, Band Steel, Angles; Carriage, Machine and Stove Bolts, Nuts, Rivets and Washers; Auto Curtain Fasteners, Handles and Locks, Bolt Ends; Turn Buckles.

C. KLOEPFER, LIMITED
44-50 Wellington Street East, TORONTO
Also at Guelph, Ontario

Arctic Metal

QUALITY

should be the first consideration when purchasing Babbitt Metal. Order Arctic Metal and satisfaction is assured.

"We guarantee what we make"

Tallman Brass & Metal Co.
HAMILTON, ONT.

Pig Tin, Pig Lead, Ingot Copper, Ingot Brass

SCRAP IRON, STEEL AND METAL

FRANK BROTHERS
83 Cannon St. E., HAMILTON, ONT.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

LACE LEATHER

in
Sides, Backs and Cut;
Raw-Hide and Tanned

W. TAYLOR
TANNER
PARRY SOUND, ONT.

If interested, tear out this page and keep with letters to be answered.

BRANTFORD

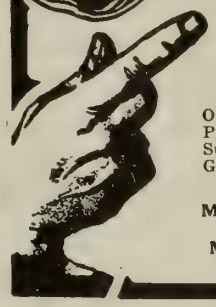
The Superior All Round

GLUE

You'll find that Glue sold in packages meets with much favor with the consumer—that's "Brantford" Glue. Very economical. Put up in ¼, ½ and 1 lb. packages.
Buy from your jobber.

CANADA GLUE CO., Limited - - Brantford, Ontario.

GERMANTOWN LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA
Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.
Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.
Messrs P. A. C McIntyre & Co., Winnipeg, Agents for Western Canada

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK
By FRANK FARRINGTON
A Companion book to **Retail Advertising Complete**
$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

BOLTS

Our large stock of **Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers,** assures quickly filled orders and prompt shipment. **Our quality and price please everybody.**

LONDON BOLT & HINGE WORKS
LONDON, CANADA

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our **CUTLERY**

By seeing that this exact mark is on each blade.

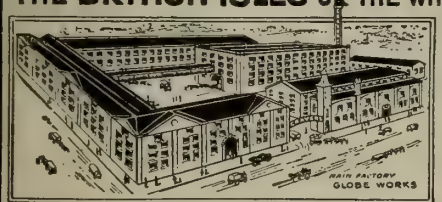
REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

Agencies WANTED FOR ENGLAND

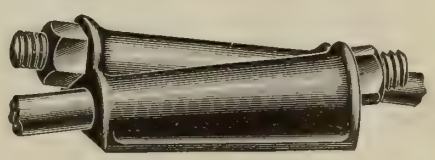
THE BRITISH ISLES OR THE WHOLE OF EUROPE



CRAVENS' PATENT LIMITED
CORPORATION STREET, MANCHESTER
ENGLAND

MALLEABLE IRON LUGS

SILOS
TANKS
PIPE LINES
KILNS, etc.



Variety of patterns for round and flat bands all sizes.

Silo Wrenches Washers

Otterville Mfg. Co., Limited
Otterville, Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BRASS SIGNS

Drop a card for prices and particulars.

AMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

"Climax" Paper Balers

Turn Waste Paper Into Money

FREE—10 DAYS' TRIAL.



12 sizes.

Made of Steel.

Reduces your fire risk.

Salesmen and Dealers Wanted.

CLIMAX BALER CO.
HAMILTON, ONT.

Make Your Own Paper Money



Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a

Peerless PAPER Baler

Strongest, simplest, most efficient and easiest to operate—Full particulars from
SPIELMANN AGENCIES RGD
45 St. Alexander St., Montreal.

WRITE TO-DAY

BLUE LABEL LAMPS

ALWAYS SATISFY
Made by
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

FOOD CHOPPERS



Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

BATH ROOM FITTINGS

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

NORCROSS Garden Cultivator-hoes



"Used the World over"
Send for Catalog
C. S. Norcross & Sons, Bushnell, Ill.

TRADE SAWYER MARK Registered

STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG

The PARMENTER BULLOCH CO., Ltd

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessitities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

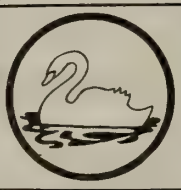
It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK



Ask your wholesaler for **SWAN WEATHER STRIP**, guaranteed to keep out dust and drafts. Attractive, durable, efficient, cheap. Saves lots of fuel. Easy to sell. Handsome profits. For doors only.

SWAN MFG. CO.
Winnipeg, Canada



Strong, Serviceable Trucks of all Kinds

Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

John Watson Mfg. Co., Ltd.
Winnipeg



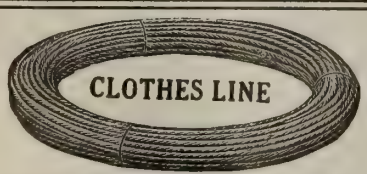
"VIO!A" Cabinet PHONOGRAPHS

Registered

Write for splendid agency proposition. Easy to sell. Big Profits.

Dominion Sewing Machine & Phonograph Company
300 Notre Dame Ave., Winnipeg, Man.

This Space is Yours For $2.50 On Yearly Order



Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE

Smoothest and most pliable made.

Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.



ICE TOOLS

Every Farmer, Butcher and Dairyman cuts ice. We have a tool for every use. Write for particulars and prices.

We also have a full line of Snow Plows, etc., for municipal work

ROBERT DONALDSON & SONS, Montreal

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts Boiler Rivets, Tinners' Rivets, Etc.

TRADE MARK

WROUGHT PIPE

Black and Galvanized, sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL

Mention This Paper When Writing Advertisers

Quality Equal to the Best. Service Better Than That.

BOLTS
NUTS
SPECIALS



RIVETS
NAILS
WIRE

Winnipeg
C. C. CARTWRIGHT
85 Water St.

THE NORTHERN BOLT SCREW & WIRE CO., LTD.
Owen Sound, Ont.

Montreal
EDWARD ROY
75 St. Timothy St.



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.



Standard Tube & Fence Co.
LIMITED

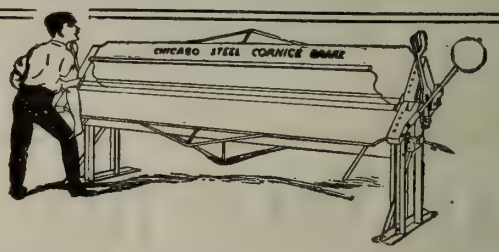
Manufacturers of

Woven Wire Fencing for Farm and Ornamental purposes, Farm and Ornamental Gates, Steel Tube Fence Posts, and a full line of fencing materials,

also

Butted and Welded, sizes 3/8" to 2", 14 to 20 gauge.

WOODSTOCK **ONTARIO**



CHICAGO STEEL BENDING BRAKES
MADE-IN-CANADA

Are the most economical, most accurate and have the most simple working arrangements of any brake made.

WRITE FOR CATALOG AND FULL PARTICULARS.

The Steel Bending Brake Works Ltd., Chatham, Ont.



Why not stock these lines, which will bring you good results.

Ironing Tables, Garden Seats, Sleighs, Folding Chairs, Kiddy Karrs, Toboggans, Lawn Swings, Iron Washers, Mail Boxes, Chair Seats, Snow Shovels, Games, Knife Sharpeners, Auto Tyre Vulcanizers, Orange Peelers, Sifting Shovels, Croquet Sets, Hibernocycle, Tennis Rackets.

J. E. Beauchamp & Co., Montreal

Agents: Lynch & Manley, Toronto, Ont.; H. C. Brennan Co., Ottawa; Landry & Simard, Quebec.

BIG

RESULTS
from small investments. Read Hardware & Metal's Want Ad. Page.

Outselling the old-fashioned hoe



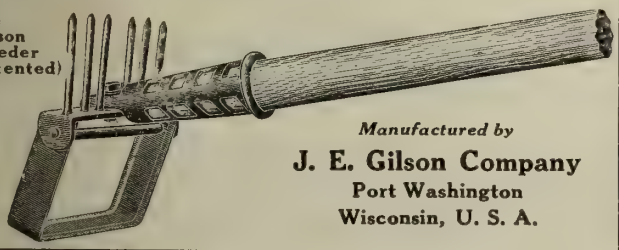
Liberty Adjustable Cultivator-Weeder.
(Patent applied for)

Wherever they have been introduced Liberty Cultivator Weeders and Gilson Weeders are rapidly ousting the hoe from popular favor. Anyone who has ever used a hoe can see at a glance that these new Gilson tools are more effective and will save time and labor. It won't take Gilson Tools long to "catch on" in your locality. Order from any of these jobbers:—

The Rogers Hardware Co., Charlottetown, P.E.I., T. McAvity & Sons, Ltd., St. John, N.B., Kennedy Hardware Co., Toronto; Lyons & Marks, Toronto; J. H. Ashdown Hardware Co., Winnipeg; Wood, Vallance, Ltd., Winnipeg; Wood, Vallance & Adams, Ltd., Calgary, Alta.

Gilson Garden Tools are being regularly advertised in MacLean's Magazine and Farmers' Magazine. This publicity will bring direct business to the dealer who has the stock to handle it.

The Gilson Weeder (Patented)



Manufactured by

J. E. Gilson Company
Port Washington
Wisconsin, U. S. A.

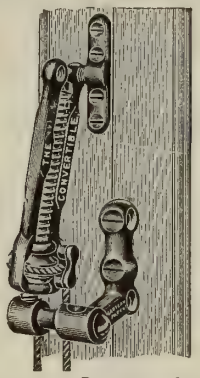
JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.
Contractors to the Admiralty and War Office

The "CONVERTIBLE" Patent FANLIGHT OPENER

Simple
Effective
Compact



1796 Iron
⅜ screw
½ screw
1795 Brass
⅜ screw
½ screw
1797 Gun Metal
⅜ screw
½ screw

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable and Reliable Door Springs

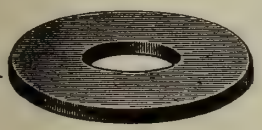
FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

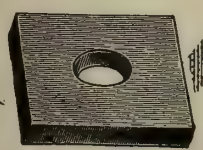
Architects' Own Designs and Special Requirements Carefully Executed. Our new Catalogue, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto. Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

Wrought and Steel Plate WASHERS

of all descriptions





Annealed Rivet Burrs.
Felloe Plates.
Sheared and Punched Plates.
Malleable Washers and Cast Iron Washers.

Round & Square
Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

Wire Bale Ties

There is profitable business to be had in Wire Bale Ties from the hay pressers in your district. This is clean-cut business, bringing goodly returns without necessitating the loading of your shelves with stock. We specialize on this line, carry a large and varied stock, and have the greatest capacity of any like firm in Canada.

We manufacture wire in all sizes and in many varieties, such as Wire Nails, Wire Barrel Hoops, Staples, O. & A., Broom, Brush, Mattress and Florists' Wire, etc.

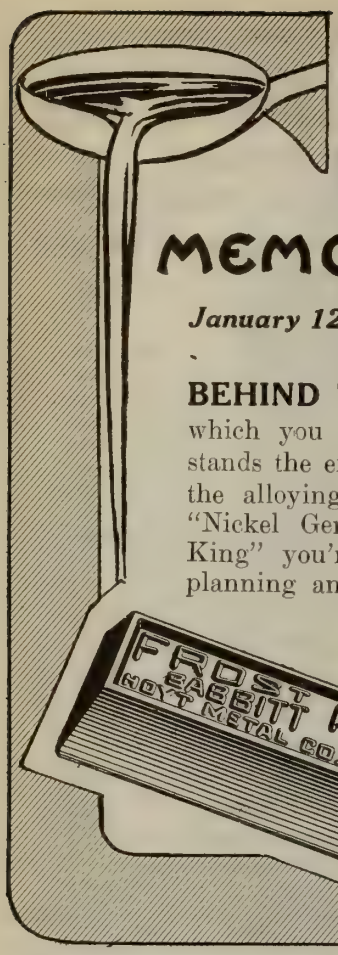
Ask for quotations on your requirements.

The Laidlaw Bale-Tie Co., Ltd.

A. T. Diggins, Toronto, Ont.
Harry F. Moulden & Sons, Winnipeg, Man.
H. E. O. Bull, Montreal Que.

Head Office and Works: HAMILTON, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.



HOYT METALS

MEMO

January 12th

for your Babbitt Metal file

BEHIND THAT BAR OF HOYT BABBITT METAL

which you pass out to your customers stands the experience of over 40 years in the alloying of metals. Whether it be "Nickel Genuine," "Trojan" or "Frost King" you're selling, that 40 years of planning and experimenting and studying gives you the mighty comforting insurance that you're giving your customer a metal that will do its work most efficiently.

Sell your trade Hoyt Metals and know the pleasure and profit a really good metal can bring.

Ask us about prices.

HOYT METAL CO., Toronto

NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.

Stockdale Lectures for You!

These lectures throb with vitality, solving many problems which confront all lines of business.

Under the following captions one of America's foremost Retail Merchandising Experts gave in a clear, lucid style the why and wherefores of the success and failures in retail stores:

"Many Businesses Wrecked by Details"
"How to Make Figure Facts Earn Profits"
"How to Measure the Value of Turnover"
"How to Get the Information the Customer Wants"

We had these four lectures printed in pamphlet form for distribution among the trade.

Send for your copy TO-DAY. The supply is limited.

The MacLean Publishing Co., Limited

153 UNIVERSITY AVENUE, TORONTO

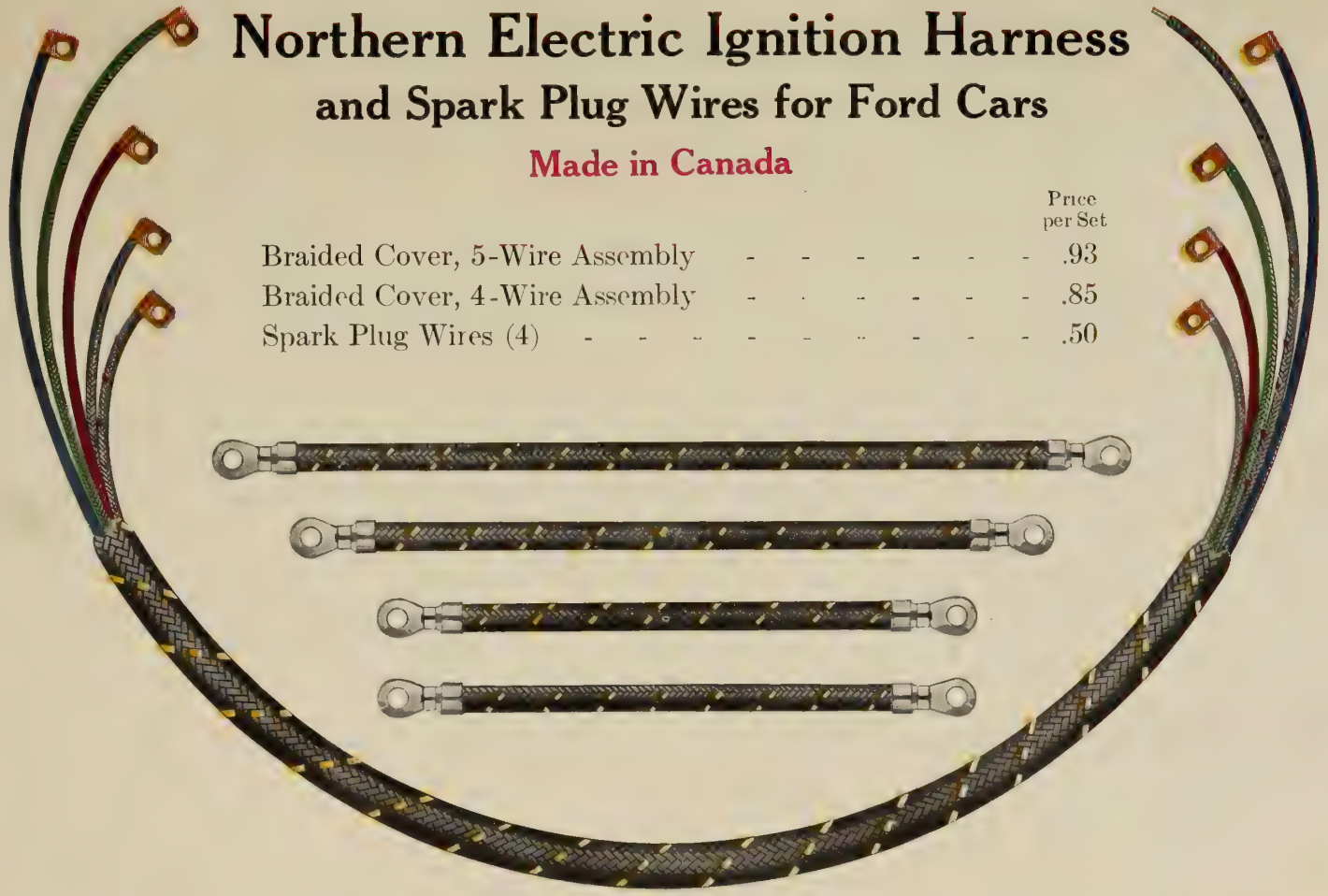
If interested, tear out this page and keep with letters to be answered.

Northern Electric Ignition Harness

and Spark Plug Wires for Ford Cars

Made in Canada

	Price per Set
Braided Cover, 5-Wire Assembly	.93
Braided Cover, 4-Wire Assembly	.85
Spark Plug Wires (4)	.50



Northern Electric Company
LIMITED

MONTREAL TORONTO REGINA
HALIFAX LONDON CALGARY
OTTAWA WINNIPEG VANCOUVER

Automobile Accessories

WE desire to announce that for the season of 1918, we will stock Automobile Accessories at all of our houses, and are prepared to furnish service from Halifax to Vancouver. The following is a list of some of our important lines:

Automobile Fuses
Black and Decker Lectroflaters
Canoe and Bicycle Lamps
Curtis Garage Compressors
Dash and Trouble Lamps
Dome Lamps
Electrical Instruments, Weston & Hoyt
Ford Harness Sets, N. E. Co.
Head, Side and Tail Lights
Jewell Battery Gauges
Lamps, Sockets, Auto and Motor Boat
Lighting Outfits, Carleton
Lighting Supplies
Lighting and Dimming Switches
Platinum Vib. Parts and Brushes
Searchlights, Auto and Motor Boat
Spark Coils, Auto and Marine Types
Spark Plug Wires, N. E. Co.
Timers
Transformer Coils and Switches
Van-Sicklen Dim. and Intensifier
Wires and Cables, N. E. Co.
A. C. Spark Plugs
Boyce Moto-Meters
Bumpers
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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXIX. TORONTO, JANUARY 12, 1918 No. 2

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A dealer will always be ahead in dollars and cents when he puts the profitable goods where customers' eyes cannot miss them. People usually know what common necessities they want. But high-class special lines like O-Cedar Polish, though well advertised, *may* be overlooked by your customers if placed under the counter or in a dark corner.

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO JANUARY 12, 1918 No. 2

Where Successful Methods Win Out

Five Months' Successful Experience With Auto Accessories Creates Enthusiasm — Merchandising Methods Adopted by Aikenhead Hardware, Limited, Retail Store Bringing Results—Showing the Goods Important Factor.

"FIVE months' experience with an auto accessory department has fully convinced us that we have been none too soon in classifying all goods sold to motorists under their proper heading, arranging store and window displays, and going after this business aggressively. The results attained since opening this department have exceeded our expectations and prospects for 1918, when we will have had an opportunity of getting our stock complete, are very bright." In the foregoing words Wilfred Aikenhead, of the Aikenhead Hardware, Ltd., retail store, Toronto, summarized the auto accessory situation in relation to their own business.

One thing which impressed HARDWARE AND METAL'S representative particularly is the fact that only since August has this department been running—during a period really when some dealers would be considering the sale of accessories almost over has this firm stepped in and met with a measure of success which has resulted in developing great enthusiasm and planning big things for the present year.

Classifying Auto Accessory Lines

Prior to the creation of a special auto accessory department, many lines of tools, etc., called for by motorists were carried in stock, but there was no special appeal made by which he would know that this hardware store could supply these items and probably many more. This store's customers for all other lines of hardware were drifting to the garage or other hardware store for their auto supplies, and it is not hard to determine what often happens when a customer is forced to go to another hardware store to secure anything. He looks upon the other store as the one catering to all his needs—it has the up-to-date spirit which this customer likes—it sells the goods he wants—he transfers his trade.

Holding Your Customer's Trade

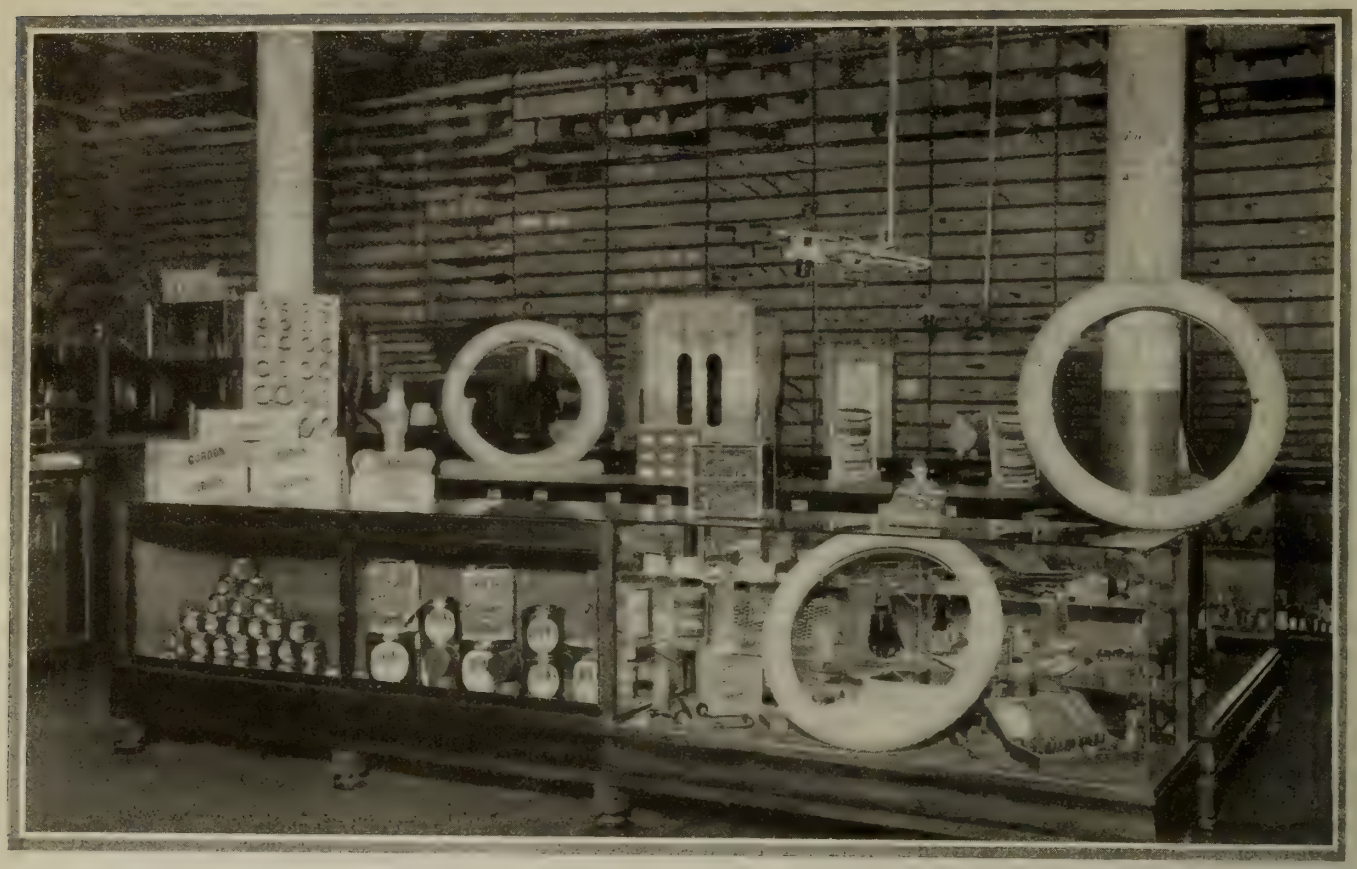
The question, then, of holding customers is one which must be considered, and a very important factor this is in the success or otherwise of any merchant. Mr. Aikenhead pointed out that the number of new customers for auto accessories was growing rapidly, but one of the biggest factors in the rapid development of their auto accessory department was the interest evidenced by their regular source of trade. This point, then, would loom up as one which undoubtedly all merchants have experienced in branching out into this line, and with those not yet going after this trade should be given careful thought.

How to Add New Department a Problem

In the Aikenhead store space was at a premium; every department wanted more



Getting the eyes of the public through the medium of the store window is the policy of the Aikenhead store. Auto accessories are featured almost constantly in one of the store windows, a re-arrangement of the lines shown keeping the window attractive and serving to keep up interest.



An attractive arrangement of display cases such as the above serves to draw attention to the auto accessory lines which have only recently been added to the stock of the Aikenhead store. The prominence given the line may be taken as evidence of the importance placed upon it by the store management.

room than it already had. How then could auto accessories be given consideration? Why should departments already successful and growing be forced to accept smaller quarters for a new line which at best was uncertain? But was it uncertain? That was a point on which Mr. Aikenhead was willing to accept full responsibility, and the result has been that on the ground floor, immediately to the right as one enters the store, three big show cases make their appeal from the standpoint of the auto accessory lines. In addition to the displays arranged in these cases, one display window is at all times working to stimulate trade for this department. The results already achieved have been outlined, and that business in any other department has suffered is most decidedly not the case—rather has the reverse been true. To those merchants whose plea for not taking up the sale of auto accessories was lack of space, this firm's experience should give conclusive evidence as to their importance and probable stimulus to business in other departments.

Showing the People the Goods

It has been the aim in the Aikenhead store to have on display in their show cases and in the windows a comprehensive showing of the entire range of goods which might appeal to the motorists. It may so happen that the tools called for by the auto owner are still sold over the tool department counters, but in the cases these will be found on display. The same might be said of flashlights and batteries—whereas the automobilist sees these with tire reliners, patches, piston rings and gaskets, the actual sale may develop in the electrical department. This is one method of overcoming shortage of store space, and it will be seen that no opportunity is missed of bringing to the attention of prospective customers that their entire needs can be looked after.

The actual arrangement of the goods is decidedly attractive. The cases are arranged in the shape of a horseshoe, especially made so that large displays are possible, and at the back surplus stock can be carried. Such lines as shoes, reliners, spark plugs, gaskets, locks, radiator cement, etc., are shown, as well as tires, pumps and jacks. Display stands on which many small lines are featured are given prominence, and a hanger, on which are the various sizes of piston rings sold, is within sight and reach of all. The window display is always given careful thought and changed regularly, the main point being considered attractiveness and the displays are arranged to have this desirable feature.

Sale of Garage Hardware Increasing

One of the biggest factors in the auto accessory game as found by this firm is the sale of garage hardware. Whereas two or three years ago the feeling seemed to be that anything was good enough for a garage, this idea is becoming extinct, and the tendency now is towards a building which will really house the car. The natural result of this feeling has been an increased sale of real good hardware, and in addition such lines as garage heaters, tire pumps, etc., have enjoyed far larger sales.

In the construction of homes to-day the garage is considered as part of the building contract; it is a necessary adjunct whether for the owner or built for sale. Even those renting houses to-day want to know about the garage, so it should not be difficult to develop this branch of the business.

Care in Buying Essential

In speaking of the great range of goods now being classed directly under the auto accessory heading, the question of new lines, many of which are novelties, came up. In outlining how necessary it had been to go over every line bought very carefully, watch to see that no jokers were slipped in, one point of decided interest cropped up, which Mr. Aikenhead explained as follows:—"There has been such extensive national advertising done by many manufacturers that a demand exists for their product, and to meet this we have added their lines to our stock. It may be hardly right to say that we do not recommend these lines; they are probably quite all right in many respects, but they do not meet with our ideas entirely. This resolves itself into a case where extreme care must be exercised in buying, for if our judgment is worth anything it is that many lines now on the market will have a very limited sale. However,

(Continued on page 47.)

$200,000,000 Canada's Motor Investment

Distribution More Generalized in 1917—Investment Reaches Enormous Total — Products of Canadian Factories Showing Big Increase—One Car to Every 39 of Population

THE sale of motor cars in Canada during 1917 has been marked by a more general distribution throughout the country than in any previous year. Particularly in the west has this been noticeable, but it is apparent that all rural communities have been large buyers, whether due to the increasing measure of prosperity enjoyed by the farming classes, by the intensified good roads propaganda or by the general campaign of motor car education.

Canada has made a very definite gain as a car-owning country during the past year and it is estimated that the number of cars now owned in this country reaches within a few of 200,000. This means that there is one car to at least every forty persons which compares with a ratio of one to sixty shown by last year's figures.

Investment Reaches Enormous Total

There is bound to be a certain amount of guess-work in placing a valuation on Canada's investment in motor vehicles, but among automobile men it is assumed that $750 would represent the fair average value of each car purchased. On this basis, it is a matter of easy calculation that this country has a present investment of $150,000,000 in cars. To this original outlay then must be added cost of equipment and accessories. For these it is estimated that every car owner spends at least $100 in a year which makes a total reaching $20,000,000.

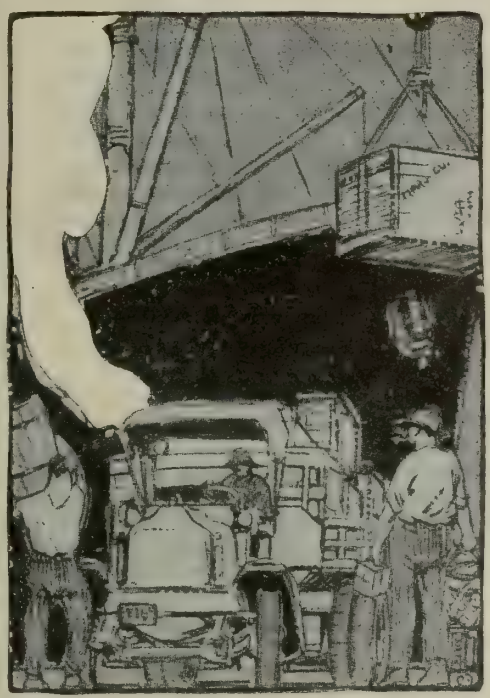
Adding to this the expenditure on gasoline and oil and when other incidentals are considered, it may safely be assumed that Canada's total investment in motor cars for the past year represents an outlay of $200,000,000. No greater evidence is necessary in determining the commanding position that the automobile trade occupies among the industries of the Dominion.

Where Canadian Industry Stands

How much of this vast expenditure goes out of the country and the amount spent at home is difficult to determine, but Canada's capacity to take care of its own demand is increasingly evident and may to some extent be calculated. Registrations in Canada for 1917 represent, roughly speaking, an increase of 80,000 cars over those for 1916. In addition to these must be considered the number of cars that were scrapped, so that in the neighborhood of 100,000 new cars were operated during the past year. These represent a value of $75.000,000, and the value of the output of Canadian factories for the past year is calculated at about $60,000,000.

A review of imports shows that during the first six months of the present fiscal year, April to September, inclusive, motor vehicles, parts and tires, to the value of $13,144,405 were brought into Canada. This compares with a total of $17,056,685 for the fiscal year ending with March, 1917, it will be seen, however, that the imports of passenger cars in the six months almost equalled those of the entire preceding year, while the value of commercial vehicles brought in almost doubled, and that of tires imported showed a marked increase.

It is impossible to secure definite figures as to the value of the product of Canadian factories but an estimate of their growth can be arrived at in comparing government census statistics of 1910 with the special business census



taken in 1916 for the preceding year. These show the value of the product for eight establishments in 1910 at over six and a quarter millions of dollars—whereas in 1915 the amount reached about twenty-four and a half millions. Repairs and accessories for 1910 amounted to considerably less than $200,000 but in 1915 the value of the product totalled about four and a half millions.

There are now twelve automobile factories in operation in the Dominion. The number of accessory manufacturers can only be estimated, but it is notable that their growth has been most marked during the past three years, and they are now believed to be supplying 20 per cent. of the total demand for automobile supplies and equipment within the Dominion. This is, of course, outside of the tire business for which it is claimed a much greater percentage is controlled in Canada for the Canadian trade.

In considering the growth of the motor truck business in Canada, difficulties at once arise in view of the fact that few of the provinces have in the past kept separate records of the passenger and commercial car registrations. In 1916 when the first record for Ontario was kept, about 2,800 trucks were reported but in 1917 this increased to nearly 4,600 which represents a percentage of increase almost identical with that shown in passenger cars. In Quebec a steady growth is noticeable in the number of commercial cars registered, having had 396 in 1914, 534 in 1915, 741 in 1916 and 1,100 in 1917, so far as has been reported. The truck registrations parallel those in Ontario in that they are in the neighborhood of five per cent. of the total. Working on that basis it may be assumed that Canada has not less than 10,000 trucks in operation.

How Cars Are Distributed

Almost one-half of the total Dominion registrations are credited to the province of Ontario. A factor in this situation is undoubtedly the fact that the twelve companies now engaged in the manufacture of automobiles in Canada are located in the province, and this fact has also served to attract by far the greater proportion of accessory manufacturers. Ontario has progressed splendidly in the matter of good roads and presents a very fertile field for the automobile agent, and rural communities have of late become very liberal purchasers.

Figures of automobile registrations in each of the provinces for 1917 show Ontario with a total of about 85,000; Saskatchewan is next with 33,000; there is not much difference between Quebec and Alberta, the eastern province leading with 22,000 and Alberta close on her heels with 21,000; Manitoba with 17,500, and British Columbia with 12,000 complete the western provinces; next in order follows Nova Scotia with 5,700; New Brunswick with 5.100 and Prince Edward Island with slightly over 300.

When it comes to figuring percentage of increase for the year, the Province of Prince Edward Island has the lead, having six times the number of cars it had in 1916, when only fifty were registered. This was, of course, due to the oppressive regulations, it being permissible to use cars only on certain days of the week and only on certain roads. But the breaking down of prejudices has been working gradually, and there are now over 300 cars on the Island, including six motor trucks.

The Prairie Provinces have reflected the prosperity of the farmers in that figures show double the number of cars in Alberta and Saskatchewan. Manitoba has made an almost 50 per cent. increase, while British Columbia has added about 35 per cent. to its quota.

Get Your Goods in Early

Ordering Goods Freely Now Will Reduce Congestion Later on — Already Incoming Shipments Delayed From One to Three Months—Situation Serious, but Undercurrent of Optimism Prevails

RETAILERS, for their own sakes, will give the jobbers a free hand in making shipments of booked orders on receipt of the jobbers' stocks if they want to make sure of having the goods when the real demand comes. Getting your goods a month or six weeks ahead of the usual time is far better than experiencing a delay of a week or ten days when the season is on you and this latter is a condition likely to result with those merchants who hold back. "By keeping up a normal flow of orders through the winter, merchants will do much towards avoiding congestion and stand a far better chance of securing the merchandise they want"; this outlines opinions expressed to HARDWARE AND METAL representatives in an investigation into the supply and transportation of merchandise during the next few months.

Many factors enter into the conditions which now exist and whereas jobbers always have advocated early shipment of goods on which datings are given, it is generally felt that retailers will be displaying excellent judgment in anticipating all their wants well in advance of the actual demand this year. It has been suggested that retailers give the jobbers a free hand to make shipments as the goods arrive without even the necessity of correspondence which must mean more or less delay. Every means by which the orders can be handled expeditiously should be employed and it is not by any means in the sole interest of the jobber that the situation is emphasized so strongly.

Traffic conditions in the United States are even worse than the average man thinks. Coal shipments have been given priority over everything else and whereas splendid things are expected from the recent government action in taking over the railroads, it will be weeks and even months before anything approaching normal can result.

Incoming Shipments Delayed

A very large proportion of Canada's hardware comes from across the line and it was pointed out that many shipments have now been in transit for a period of from one to three months with no indication as to when delivery may be expected. One specific case was quoted in which a jobber had occasion to look up an invoice just prior to HARDWARE AND METAL'S call. The date of the bill of lading on this invoice was October 21, 1917, and no word of the shipment, which was coming from across the border, was available. This jobber stated further that in compiling statistics of goods in transit for their inventory, the amount was found to be five times greater than normal.

This presents a mighty strong reason why even sorting orders should be placed well in advance. The inventory in most hardware stores will be completed by the end of this month and merchants will be familiar with all lines which they are needing. At that time, place your orders for your shelf hardware requirements for the next three months at least—the entire list may not be shipped at once but you will have first call on stock when it does arrive.

The situation is very serious and it is impossible to forecast what the next six months may bring forth. Government control of the railways will, it is expected, bring a measure of relief. All goods are to be routed the shortest way notwithstanding any instructions which those placing orders may have given. This should eventually prove a benefit but it will take some time for details to be worked out.

Priority will be given to essentials which will keep the war industries at full pressure. That is to be expected, of course, and by the time relief from the coal situation is effected, there will be thousands of tons of goods piled up to be transported. Once a working basis has been established, and only then, can the transportation question approach a satisfactory solution. It does not look at present as though much relief could be expected for another six months at least and consequently hardware shipments will very likely come along slowly.

A few details in respect to conditions in New York, which to a greater or less extent prevail in other centers of the United States, are given, not with the idea of casting gloom but to bring realization of their seriousness and how they will be a factor in the situation for some time to come.

It is stated that in New York harbor ships are frozen into their slips. Shippers are going from one pier to another trying by every means to get transportation companies to accept their shipments. The railroad situation is equally bad and the unusual cold weather which has prevailed has played havoc with locomotives, many of which have had to be taken to the roundhouses to undergo repairs. In office buildings in New York, occupants of space on the twentieth or thirtieth story after walking up to their offices have found them cold and practically impossible of occupation. Broadway is dark six nights a week. Through it all, however, business men are showing they are good sports and looking ahead to a brighter side. In their attitude of optimism then, lies the hope of the hardwaremen in Canada.

At the present time hardware jobbers' stocks are in fairly good shape and by anticipating their requirements early retailers will not only stand a better chance of securing what merchandise they need but will reduce possibilities of congestion. The scarcity of labor is such that hardly the same standard of service can be expected but retailers can do much towards easing the situation if they only will.

In spite of the element of uncertainty which exists in some respects, jobbers generally are optimistic in their attitude toward business for 1918. The number and volume of booked orders for shipment during the next few months is large and by co-operation with the jobber in the matter of shipments retailers will avoid unnecessary delays in receiving their goods which means a great measure of satisfaction.



Drastic Demurrage Regulation in States

Heavy Charges Imposed for Tardy Unloading—How Will This Affect Hardware Lines in Canada?—Will it Affect Glass? —Opinions of Leading Men in Touch Say No

FOR the time being the advanced freight rates—not yet absolutely effective and strongly protested against in Manitoba by the provincial government—have not affected hardware prices. In the opinion of several authorities previously quoted there is no doubt that hardware must eventually be affected by increases in freights, and the general precaution of ordering reasonably ahead of immediate requirements is being taken by those dealers in a position to do so. By the time additional freight rates have begun to tell on cost of goods, wholesalers' associations will have taken the necessary steps for the distribution of the additional cost through retail channels to the consumer who of course bears such charges eventually.

A Demurrage Development

The railway situation requires close watching in Canada on account of the vigorous action of the United States Government in connection with freight transportation problems, and the close harmony that must inevitably exist between United States and Canadian authorities in all matters of railway administration.

On Wednesday morning announcement was received in business circles of a new and very drastic regulation effective in the United States as to demurrage. Briefly the requirements are that forty-eight hours after a car is spotted in United States railway yards a charge of three dollars a day for demurrage becomes due for the first day after the forty-eight hour limit, four dollars for the next day, and for each succeeding day a dollar a day additional so that at the eighth day the car is costing in demurrage ten dollars a day. After the eighth day there would probably be room for still more drastic action if a car were left that long unloaded. This regulation is effective in the States after January 21. Whether it will come into force also in Canada is not by any means certain. The condition of car shortage in Canada is not as acute as it is at present in the States.

Will This Affect Hardware Lines?

Asked whether this demurrage regulation might possibly have an effect on hardware lines through its operation in the States Thos. B. Williamson of H. S. Howland Sons & Co., Toronto, said that he did not think it would. "We don't pay demurrage on a car more than perhaps once a year," he said "and as a matter of fact we are anxious to get the goods out of the car while it is still rolling to us so to speak."

Presumably in these times especially United States hardware firms are similarly anxious for the goods so that the demurrage item over there is as in Canada negligible as a factor affecting hardware prices. But the drastic nature of the regulation shows how badly cars are needed.

"That new demurrage regulation has been imposed in the States simply to set cars free as fast as possible for use for other purposes," said Geo. T. Pepall of Samuel, M. & L. Benjamin and Co., (Metals) Toronto. "There are people who find it cheaper sometimes to store in the car than to unload. The regulation aims at them as the cars are so urgently needed. As to its effect in Canada, I hardly think it will be felt to any extent on prices. There have been no further developments in freight conditions here since the announcement that there was to be an increase."

Would It Affect Glass Prices?

Canadian supplies of glass come so completely from the United States that anything heavily affecting U. S. railway transportation costs might be felt quickly in the direction of glass. In the opinion of F. Hobbs of the Consolidated Plate Glass Co. of Canada, Toronto, the demurrage regulation is not likely to bear on glass manufacturers.

"The materials used in making glass are in the nature of coarse freight, sand, etc.," said Mr. Hobbs, "and these materials can usually be dumped quickly from the cars, while there is no need for using the cars as storage places for them. Therefore while any expense added to railway costs may affect glass in the States and in Canada accordingly, I don't think this one will cause any appreciable advance in glass prices."

Is Freight Advance Economical?

An interesting opinion as regards the freight advances not from a hardware merchant but from a wholesaler of foodstuffs is that the policy of granting advances in freight rates to the Canadian railway companies is not entirely the best in the sense of national economy from the point of view of the nation at large.

"It would pay the country better, I believe," said this business man "to grant the necessary millions to the two weaker railway companies which decidedly need support to carry them along in these times, and to let the strong company fend for itself at the present basis of freight charges. It seems adding to the expense which has to be borne by the consumers after all, that is the people of the country, to give the strong company an equal share in the grant the people are giving the railway companies through this advance in freights. It's the people who pay it anyway, and whether it is paid to two companies who need it in the form of a grant of some millions, or in advances in freight rates distributing the millions they mean over many contributing consumers, the result works out the same. But I feel that in the case of a

(Continued on page 53.)

Coal Shortage Curtails Sheet Output

Scarcity of Coal Main Factor in Reducing Production of Sheets —Labor Supply Short—Car Shortage a Disturbing Influence

"THE main trouble in producing sheets at this time is the scarcity of coal." In these words the situation in respect to the production of steel sheets was revealed by A. T. Enlow, president of the Dominion Sheet Metal Co., Ltd., of Hamilton, Ont., to HARDWARE AND METAL on his return from a ten days' visit in the mill district. Continuing Mr. Enlow said: "There is at present a very small available supply of coal in the mill district, some mills having none at all and being forced to shut down tight.

"As regards labor the supply is by no means adequate to the needs of capacity production and whereas the advent of warmer weather later on will in a measure ease off the coal situation, it also means less available labor in the steel plants.

"The transportation facilities are by no means equal to the needs of the producers. This was brought home to me," Mr. Enlow explained "when I visited one plant where I saw three cars of sheets for government use going out loaded but there were over 600 cars of other materials in their warehouses ready to ship and nothing in which to load same. For more than two weeks this plant has been closed as they feel it is useless to produce when no means of transportation exists.

"The supply of sheet bars is very small and the difficulty in delivering from the steel plants to the sheet mills can be determined from the shortage of rolling stock. There are, of course, some plants which are self contained and on this account do not experience this difficulty.

"One redeeming feature in the sheet situation is that spelter is easy but here again the difficulties in respect to transportation are prominent. Many mills or galvanizing works have spelter bought but the shippers cannot secure cars to make deliveries.

"In general, I would say, that this means a slack supply of sheets for several months to come. It is true better weather will solve a great many of these problems but it is then labor will get scarce. Prices have been extended to April 1, and it would appear that the government will make further extensions then unless some material change develops not at present expected."

What Hardwaremen Are Doing

Advertisements of Hardwaremen Throughout Canada — How Christmas Trade Was Solicited—Timely and Seasonable Features—Some Merchants Now Having Stock-Taking Sales

"IF it's hardware, get it at Gillespie's," is the slogan appearing in the top and bottom border surrounding an attractive advertisement of R. GILLESPIE, HARDWARE, OXBOW, SASK. Continuing, it says in part: "You will find an up-to-date stock at lowest market prices" and then a list including foot warmers, ——— oil heating stoves, garbage pails, hand sleighs, weather strip, tank heaters, skates, etc., is given with prices applying to same. Supplementing this list the ad says: "I carry a complete line of ——— stock and animal food, also remedies of all descriptions. I also carry a nice assortment of high grade articles suitable for Xmas gifts, including the following: mahogany, walnut and antique trays; casseroles; pie servers, coffee percolators, silverware and cut glass in great variety. My motto—a square deal to everybody."

This advertising is very seasonable and the Christmas appeal is by no means lost sight of. Prices on the goods is a very effective feature of the ad.

* * *

An appeal to the housewife has been made by BENT & COHOON, LTD., HARDWARE, NEW GLASGOW, N.S., in an advertisement carrying the heading: Help Conserve the Nation's Rations. The ad says in part: "The Canadian housewives are the first line of defense in the war against waste. Food must be saved if this war is to be won. Service in the home as described below will help you do your bit in the national economy campaign. ———Bread Mixer. Delicious whole wheat or graham bread can be made as well as white bread. There is no waste of materials and the entire mixing and kneading takes but three minutes. Sanitary also, as hands do not touch the dough. ——— Food Chopper turns the left-over pieces of meat, vegetables, fruits, etc., into delicious, nutritious dishes. Eliminates waste, cuts down your food bill and saves you time and work. Soon its cost in food is saved. ——— Coffee Percolator extracts the full flavor and aroma from each grain of coffee, uses one-third less coffee than an ordinary pot, saving you money and providing a more delicious and healthful beverage every day."

* * *

In these days of coal shortage a timely ad of RICE LEWIS & SON, HARDWARE, TORONTO, carrying the heading, "Help Out the Coal Bin" has been inserted in the papers. The ad explains itself as follows: "An oil or electric heater will give great comfort these severe cold days, and provide a generous heat without sacrificing the coal. ——— oil heaters, odorless, cleanly, a furnace for heat. ——— electric heaters, an improved electric radiator to be attached to the lamp socket, may be moved from room to room at will."

* * *

The ad of CRAGG BROS. CO., LTD., HARDWARE, HALIFAX, N.S., in its message from the stricken city stands out well from the files of Canadian hardware advertising. It says in part: "We are now in shape to meet all demands on our stock of general hardware, flashlights, skates, hockey goods, etc."

* * *

"The Lord loves a cheerful giver" is the distinctive heading appearing on a Christmas ad of the NICHOLSON-HERITY HARDWARE CO., KERROBERT, SASK. Following the main heading the ad continues: "Who is a giver of practical gifts and hardware is the most lasting and practical gift you can get, as the styles and designs are practically standard, and are easy to add to from year to year. Few suggestions follow:—berry spoons, cream ladles, pie servers, ——— knives and forks, tea spoons, dessert spoons," etc., with the prices given opposite each. Across the bottom of the ad runs the following: "Your Xmas turkey will taste good if cooked in a ——— range, and your wife will appreciate such a genuine quality gift, from $55.00 to $90.00."

* * *

The advertising which many stores employed in their appeal for Christmas trade and the range of goods listed illustrates how extensively the hardware store is branching out and what a factor they are in the holiday trade. Extracts from a Christmas advertisement of THE ADAMSON HARDWARE CO., ORANGEVILLE, will confirm this point conclusively. Under the heading, "The Christmas store in full swing," the following has been taken: "Packed full with the largest assortment of good, sensible and useful articles. Giving you the best selection in presents suitable for the family, friend or sweetheart. Let mother's gift be an electric vacuum cleaner, or if she has no electric current, make it a hand vacuum sweeper—makes play of sweeping—gives her more leisure—cleans the house cleaner—brings a smile to her face instead of an ache to her back.

"Do you—fathers and mothers—realize that there is a force in the development of the finer and nobler impulses that can be fully appreciated only when it is brought into your own home? That force is music." Following, is an appeal on the advantage of having the particular line of talking machine which this firm sells in the home. "For your friend at the front or at home, a safety razor. Come yourself and bring your children to see the kiddies' corner, "toyland," where rocking horses, doll cabs, sleighs, sleds, electric engines, mechanical toys, etc., are all listed. A feature in this store which makes a direct call on the women is noted in the ad, "Ladies' rest room at your service."

* * *

Following the Christmas rush, it is sometimes the tendency of merchants to curtail their advertising space. This is not the case with COWAN'S COLOSSAL HARDWARE, LONDON, ONT., however. The heading on their ad to which reference is made is: "Something for nothing —almost—you will save real money by taking advantage of our stock-taking bargains." Brass smoking sets and shaving stands and flashlights are mentioned at reduced prices. Other items appearing in the ad are carriage and auto heaters, silverware, skates, sleds and toboggans, while this interesting announcement is made: "Your new year's fowl will taste better roasted in one of our enamel self-basting roasting pans."

* * *

A timely ad was run by R. CHESTNUT & SONS, LTD., OF FREDERICTON, N.B., recently on electric heaters. Under this heading the ad continues: "Portable, stands on table or floor; pours forth a wonderful volume of heat, sufficient for any room in your house. A real house necessity. Buy one and save your wood and coal.

* * *

——— electric appliances are the best. Under this caption, the JAMES S. NEILL & SONS, LTD., FREDERICTON, N.B., list goods available in their electrical department, such as water heaters, air heaters, toasters, foot warmers, ovens, percolators, irons, etc. "Now is your opportunity to supply your needs as we have a full line of these goods in stock. Give us a call."

Current Events in Photograph—No. 2



A FRENCH officer decorating a *poilu* in the trenches bordering the ever-famous "Chemin des Dames." Note the pointed stakes and the wilderness of barb wire protecting this section of trench. Note, too, how it zig-zags in and out among the denuded trees.

SUCCESSFUL METHODS WIN OUT

(Continued from page 42.)

these lines really represent the exception and not the rule, for as we investigate it is increasingly evident that standardization is the basis on which the auto accessory business is being extended so successfully."

It would appear, then, that the actual selection of auto accessories is not an impossible task even by the man who is unfamiliar with the finer points of automobile construction. With manufacturers working towards a basis of standardization, it is not impossible for any hardware man to choose a representative line of goods to start with, and as he becomes more familiar with the items which have the most rapid sale will be able to go after his trade more and more aggressively.

The auto accessory game is going through a similar period which other lines, now recognized as hardware store stock, experienced years ago. Although some merchants still fail to take advantage of the offers being made to them constantly, the majority are stepping out into 1918 with a campaign outlined for their auto accessory department which will bring in the dollars.

It is only necessary to look over the figures giving the number of cars now owned in Canada compared with one year ago; the increase is nothing short of marvellous. Look over the imports of accessories, which do not cover business done by Canadian firms—they are illuminating. Can the hardware man not yet selling these goods afford to overlook their possibilities? Isn't the success being attained by other hardware men sufficient evidence that the opportunity for profitable trade exists? 1918 presents a splendid outlook for business in spite of any curtailment which may result in the manufacture of cars. The accessory business should enjoy splendid development, and with the possibility that many old cars will be utilized for another year this branch of the business should thrive under the hardwareman's direction.

The Aikenhead store has been established many years, and the layout of the store suggests that a great deal of care and thought has been given to its arrangement. "Display the goods" would seem to be the motto employed, as show cases of both the floor and counter type are prominent throughout the store. In the tool department, in the cutlery, throughout, splendid displays greet the eye and make a lasting impression. Back of the display windows, which run across the entire front of the store, and at each side of the entrance show cases are placed which not only carry neat displays of goods, but utilize space often overlooked in some establishments. The entire atmosphere of the store is enthusiasm, and this is by no means confined to the new auto accessory department. In the builders' hardware, tools, paint or cutlery, the spirit of "go-get-it" represents the attitude of the staff towards business for their particular department, and it must be admitted this is the spirit which makes for success.

EDITORIAL COMMENT

EDITORIAL BRIEFS

REALIZING the value placed on our market reports and the increasing number and importance of our Western readers, HARDWARE AND METAL has added another page to the list of Winnipeg hardware quotations. This is further evidence of our constant desire to give our readers what they need.

* * *

UNITED STATES daily papers report that the store front of a Council Bluffs, Iowa, druggist was painted yellow on a recent night by indignant citizens who resented his declaration that he didn't owe his country anything. This is a new field for paint—and one in which it is to be hoped there will be no large demand.

* * *

IT IS of the greatest importance that a merchant should be able to meet all bills when they become due. High credit standing is one of the retailer's best assets. Moral, watch collections closely.

* * *

MASKED bandits entered a preserving plant in Fairpoint, N.Y., and at the point of a pistol forced the watchman to turn over 500 pounds of sugar. Another illustration of the fact that valuables should always be kept in the safe.

A REMARKABLE CAREER

EIGHTY-NINE years of age and still at the head of an industry established 70 years ago. Such is the remarkable record of John McClary, founder and present head of the McClary Mfg. Co., London, Ont. Three-score years and ten is the allotted span of the average man's life. That one man has actively directed a huge business for that space of time is one of the most remarkable facts in Canadian industry. John McClary started his business in a humble way at an extremely early age, so that he adds exceptional precocity to the other unusual features of his long, honorable and active career.

John McClary at eighty-nine is still a dominant factor in the control of the business which has developed to such large proportions during the seventy years. He has become a national figure. It is the sincere wish of every Canadian that many more years of activity extend before him.

BEARING WAR BURDENS

IN these days when the merchant seems to be the sport of so many suspicions, when charges of hoarding and profiteering and usurious prices are the common cry of every day, days when the merchant is almost everybody's black sheep, let us say one word for the man who has stuck to his business through times of uncertainty:

The average man, standing to the same daily task he knew in peace times, is a very real person and bears the brunt of war's support. He meets all the problems of supplies of materials, adequate and efficient labor, new equipment that has to be obtained in markets that are swept clean, shipments of products over routes that bristle with embargoes.

This is the man whose resources of initiative energy, and grinding effort assist to guarantee victory in the great enterprise to which we have set our hand. He may be farmer, blacksmith, railroad president, foundry foreman, clerk or merchant, but every man can assist in keeping the wheels of commerce moving.

JUSTIFIABLE PROFITEERING

IN a recent issue of *The Financial Post* appears one of a series of remarkably fine articles written by J. W. T. This bears upon banking in its relation to merchandising and quotes one bank manager as saying:

"My advice has been that the manufacturer should take the full advantage of the market, that if he has raw materials secured at lower levels that he should not consider himself under any obligation to sell his product below the price set in open competition."

"But is this not profiteering?" I interjected.

"Maybe it is," he came back, "but who is not a profiteer in these times if he has the opportnnity? The laborer gets all he can for his labor, the farmer gets all he can for his produce, and the investor gets all he can in return for his money—even though it may be less than before the war. And of these I think the farmer is the man who has benefited to the greatest extent; yet no one calls him a profiteeer.

"But in the case of the manufacturer there is the sound argument that he should take advantage of the rise of the market in order that he may be in a

position to take advantage also of the decline when it comes. There will be many cases where the profits which a manufacturer has made out of raw materials on the rise will be no more than he will lose when in the course of readjustment the values of his stocks on hand decline in relation to the market for his products."

What is said here as advice to the manufacturer would, of course, apply fully as well to the retailer. Certainly there is a time coming when goods will decline in value. It behooves us all to remember this and to set by a reserve—accumulated by taking at least a part of the extra profit which advantageous buying makes possible—which will enable the writing down of stock when the time for this step comes, without disaster to the business.

PUBLIC OWNERSHIP WORKMEN SLEEP

THE part which the technical and trade newspapers play in their particular fields is too often ignored by public officials and the action of the United States Senate Committee on Military Affairs in calling in Fred H. Colvin, editor of the technical newspaper, *The American Machinist,* to give evidence at the recent inquiry into the Government arsenals would indicate an awakening. THE FINANCIAL POST, under the heading "Public Ownership Workmen Sleep," says: The United States Senate Committee on Military Affairs was not satisfied with the way things were going on at the Government arsenals conducted under public ownership. They called in an expert, Fred H. Colvin, editor of the technical newspaper, *The American Machinist.* He gave some very interesting evidence. His evidence created a great sensation and is leading to a complete reorganization of the arsenals and the War Office officialdom responsible for conditions.

Workmen in arms manufacturing plants played checkers and slept in the shops during August, while the War Department quibbled over non-essential details of rifle designs.

A super-preciseness of requirement in rifle making, going even to the extent of 1-2000 exactness in bayonets, is holding down production 40 per cent., he said.

Mr. Colvin declared the Government arsenals at Springfield, Mass., and Rock Island, Ill., do not understand manufacturing principles and have antiquated machinery. Some of the machinery at the Springfield arsenal is fifty years old.

He charged that "an excessive nicety of requirement" in unimportant parts of rifles held up rifle production "tremendously."

The bayonet is only a butcher knife and a sixteenth of an inch would not make any difference," he said, "yet a variation of 1-2000 is sufficient cause for rejection."

"I have photographs taken of men in the Winchester factory playing checkers last August," he said further. "Details of manufacturing had not been decided upon by the War Department. The one great weakness was that everyone hesitated to take the responsibility in deciding these details."

"Were all the men playing checkers?" asked Senator Hitchcock, of Nebraska.

"No; some were sleeping," Mr. Colvin answered.

That the dilatory tactics of the Ordnance Department will prevent first delivery of the Browning machine guns until a full year after the entrance of the United States into the war was again emphasized by the next witness.

General Crozier, the United States Chief of Ordnance, gave orders that Mr. Colvin should be barred from inspecting arsenals because he insisted that expert machinists and not army officers should be in charge.

This experience shows what happens under public ownership. It also exposes the stupid antipathy that prevails among public officials against business and technical papers. Sir George Foster, Minister of Trade, voted to put Canadian technical newspapers out of business. Hon. Mr. Burrell, late Minister of Agriculture, supported a movement that would tax farm papers out of business. Even Mr. Murray, the Secretary of the Canadian Manufacturers' Association, after recommending every medium of publicity for Canadian manufacturers, from buttons to billboards, deliberately eliminated all reference to the business press.

When the manufacturers wanted to know how to make munitions it was not to the buttons or billboards but to the technical newspapers they applied. The Trade and Commerce department was helpless. The Manufacturers' Association did absolutely nothing for them. Not only did the newspaper, *Canadian Machinery,* show in a series of illustrated articles how to adapt Canadian plants for munitions but they secured the blue prints and specifications for French and Russian shells so that their readers could and did tender on them.

ANOTHER PROPOSED CURTAILMENT.

THE United States railroad war board have recommended to the government that rail transportation be denied to more than 500 non-essential commodities. The extraordinary volume of the freight and passenger traffic incident to war preparations has made some such action necessary.

Such legislation as this if actually put in operation would have a material effect on Canadian trade, as a goodly portion of our goods come to us over American railways. It is but an indication of what demands the war may yet make on the industries of the country.

Would It Pay You To Move?

Probably you've puzzled over your rent bill a hundred times, searching for ways to reduce it. But did it ever occur to you that possibly you should be paying more instead of less rent? The question may strike you as preposterous—yet sometimes a higher rent actually is profitable, as this article points out.

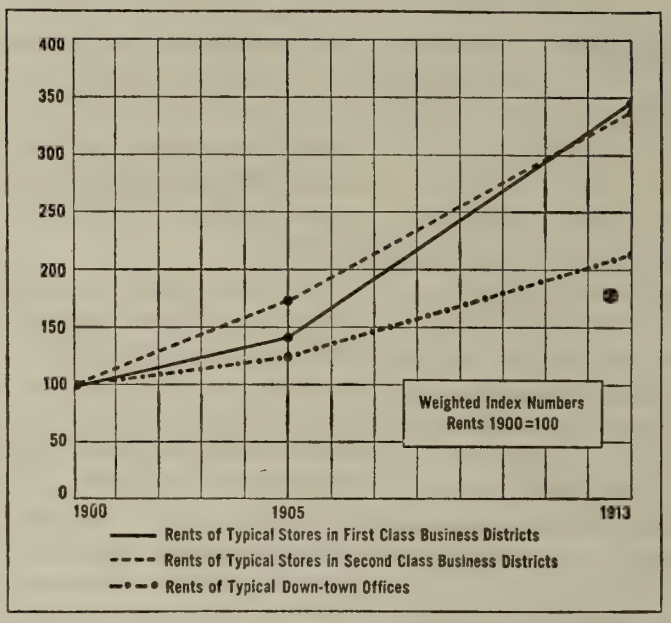
By Professor Ralph E. Heilman, Department of Economics, Northwestern University.

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WHAT are the factors that determine the amount of my rent bill? Is my rent bill in proper proportion to my other expenses, my profits, my rate of turnover, and the advantages offered by my location? From the business man's point of view, these are probably the two most fundamental questions regarding rent.

Rent is an important item in the expense of conducting most businesses. In many concerns the outlay for rent is very large. It is a constant and fixed charge. The landlord's bill at the end of the month can be neither evaded nor scaled down.

The importance of rent is further evident when it is remembered that in practically all growing communities the general scale of rentals for business locations is rapidly advancing. The decided upward movement in store and office rentals in Canada since 1900 is shown in the chart* on this page. This tendency has manifested itself in most cities in the United States. In the light of such facts every business man who pays rent for business quarters should give the question consideration.



HOW RENTS ARE GOING UP

This chart shows advances in rentals between 1900 *and* 1913. *It is based on a study of charges for the same properties in* 48 *Canadian localities having a population of* 10,000 *or over.*

There is much confusion of thought regarding the first question mentioned above: namely, what determines the size of the rent bill? Sometimes we are told that the rents of business properties depend upon their accessibility to people, Yet it is obvious that this answer cannot be conclusive. For some stores that are situated on quiet, dignified, and exclusive thoroughfares, removed from the crowds, pay a higher rent, in proportion to their space, than some stores located in more populous districts. Or, it is sometimes thought that rents are governed largely by transportation. Yet frequently higher rents are paid for quarters farther removed from street railways or other transportation than for those which are close to such facilities.

Clearly, it is not possible to explain the variation in rentals by any single factor, such as accessibility to crowds, transportation, or the character of buildings. The scale of rentals is governed by many factors, and many combinations of factors. But these factors may be all grouped together by saying that the rents of business locations depend upon the total income-yielding advantages offered by certain quarters, and the scarcity of such quarters.

These advantages are of two kinds—space and site. Every building provides shelter. Presumably a portion of the rent bill is a return upon the investment of capital in the building. But it is not enough that the building provides a roof. It must also provide advantages of site or location.

As a matter of fact, that part of the rental which is paid simply for the use of the building, as such, does not constitute "economic rent," strictly speaking. It is simply a return upon the capital invested in the building. But that portion of the income yielded by the rentals of a building, over and above a fair interest rate on the cost or the value of the building, represents what the economist calls "economic rent" or "site rent." If a building cost $100,000, and if the market rate of interest prevailing in the community is 6 per cent., $6,000 of the rentals—above depreciation, repairs, and the like—may be regarded as the interest upon the capital invested in the building. For if similar sites were freely available, the construction of buildings for rental purposes would soon be carried to the point where the returns would be cut down to 6 per cent., and, normally, it would not be carried beyond this point. But if the net rentals aggregate $15,000 a year, the $9,000 over and above the $6,000 may be regarded as "ground rent" or "site rent." It represents the additional payments accruing because of the advantages possessed by the particular site upon which the building stands.

Probably the larger part of the rentals paid in the business sections of our cities is paid for advantages of this character — advantages of site rather than of space. For example, in mild climates the west side of streets running north and south and the south side of streets running east and west, generally command the highest rentals in the retail districts.

From noon, or early afternoon, on, these are the shady sides of the streets. Most women shop after the noon hour. They naturally prefer the shady side of the street. The merchant located there can display his goods with less danger of fading, and with greater probability of attracting passing customers in the afternoon. In southern cities the difference in rentals between the sides of the streets is most marked. On the other hand, it is said that in cities far north—such as Petrograd and Montreal — the sides of the streets which are sunny in the afternoon command higher rentals in the retail district.

Locations which are advantageous for one business are not necessarily so for others. It is a mistake to rent space paying a rental based upon the superior advantages of the quarters for other businesses. The business man should study the advantages of a site, in relation to its rental, for his business.

The owner of a dry goods or a department store catering largely to women shoppers might be justified in paying a

*Based upon the report of the Board of Inquiry into Cost of Living in Canada, 1915, Volume 1, Page 460.

high rental for a location on the shady side of the street. But it is questionable whether a dealer in men's clothing and furnishings would be justified to the same extent in doing so. For men, not being confined by household duties in the morning, do not concentrate their shopping in the afternoon.

That the charges which may be wisely incurred for rent vary with the nature of the business is indicated by the results of investigations of the Harvard Bureau of Business Research. These investigations into the costs of doing business in the retail grocery and shoe business covered a large number of establishments in various sections of the country.

The results regarding rentals are summarized in the chart on page 53. Rents were generally found to constitute a much smaller proportion of the net sales in the grocery business than in the shoe business. Rents paid by grocery stores vary from .3% to 4.1%, while for shoe stores they run from 1.8% to 14.6%. The common figure for rent expense in shoe stores is about 5%, while in grocery stores it is only 1.3%. The Bureau regards .8% as an attainable standard for efficiently conducted grocery stores, and 3% for efficiently conducted shoe stores.

These inquiries show that there is a greater possibility of using less expensive sites in the grocery business than in the shoe business. As stated by the bureau, "Groceries are convenience goods in which there is no style element, and which are bought daily in relatively small quantities by almost every family. Consequently the grocery stores are located near residential districts in close proximity to their customers, and generally they occupy comparatively inexpensive sites.

"Inasmuch as service to counter customers is rapid—and since many of the customers give their orders by telephone or to order solicitors the floor area of a grocery store is not relatively large. Shoes, on the other hand, are more in the nature of a shopping line. Each customer purchases at rather infrequent intervals and wishes to make a selection from a varied stock. To attract a sufficient volume of trade the shoe store must ordinarily have a prominent location in a shopping district where rents are higher than in residential districts."

What's the Reason for High Rents?

In other words, the difference in the range of rentals is natural, and arises out of the difference in the character of the two businesses. Such differences are common. For example, it might prove profitable for a druggist to pay a high rental for a transfer corner, where people change cars or wait for them, for drug purchases can ordinarily be made in a few minutes. But it might not prove equally justifiable for a furniture dealer to do so, for furniture purchases require more time than a transferring or a waiting passenger would have.

There is one widespread misconception regarding rents. It is that, because of lower rentals, dealers who occupy less expensive quarters can afford to sell more cheaply than their competitors who pay a higher rent. This misunderstanding is partially due to the use of certain slogans by low rent stores, such as, "We are out of the high rent district—you get the benefit;" or "Take the elevator, and save $10 on your suit." Such slogans have been taken by many to mean that the dealer paying a lower rental has a marked advantage in the prices at which he can afford to sell. While it is frequently true that the low rent dealer sells more cheaply than others, these slogans have led some to suppose that prices are governed by the rents which the dealer must pay.

The true situation is just the reverse. Prices are not governed by rents. Rents are the result of price or of selling opportunities; not the cause.

This truth was first pointed out by Ricardo and the earlier economists, in their discussion of farm rents. They said, "Rent is not the cause, but the result of price." Thus, they said, if the price of grain advances, the rentals of farms devoted to raising such products will also advance. Prices being set, the rentals of farm lands follow and depend upon the prices obtainable for the products.

In substance this is true, although when applied to city sites, the statement "rent is not the cause, but the result of price" is somewhat too narrow. For it is not always true that goods sold by those paying the highest rentals are sold at the highest prices. For example, one of the highest space rentals in Chicago is paid by a drug store which sells at cut rates, but which has an unusually rapid rate of turnover on its stock. It would be more correct to say that the rents of retail establishments depend, not upon price, but upon selling opportunities. Thus rent may be high because the site enables the merchant to secure a rapid rate of turnover, at a modest price; or it may be high because the location enables him to charge a high price, and get it. In the latter case, his prices are not high because his rent is high; rather, his rent is high because of the unusual opportunity of successfully reaching those who are willing to pay a fancy price.

The cut rate shoe dealer on the tenth floor, and the merchant in the out-of-the-way location, do not sell at a low price because they pay low rentals. Rather they must offer price or other inducements to encourage people to seek them out. They are less advantageously located than some of their competitors. Their "selling opportunity" is less. And that, of course, is why their rents are less.

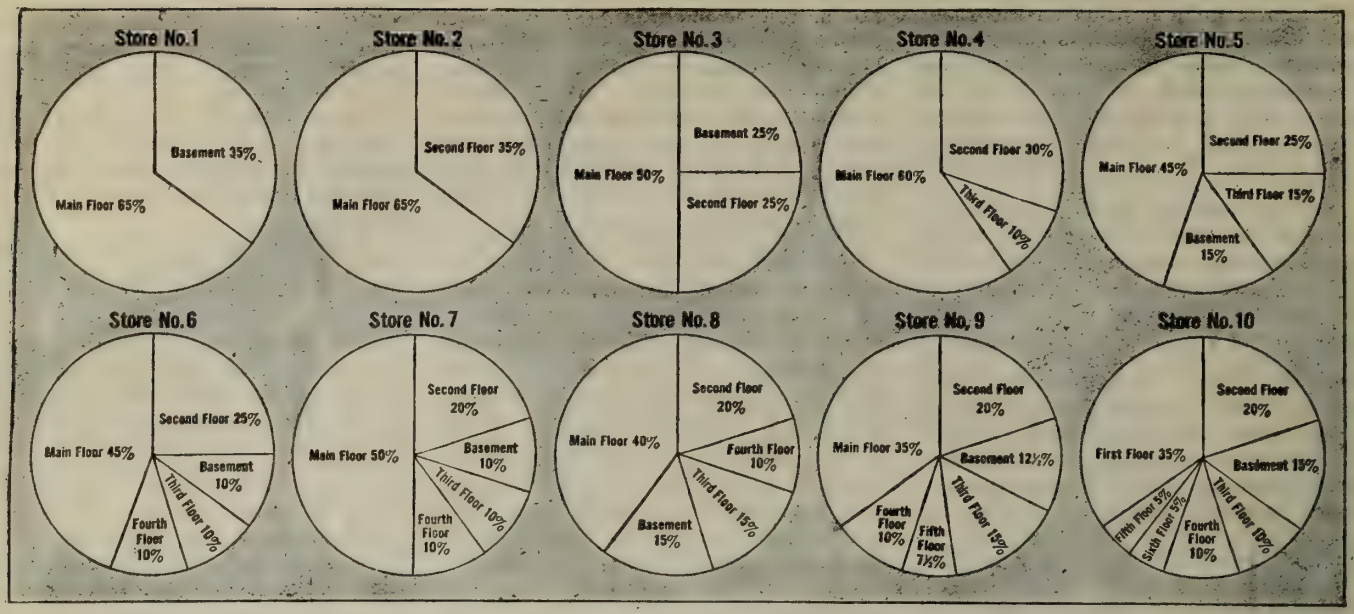
True, the customer may take advantage of this situation, and secure his goods for less than he might have to pay in other stores, if he is willing to hunt out the merchant who is less advantageously located. But the low price



HE CAN AFFORD A LOW RENT
Groceries are "convenience goods" and are purchased daily by nearly every household. Style is not important. That's why the grocer can usually profitably afford a low rent site, like this.

HIGH RENTS ARE PROFITABLE
This photograph, taken on a warm fall day, shows how crowds naturally choose the shady side. A merchant may find it profitable to pay more rent to have his store where the crowds are.

CENTRAL, BUT NOT EXPENSIVE
In some lines a central, but not necessarily expensive, location is desirable. Barber shops, for instance, are usually found in high rent districts, in basements or an upper flat.



WHICH FLOOR IS WORTH MOST?

This chart shows 10 stores, which have from two to seven floors, apportion their rent. Note how large a share is charged in every instance to the main floor. The chart is based on figures collested by Paul Nystrom and published in his book, . ."The Economics of Retailing." The upper floors and basement come in, in each example, for a relatively low charge.

obtained by the customer is not the result of the low rent paid by the dealer. Rather, the low rent is the result of the lower price at which the commodities must be sold, or the special inducements which must be made, in order to bring business to such locations.

It is essential for the merchant who contemplates moving to lower rent quarters to keep this clearly in mind. For taking a less expensive site may mean that it will prove impossible to maintain the same volume of sales, and at the same margin of profit.

But taking a less expensive location does not necessarily mean this. The desire to have a conspicuous or a prominent location leads some merchants to take expensive locations, which are no better adapted to their particular business than others which could be obtained at much lower rentals. Other merchants make the mistake of accepting without question the propriety of the established rentals, as determined by the rentals paid by other businesses, without studying these rentals in relation to their own business.

Many concerns could profit by reducing their outlay for rent. The business which finds that the rent being paid by it is out of proportion to the advantages obtained for its purposes, ordinarily has at least two alternatives. It may move out—or up. In Chicago there is a marked movement of many businesses out of the loop district. These are mostly businesses for which a ceneral location in the retail district is not essential, and which have reached the decision that, for them, the advantages of such a location are not commensurate with the prevailing rents. Similar movements are taking place in other cities.

Sometimes a move to a less central location materially lessens the rental, without correspondingly decreasing sales or profits.

Or, savings in rent may sometimes be effected by taking upstairs quarters. Generally speaking, for most kinds of retailing, upstairs locations are less desirable than ground floors. This is shown by the lower rentals charged for such locations. It is also shown by the lower rents apportioned by department and retail stores to their upstairs departments. The chart on this page shows how 10 large retail establishments, all occupying more than one floor, apportion their rent charges over the departments located on the various floors. These fig-



THE UPSTAIRS STORE

The merchant in an out-of-the-way location must usually offer extra inducements to get customers. Lower prices is a common argument with merchants out of the high rent district.

WHERE THEY EXPECT TO FIND YOU

This is "automobile row" in one city. When special lines of business are segregated as here, it often pays individual concerns to assume high rents to be where customers commonly come.

A VALUABLE CORNER—FOR DRUGS

The "run in and run out" type of store can frequently afford to pay high for a transfer corner. This drug store, for instance, has an unusually rapid rate of turnover because of such a location.

ures* are probably typical and serve to indicate how rapidly the rental values of the upstairs stories decrease for general merchandising purposes.

Nevertheless, many businesses can be advantageously conducted upstairs. Such businesses are those which rely not upon an opportunity to display their wares to large numbers of passers-by, but rather upon developing and holding a permanent body of customers. The barber business is of this nature. A barber shop is seldom found on the ground floor in the business centre of our cities, nowadays.

When It's Wise To Pay Less

It has also been found that other businesses which depend primarily upon quality, style or personal service — for example, tailoring, hairdressing, corseting, millinery, dressmaking, jewelry stores, and furrier shops—can be successfully operated above the ground floors. On the other hand, an effort to move a grocery store or a hardware store upstairs would probably prove disastrous. For here the commodities sold are standardized, and sales depend largely upon convenience.

While there are some businesses which could profit by renting less expensive quarters, there are others which economize unduly on rents. Some could profit by paying a higher rental, which might be more than offset by increased earnings. A Greek fruit dealer in Boston found that he could rent a certain corner stand just outside a subway entrance. The rent appeared tremendous, but he took the lease. This subway entrance was used by thousands on their homeward way in the late afternoon. Many were tempted by his attractive fruits, and, utilizing their last opportunity before entering the subway, made purchases, at fancy prices, to carry home. His profits soon showed a surprising increase.

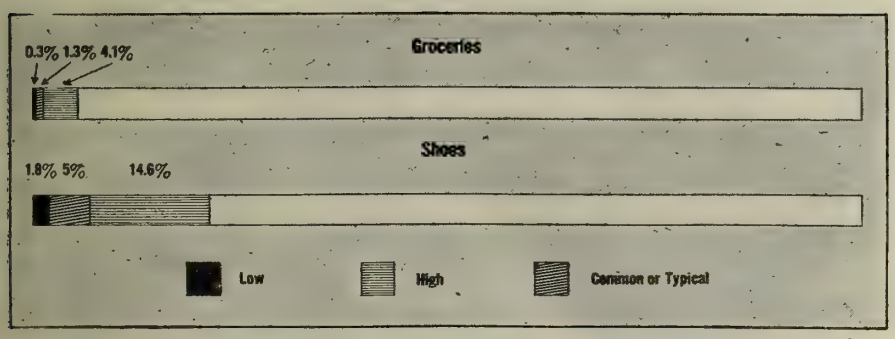
A dealer in men's furnishings and clothing in an Iowa town of 2,000 decided that men do not shop systematically like women, but buy largely through suggestion. In this town everyone calls at the post office for mail. This clothier rented a store next to the post office. The rent was higher than he had been paying, but this location enabled him to display his goods to all the men of the town on their way to and from the post office. The results more than justified his decision.

In a certain city the street railway company altered its route so that the cars coming into the downtown section swung around a certain block, using the trackage around this block as a loop, upon which to start their outward journey. Thus most of the downtown passengers dismounted upon arriving at this loop. The owner of a variety store decided to risk a high rental bill in order to secure quarters facing this loop. Increased business quickly proved the wisdom of his action.

If a business is dealing in commodities which are of primary appeal to certain classes or groups of consumers, it may prove profitable to pay a greatly increased rent, in order to be located where the largest number of people in this group will pass.

Not only the number of passers-by, but also their character and economic status are important. Some sites used for retailing command high rentals, even when situated on streets where there is a comparatively small amount of foot traffic. Such is the case with quarters located on the exclusive streets and boulevards, frequented by the rich and the well to do. Boylston Street in Boston, Michigan Avenue in Chicago, and Fifth Avenue in New York City are such streets. Similar streets exist in many small cities. It might prove profitable to pay a large rental for the purpose of opening a high grade modiste or millinery establishment, or an antique shop, in such a location. But it would probably prove disastrous for a cut-rate shoe store.

Or, again, it might be justifiable to pay a substantial rental for a location across from or close to a city depot, for the purpose of operating a modest price or inexpensive restaurant or lunch counter. But ordinarily it would prove unwise to do so for the purpose of operating a high grade or expensive cafe. For travelers who are willing to pay high prices usually prefer to save time by using the dining car service.



HOW RENTS VARY IN DIFFERENT LINES.

This chart shows the ratio between rent and net sales in various kinds of grocery and shoe stores; low rent stores average and high rent stores. Note that rents are considerably lower for grocery than shoe stores. These figures are based upon investigations made by the Bureau of Business Research of Harward University.

*From Nystrom, "The Economies of Retailing."

Going Where Your Customers Are

If a business relies primarily on passing or transient customers, it may be wise to pay a high rent for a location giving access to such passers-by. Thus cafes and tobacco stores can afford to pay high rentals for locations near the theatres, and florists for locations near the depots.

It is sometimes wise to pay a higher rental for a location having no intrinsic advantages, aside from the fact that one's competitors are located close by. There are some businesses which have well established retail centres. In most large cities the furniture and piano dealers are clustered in one vicinity. Under such circumstances it might prove profitable for a furniture dealer to pay a greatly increased rental simply to break into this location, for many prospective furniture purchasers naturally gravitate to this section. On the other hand, to do so would prove diastrous unless the dealer's capital and organization were sufficient to enable him to compete successfully with the merchants already established there.

It is impossible to formulate a general rule, which would be applicable in all cases, regarding the advisability of leasing high rent or low rent quarters.

In fact, every business should give the same careful consideration to its rent problem that it does to its buying or its selling activities. The essential thing is to see that the advantages of site and location, and of access to any particular group of purchasers, are commensurate with the rental paid for the conduct of a particular business. The rent problem is frequently intricate and the factors involved in it are numerous. But proper understanding of it may mean the difference between failure and success.

A SOB FROM THE U. S.

My Tuesdays are meatless,
My Wednesdays are wheatless,
I am getting more eatless each day;
My home it is heatless,
My bed it is sheetless,
They are all sent to the Y.M.C.A.
The bar-rooms are treatless,
My coffee is sweetless,
Each day I get poorer and wiser;
My stockings are feetless,
My trousers are seatless,
My God, how I do hate the Kaiser!

DRASTIC DEMURRAGE REGULATION IN STATES

(Continued from page 45.)

government grant to two railways the people pay only what they need to pay to support the companies needing the money, while in the freight rate advance they pay also in part to a company which is well able to carry on without any freight advances. It's just a question of national economy, and can be looked at either way."

EVENTS IN THE TRADE

BUSINESS CHANGES

Sarnia, Ont.—Martin Hardware Company is discontinuing business.

St. Rose du Lac, Man.—Jos. Hamelin, hardware, has been succeeded by Hamelin & Co.

Toronto, Ont.—S. P. Sykes, sanitary and heating engineer at 171 Spadina Ave., is now handling hardware.

FIRE LOSS

Edmonton, Alta.—J. A. Werner, hardware, has suffered loss by fire.

Regina, Sask.—The Imperial Oil Company's plant has been destroyed by fire with a loss of $30,000. The local manager is J. F. Donohue.

Hamilton, Ont.—The cooperage shop of the Steel Company of Canada was completely destroyed by fire early in the week, the loss being estimated at between $12,000 and $14,000. The shop will be rebuilt at once.

Winnipeg, Man.—The Winnipeg Brass and Fixtures Co.'s premises were destroyed by fire, the loss amounting to $13.000.

Peterborough, Ont.—Fire resulted in the almost complete destruction of the factory and buildings of the Peterboro' Canoe Company. The cause and the extent of the loss is not yet known.

Chatham, Ont.—Damage estimated at between $8.000 and $10.000 was caused to the plant of the Pittsburgh & Des Moines Steel Co. by fire which broke out on Sunday morning in the engine room at the plant. Heavy damage was done to the building and machinery. The roof at the west end of the building was demolished and the engine room was transformed into a mass of debris. The plant was formerly owned by the Chatham Bridge Co. and was recently taken over by the Pittsburgh & Des Moines Steel Co. as a Canadian branch.

PERSONALS

Geo. B. Haynes, tinsmith, Gananoque, Ont., has been elected Town Councillor for 1918.

G. A. Binns of Newmarket, hardwareman, visited Toronto on Wednesday of this week.

W. E. Anthony, hardwareman of Brampton, Ont., spent Monday of this week in Toronto.

J. M. Winter, general merchant of King, Ont., was in Toronto on Tuesday of this week.

Senator R. Blain, hardwareman of Brampton, spent a day in Toronto during the week.

George Stewart of Thistleton, general merchant, was in Toronto on business during the week.

Jas. Donevan, hardware merchant of Gananoque, Ont., has been elected Town Councillor for 1918.

James Dandie of Streetsville and H. E. Moore of Oakville, hardwaremen, were business visitors in Toronto during the week.



JAMES HARDY

Member of the firm of Jenkins & Hardy, who has been elected a director of the Standard Bank of Canada.

Harry Bayne, Controller of Metals, is in Washington to discuss with American officials the pig iron supply in that country available for Canadian manufacturers.

Frederick G. Clarke, president of Clarke & Clarke Ltd., leather manufacturers of Toronto, died suddenly in Baltimore, Md., recently while on his way to Florida for the benefit of his health.

Arthur J. S. Hawken has been appointed Ontario representative for the Dominion Paint Works, Ltd., and will be located in Toronto in company with E. L. Warner, sales manager. Mr. Hawken has been located in Montreal recently and has been acting adjutant of a Montreal battalion for some time.

William Hyslop, Jr., president of Hyslop Bros., Toronto; G. M. MacWilliam, general manager for Hyslop Bros.; A. M. Bottcher, purchasing agent for Hyslop Bros.; and Cecil Dixon, sales manager for Hyslop Bros., are in New York this week attending the Automobile Show which is being held in the Grand Central Palace.

D. G. Carter, who for the past three years has represented Lewis Bros. Ltd., Montreal, on the ground between Toronto and Kingston, has resigned his position with that firm owing to the ill-health of his father, and will assume the management of Carter Bros.' hardware store, Picton. C. H. McGubbin, late with Edward & Rose, hardware dealers, Lindsay, succeeds Mr. Carter, and will cover the same ground.

HARDWAREMEN HOLD OFFICE

Results of Municipal Elections Show Many Hardwaremen in Civic Offices

In the civic elections which have been held throughout the province during the past few days, many hardwaremen have been elected to office. Those elected and the offices which they will fill are as follows:

Mayors—W. M. Hogg, Bridgeburg, Ont.; E. F. Earl, Milton, Ont.

Reeves—John Douglas, Wroxeter, Ont.; H. G. Fitzgerald, Lakefield, Ont.

Councillors—G. D. Gillie, Cornwall, Ont.; Robert Bonthron, Hensall, Ont.; Geo. A. Stanley, Lucan, Ont.; C. S. Colquhoun, Morrisburg, Ont.; W. Howey, Port Rowan, Ont.; R. McVittie, Southampton, Ont.; S. W. Vogan, Walkerton, Ont.; Jas. Donevan, Gananoque, Ont.; Geo. B. Haynes, Gananoque, Ont.

ASSOCIATION PROGRAMME NEXT WEEK

The programme of the Ontario Hardware and Stove Dealers' Association for their convention in Hamilton next week is rapidly nearing completion, and will be published in next week's issue of HARDWARE AND METAL.

JENKINS & HARDY REORGANIZE

A reorganization in the firm of Jenkins & Hardy has been made in that the business connected with the various trade organizations will hereafter be conducted by Messrs. James Hardy & Sons, while the real estate, insurance and accounting branch of the business will be continued as formerly under the firm name of Jenkins & Hardy. The change in the organization of this concern became effective on January 1.

INCORPORATION

Owen Sound, Ont.—The Great Lakes Steel Corporation, Ltd., has been incorporated with a capital of $1,000,000 to manufacture and deal in iron and steel products.

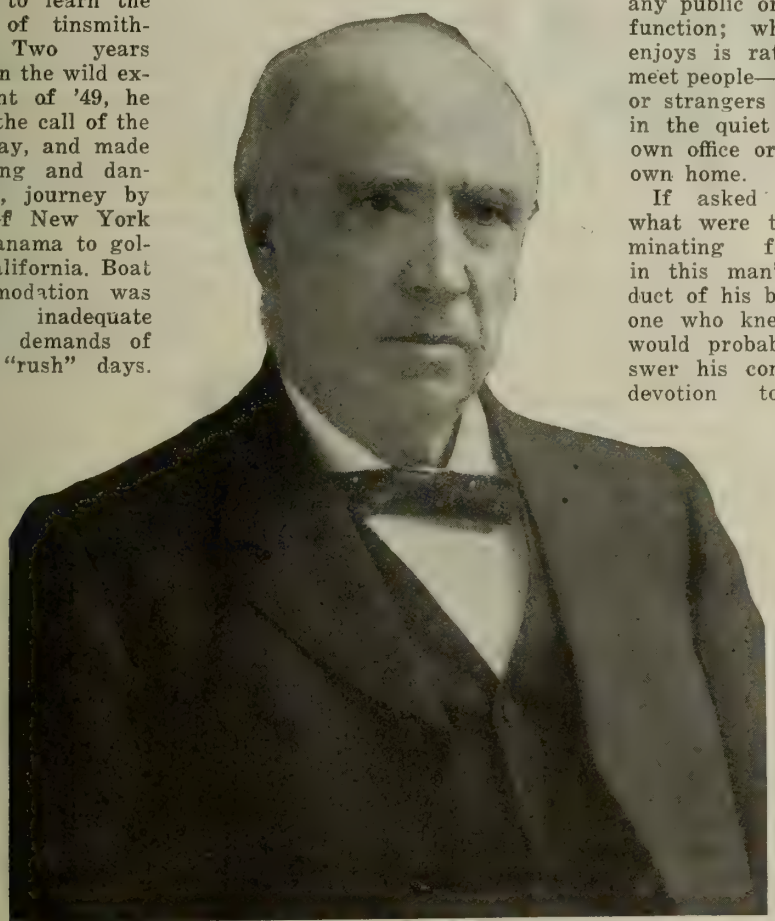
John McClary--The Man

Seventy Years Head of McClary Mfg. Co., London, Canada—Celebrates 89th Birthday

JOHN McCLARY, who has just passed his 89th birthday, and is still the head of the McClary Mfg. Co., London, Ont., an institution 70 years of age, was born on a Nilestown farm, some few miles from London, January 2nd, 1829, and was the youngest of a family of eleven.

His boyhood was spent on the farm, yet very early in his youth his natural bent showed itself to be toward business rather than pastoral pursuits.

When eighteen years of age he went to London and engaged to learn the trade of tinsmithing. Two years later, in the wild excitement of '49, he heard the call of the far-away, and made the long and dangerous, journey by way of New York and Panama to golden California. Boat accommodation was totally inadequate to the demands of those "rush" days.



JOHN McCLARY
Founder and present head of the McClary Mfg. Co., London, Can. Mr. McClary has just celebrated his 89th birthday.

This journey which might, under the natural disadvantages of travel at that period, have occupied three or four weeks, actually took, in this case, six months, every day of it menaced by knife or bullet or disease.

On arrival at last in California, he went into the tin business in a small way, but within a year suffered the loss of this business by fire. It was then that he and some companions went out prospecting for gold; but the briefest experience convinced this young man that gold—not so very much slower in the making, perhaps, and certainly surer—lay for him in the quiet valleys of Ontario rather than on California's gleaming slopes.

Back in London, he again, in company with an older brother, embarked in the tin business under the firm name of J. & O. McClary. From that time until now the single, absorbing purpose of his business life has been the upbuilding of that first enterprise.

Simplicity is the keynote of Mr. McClary's tastes, and in disposition he is most retiring; except for gatherings of his own staff and managers, he is seldom persuaded to attend any public or social function; what he enjoys is rather to meet people—friends or strangers alike—in the quiet of his own office or in his own home.

If asked as to what were the dominating features in this man's conduct of his business one who knew him would probably answer his consistent devotion to his one, first-chosen occupation and manufacturing enterprise; the thoroughness and soundness of his judgments, and a sense of justice, impartial and absolute.

As to his fine justice, perhaps the most characteristic is his constant consideration for his workmen. At the time that a large part of the plant was destroyed by fire in 1902, his first question was of the men—were they all out? During the financial panic of 1907 his greatest fear was that his men might be thrown out of employment. It is so still, under the anxious uncertainties of the present war-imposed conditions.

ST. JOHN, N.B., NEWS

The retail hardware stores of St. John are closing at six o'clock on Saturday evenings during January, February and March, instead of at ten.

Building permits issued in St. John during the year of 1917 showed a total value of $531,250, an increase of $66,900 over the previous year.

Hugh Milley has purchased a property in Brussels Street, St. John, and will remodel it for use as a store for his stove business.

Major T. Malcolm McAvity, D.S.O., of T. McAvity & Sons, Ltd., St. John, who has been serving as brigade major with the 5th division, has been appointed chief intelligence officer for the entire Canadian army corps.

Frederick Campbell, with T. McAvity & Sons, before enlisting, has been reported wounded and missing since November 6.

The firm of Crowell Brothers of Halifax, for twenty-five years a rapidly growing hardware and ship-chandlery concern, has been incorporated as Crowell Brothers, Limited. The officers are: M. O. Crowell, president and managing director; H. E. Fraser, vice-president; O. R. Crowell, secretary; C. H. Northrup and N. W. Rafuse, additional directors. Mr. Fraser has been with the firm since it was organized. Mr. Northrup is their representative for Cape Breton and eastern districts and Mr. Rafuse was formerly their western representative.

INCREASE RAZOR OUTPUT

Gillette Co'y. Has New Plans

A. A. Bittues, managing director of the Gillette Safety Razor Company of Canada, Limited, has returned to Montreal after having attended a convention of the company in Boston.

Plans for a greatly increased production this year for both American and Canadian companies, including an advertising and educational campaign to be launched on an extensive scale, were outlined at the convention during the various talks by three score representatives present.

A. A. Bittues, the managing director of the Gillette Safety Razor Company of Canada, gave an extensive talk on the development of Canada.

There have been of late great demands for shipments of razors and blades abroad.

The Canadian plant reported shipments to England, France, Russia, Australia, New Zealand, the Fiji Islands, Sumatra and South Africa, and a business for the year 1917 which exceeded that of the previous year by nearly 20 per cent.

The present daily output of the Canadian plant at Montreal is to be increased to 800 razors and 10.000 blades. This represents a five hundred per cent. increase in the firm's output and when the new machinery is installed at a cost of $180,000, most of the foreign shipments will be made direct from the Canadian factory.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

DOMINION LENZ

The "Dominion Lenz" are now being put on the market by the Jefferson Glass Co., Ltd., 388 Carlaw Ave., Toronto, Ont. It is stated the "Dominion Lenz" has been designed to afford a simple and efficient method of overcoming glare and at the same time to effect an improvement in methods of lighting the motorist's way at night.

This, it is claimed, has been accomplished in a manner which breaks up the direct rays of light thrown forward by the reflector so that a softly diffused light is produced bright as day but not dazzling to the eyes of approaching drivers or pedestrians.

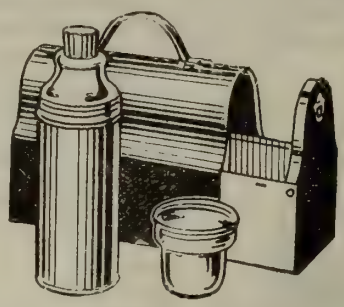


The "Dominion Lenz"

It is stated that the illumination is in this way much improved and a quality imparted to the light which gives a natural appearance to the roadway—lights up the sides as well as the centre of the road and penetrates the dense dust clouds so often encountered in country driving. It is further claimed that the "Dominion Lenz" does not exaggerate the ruts and bumps—reaches out and illuminates curves and turns—shoots a good driving light far ahead of the car and enables the motorist to drive and turn with safety.

VACUUM LUNCH KIT

The No. 410 vacuum lunch kit is a new line being placed upon the market by Landers, Frary & Clark, New Britain, Conn., through their Canadian agents, A. Macfarlane & Co., Limited, Montreal. The new features of this line, as outlined by the manufacturers, are that the vacuum bottle has a protecting shoulder; thus there is less chance of breakage, it is more sanitary, and offers a more attractive appearance than the old model. The cap on the bottle has a folding handle, and can be used as a drinking cup. It is claimed this outfit is very compact, there being no waste space, the whole being very little larger than the old-style dinner pail.



Vacuum Lunch Kit.

MICKELSEN GOPHER POISON

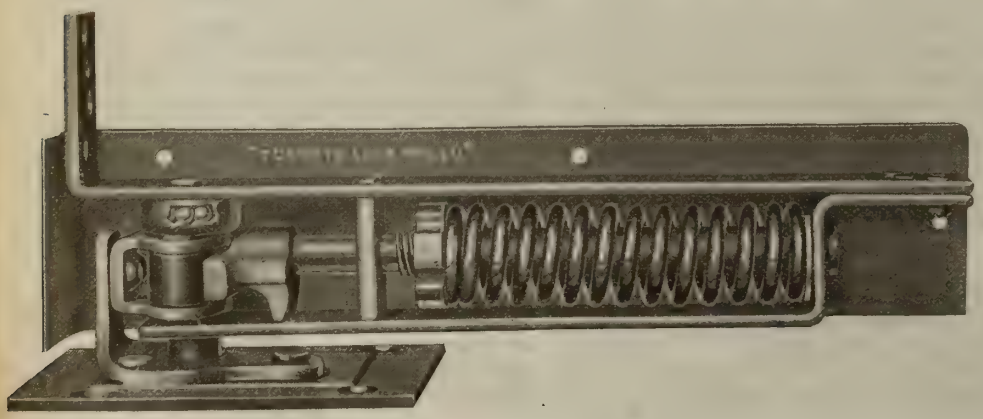
The Prairie Chemical Co., Canada, Ltd., 322 Keewayden Bldg., Winnipeg, is marketing the Mickelson Gopher Poison. This product is put up in three sizes, and complete details will be supplied by the manufacturer on request.

NEW FLOOR SPRING HINGE

The Toronto Lock Mfg. Co., Patterson Place, Toronto, have placed on the market a new ball-bearing surface floor spring hinge, suitable for doors 1¼ to 1¾ inch in thickness.

It is claimed that this hinge holds the door open when it is swung to 90°; the tension is strongest at the closing point and decreases as the door opens. This, it is stated, means that the door is never left ajar.

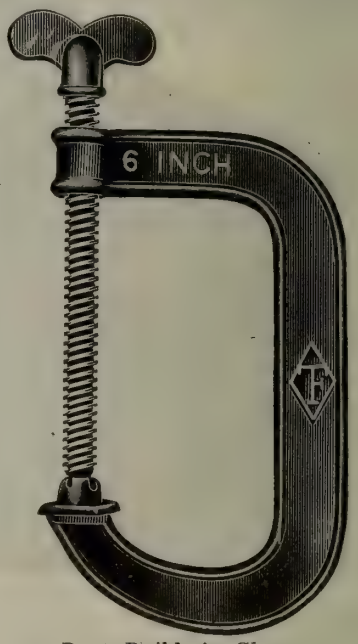
This hinge is ball bearing, the bearings being located at the top of the hinge away from moisture and dirt. Other points the manufacturers enumerate are that the eccentric is equipped with hardened steel roller-bearings; the frame is reinforced with a steel bushing where the pintle passes through it and the compression spring is made of the best tempered steel wire. One set is packed in a box complete with screws and complete directions for application.



New Ball-Bearing Surface Floor Spring Hinge

BOAT BUILDER'S CLAMP

The Taylor-Forbes Company of Guelph, Ont., is now distributing a new type of boat builder's clamp which they state is used largely in the manufacture of all styles of boats and aeroplanes.



Boat Builder's Clamp.

The frame is made of cast iron or malleable, with a steel screw and malleable swivel. It is made in four sizes, 8, 9, 10 and 12 in.

TO HOLD SALES CONFERENCE

The Steel Company of Canada will hold the annual general sales conference at Hamilton on Jan. 15 to 18 inclusive which will be attended by the entire sales force from Halifax to Vancouver. A feature of this conference will be a series of interesting papers read by various members of the staff, followed by discussions.

How the Draft Affects Hardwaremen

Military Service Act Makes no Difference Between Eligible Men — Hardware Clerks Have Special Qualifications and Are Hard to Replace—Many Have Volunteered

WITH the actual application of the Military Service Act its realities in withdrawing for military service men from civilian callings and the staffs of business concerns become apparent. In no class of business are the effects of the draft felt more decidedly than in the hardware business. The hardware business as regards its employees is in a similar class with banks and railways because the members of hardware staffs have to be trained practically from boyhood to become efficient. To replace men so trained is very, very difficult, often impossible, short of years.

An Intricate Business

In talks with principals of several large hardware establishments HARDWARE AND METAL heard this emphasized, though with emphasis also was given the patriotic view in every case "We do not grudge the men who are taken under the draft. We want them to be where their services are doing the most to win the war."

Nearly every hardware concern in Canada has a large representation of staff at the front. From thirty to fifty and more members of the larger staffs is a frequent contribution. Even the small staffs have sent their quota, and a man or two from a small staff is of course a greater proportional representation than ten men from a much larger staff. These men went voluntarily and with the fighting spirit of their firms behind them encouraging them on to win the war.

Now Comes the Draft

Now comes the draft and trained staffs of expert hardware men come under its scope just as surely as common laborers easy to replace as regards skill at least. Though as one principal of a hardware firm put it "A hardware man can't shoot a German any better than any other man though he has a practical knowledge of the points of a rifle" still the draft applies inexorably. It is the case, however, that highly trained hardware men can be used to special advantage by military authorities in connection with the business end of the war, an end which is ever more important. Men with practical knowledge of metals, of mechanical matters, and of merchandise such as constitutes the stock-in-trade of the hardware business are well adapted to work in connection with military supplies, and are doing valuable work in that direction. But the draft does not primarily consider such qualifications. They may apply after the men have been drafted and drilled a bit.

Ten Years To Replace Some Men

While the great hardware concerns are giving their men over without grudge, and in many cases without even protest or application for exemption, there is no getting away from the fact that there is sacrifice in the business sense.

"We have already sent to the front as volunteers thirty or forty men whose skilled services we miss," said the principal of one hardware concern in Toronto "and the draft takes away six or seven whom without exaggeration we cannot well replace short of ten years training. We would gladly have kept such men but mark you, we do not grudge them for their country's service. It is a matter of having the men where they are most needed."

Foresight Helps Some Firms

"We haven't suffered yet from the draft though we may eventually," said the principal of another firm. "The reason we have not felt the draft is because our young staff members who were eligible are at the front as volunteers, and the young men we have with us now are exempt through physical disqualification or some special cause. Others who are valuable members of our organization are over age. We foresaw the coming of the draft and made preparations by training bright boys, and the boys are doing their bit by helping replace older men able for service. But it takes years to make a thoroughly efficient hardware man. Some of our staff members at the front now had been with us since they were little chaps, and they haven't been replaced exactly though the younger boys coming up are getting experienced and are doing their best. If the draft calls up more of our men we shall just get along as best we can without them. It's all to win the war, and that's what we want."

Patriotic Principle

"We haven't applied for exemption for a single member of our staff," said another hardware firm principal "and we aren't going to on principle. If the country needs our men the country can have them. We have fifty-two members of our staff serving voluntarily, and one is a member of the firm. We miss their help in many ways, but if this war is to be won we must get along without them, and without any more men whose services may be needed."

That opinion, and the preceding opinions show the splendid stand taken by the hardware trade as regards winning the war, and the application of the draft. It is characteristic of the hardware business. Both military service and the hardware business may be described as "A man's job."

Auto Industry Ranks Next to Shipbuilding

Steel Makers to Supply Auto Manufacturers With Necessary Steel—Investigating Committee Convinced Motor Car Industry Vital to Commercial Health of Nation

AUTOMOBILE manufacturers are being assured by steel makers of an ample supply of high grade steel, which will not interfere with needs of other industries. Only 5% of the total steel production is consumed in making motor cars. Coal during the past few weeks has been a serious menace, and the difficulty persists but it is improving and little trouble is anticipated by the manufacturers in securing sufficient fuel. The most serious problem is transportation, which is admittedly bad, but it is believed it will greatly clear up under government supervision and pooling of railroad facilities. There should be no ground for pessimism on this score.

An encouraging element in the situation is the attitude of the government towards the motor car industry as a whole. A recent investigation into its economic value during war time has resulted in a conviction that it is vital to the commercial health of the nation. The investigating committee ranked it third in importance among war industries. It was placed next to the shipbuilding trade.

Leaders of the automobile industry have done much to correct the extravagant rumors regarding the curtailment of the motor industry. Conditions are defining themselves more favorably, we feel, said John Morgan, vice-president of the McGraw Tire & Rubber Co. of East Palestine, Ohio. The effect of these rumors has been confusing to dealers and has caused them to limit their buying of cars and accessories. Unfortunately, few of them have known the real facts or had a correct point of view. These we believe they should have, based on the present outlook for 1918.

The motor car industry is a fundamental in modern business life and has come to stay regardless of peace or war conditions. The automobile is essential to the welfare of American business. Approximately 85% of the output is purchased every year for business purposes and is as indispensable as the electric light, telephone and the telegraph. The so-called pleasure car is more or less a negligible factor. The great bulk of passenger cars are being used by business men, farmers and professional men in the more expeditious handling of their business.

If there is any curtailment in the automobile output during the coming year, it will not be due to lack of demand; in all likelihood more cars will be wanted than can be produced and the outlook for production looks better every day.

Taking all factors into account, it would seem that at least in the accessory

(Continued on page 70.)

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

TWO features of interest during the week are the decline of $1 per hundred pounds in the price of white lead in oil and the increase of 50c per hundred pounds in the price of putty. The decline in white lead in oil is attributable to the fact that this commodity has not been moving very freely of late and stocks have been accumulating. There was a disposition on the part of some grinders to want to turn their stocks into money. Intimations have been made that the prices are likely to advance again soon after a short selling period. Whether or not this will materialize remains to be seen. Putty has been increased in price partially through the scarcity of whiting and also to the higher cost of containers. Linseed oil is in firm market with advances recorded in some quarters during the week.

Advances in automobile accessory prices have again been numerous and include tire covers, blow-out patches, rubber cement, vulcanizers, tire holders, hand pumps, foot pumps, engine driven tire pumps, headlights, side lamps, tail lamps, dash clocks, slip joint pliers, robe rails, foot rests, bumpers. Increases in price have also been recorded on some of the regular hardware lines, such as extension bit holders, breast drills, cornering tools, levels, mallets, iron planes, scrapers, trammel points. The iron and steel situation gives promise of being even more acute in the future as shortage of fuel and the transportation facilities are hampering the trade in the United States. Intimations have been made that the Canadian trade will only be able to obtain 50 per cent. of its requirements in sheet steel from the United States mills during the coming year. Cement has also been advanced in price. There is a good demand for crosscut saws at the present time owing to the shortage of coal which has sent the consumers in quest of other kinds of fuel. Travelers for wholesale houses are again making their rounds of the hardware trade and report business seasonably good.

MONTREAL MARKETS

MONTREAL, Jan. 9.—With the holidays over and stock-taking well in hand the jobbing trade is engaged in new business. This seems to be opening up reasonably well and the volume already to hand indicates a satisfactory condition in the country. Sorting orders are maintained for many lines while some dealers assert the spring bookings are good. There is undoubtedly a decided feeling that supplies are bound to be short for the coming season. With traffic curtailed and the regular avenues of transportation being used for the purposes of war so largely, many are sure that we shall have to be content with slower deliveries than have obtained for some time past. Notwithstanding this, jobbers do feel that the governments of both the United States and Canada will do all that is possible to eliminate friction. There is no acute shortage apparently in any line at the present time. The iron and steel deliveries are among those spoken of as slow and delayed. Tin plates will probably be available soon for real essential purposes such as the making of dairy pails and other supplies. Those who make maple sugar products are already securing needed supplies. For such purposes, manufacturers feel that they can meet the demand. The unsatisfactory deliveries of flaxseed have caused a real short stock of spot oil and dealers prefer to sell only in small lots. White lead in oil has been lowered $1 per cwt. all around and the dry lead also is down $1 per cwt. Putty is up 50c per 100 lbs. The 50-lb. steel drums, heretofore popular, are not now available. Many blast furnaces have been inconvenienced through the shortage of coke, and have been receiving only about 50 per cent. of their requirements. There is undoubtedly bound to be an acute shortage of steel, say importers, and those who have not awakened to the conditions may find themselves in a pinch later on.

Various Hardware Lines Records Advances

Montreal.

VARIOUS LINES.—There are a few changes in some staple lines of goods. Fishing poles of the steel and bamboo varieties are higher, accounted for by the scarcity of stocks and the difficulty of getting new supplies from Japan. A few sample prices follow on the bamboo rods:—No. 0100 are quoted at $3.75 per doz.; No. 0110, $5.90; No. 0112, $5.90; and No. 116, $8.15 per doz. In the steel rods No. B-96 are $2.10 each; No. F-96, $2.25; No. B.C. 46 R, $2.50 and the B.C. 5 R, $2.50 each. Fish lines are also quoted higher, the advance applying to the silk and cotton and hemp lines as well. Fly hooks, baits, minnows, spears, nets and fly hooks all have been marked up, the advances representing an increase of 15 per cent. to 20 per cent. Le Pages and Chase's glues in the bottle sizes are higher, the advance being about 25 per cent. on Le Page's and caused to a great extent by the increased costs for bottles. Thus the 1-oz. bottles are now $1.60 per doz.; the 2-oz. $2.25 and the half gills, $2.25 per doz. The advances on Chase's is a little higher, about 30 per cent

The changes recently made in the prices of Stanley tools apply to the products made at New Britain and the advances of about 10 per cent. previously announced affect iron levels, braces, chisels in sets, mallets and spoke shaves. Markham air rifles have advanced, No. 14 "King," now being $2 higher.

Shell Primers Are Up; Advance Of About 10%

Montreal.

PRIMERS.—An advance is recorded in the price of Winchester primers through a change in the list. This is now advanced, on the new No. 4, to $5.50. This is the price per thousand and when figured against the old price represents a considerable advance. Above price is subject to an advance of 10 per cent. on list.

Automobile Wrenches Are Marked Higher

Montreal.

AUTOMOBILE PLIERS.—An advance has just been made in the price of Carll automobile pliers, a line which has been selling freely among the trade

handling auto accessories. The 8-inch size, which is popular, has been selling on a list of $7.80 and is now advanced to $10. From this a discount of 12½ per cent. is allowed.

Stop Joint Pliers And Ticket Punches Up

Montreal.

PLIERS, TICKET PUNCHES.—A considerable advance is recorded in the prices of two well-known lines of pliers. This will probably be around 30 to 35 per cent. of an advance and applies to the Kraeuter line of stop joint and the regular glass plier. Ticket punches of the same make have also advanced and this will be greater, probably about 40 per cent. Production costs, say the makers, have necessitated the advance.

American Terne Plates And Cokes Are Firmer

Montreal.

TIN PLATES.—The tendency on available supplies of tin plates is to firmer prices. American cokes, 14 x 20 are worth $17 base and the full size, 20 x 28, are quoted at $34. Small supplies are available. In speaking with one large user HARDWARE AND METAL was informed that where he could easily handle 50,000 boxes in the average season, he had promise of probably getting one-tenth of this quantity this year. For any but needs outlined by the government it is doubtful if many supplies will be forthcoming, and the outlook is therefore anything but bright for the regular needs of the trade. I. C. terne plates, 20 x 28 are quoted at $25 per box.

Prices Are Withdrawn On All Tackle Blocks

Montreal.

TACKLE BLOCKS.—Withdrawal of prices as applying to tackle blocks is announced. This will affect both the wood and steel patterns. When the new lists will be issued has not been stated but these will probably be available within the next week or ten days. In the meantime any orders received will have to be filled on the "open price" basis.

Cold Blast Lanterns Advance Fifty Cents

Montreal.

LANTERNS.—An advance of fifty cents per dozen has been made in the price of cold blast lanterns. This applies to the short and long globe styles and the prices at Montreal are now $12.50 per dozen. The difficulties of securing tin supplies and the cost of wick and increased labor are responsible for the advance.

Coal Oil Up One Cent; Gasoline Price Is Held

Montreal.

GASOLINE AND COAL OIL.—A firm condition prevails in the coal oil market and an advance of one cent per gallon has gone into effect. This makes the price of Royalite 18c; Palacine 21c and Electroline 21c. Sales are good to country dealers and a good normal volume of business is being maintained. Gasoline sales are keeping up very well for this season of the year and dealers are well satisfied. One of the factors in making the coal oil trade brisk locally has been that of the active request for oil heaters during the recent severe weather. For a time it was difficult to cope with the demand thus created for this popular heating device.

Hemp Stock Is High; Rope Price Very Firm

Montreal.

ROPE AND CORDAGE.—There is not a great movement of rope these days and jobbers are concerned more with deliveries than with other matters. These have been very slow. One large cordage company has had 25 to 30 carloads of rope in transit for some weeks. In fact some has been on the way since October. Little attention is paid consignees in the matter of tracing shipments, and it seems a very difficult thing for the railway companies to do this under the adverse and unique conditions prevailing. With the advancing prices for hemp, jobbers are expecting that there will be an advance in rope prices in the very near future.

TINPLATE SITUATION.

The following opinions, gathered by Hardware and Metal's Montreal representative, are interesting as expressing the view of manufacturers on the tinplate situation:

"We haven't seen a box of tin for three months. We have been promised some this month in fairly large quantities. It is being held back for food container purposes."

"The tinplate situation will be very acute. We have been able to sell at least 50,000 boxes in an average season; this year we are promised about 5,000 boxes.

"The tinplate situation is bad, and it will be worse before it is better."

"We are giving the matter of tinplates some serious concern and are getting nervous about supplies."

"We are not a bit afraid of the can situation now. Deliveries will likely be slow, but we hope to get our requirements in time."

Bookings Coming In For Standard Nails

Montreal.

CUT AND WIRE NAILS.—There is little interest in the nail market. Jobbers state that the number of orders coming forward for shipment in the spring is very satisfactory. For the time being there is little movement and sorting business continues confined to small compass. Standard wire nails are being received by jobbers, but the deliveries are rather poor. These are selling on the price basis of $5.50 per 100 lb. keg. Cut nail demand is practically nil. One jobber is quoting $5.60 per 100 lbs. base but the recent base of $5.75 is maintained by most jobbers. Standard smooth wire is selling on the basis of $6.50 per 100 lbs.

Slightly Better Market For Old Materials

Montreal.

OLD MATERIALS. — There is a slightly improved tone to the market for old rubbers and other rubber by-products. This is not a marked improvement, but with a somewhat better demand old metal and junk dealers are inclined to offer better prices. One large dealer states to HARDWARE AND METAL that there is a greater degree of confidence, even though this is not decidedly marked. Better demand has developed for No. 2 busheling and this is now commanding a price of $13 per ton.

MONTREAL—

Tea lead	$ 0 04	....
Heavy lead pipe	0 05	0 06¼
Yellow brass	0 13½	0 14
Red brass	0 20	0 21½
Light brass	0 08	....
Scrap zinc	0 06	....
Heavy copper	0 22	0 23
Old cast iron, per gross ton	22 00	25 00
Wrought iron, No. 1, per gr. ton	22 40	23 00
No. 1 machinery scrap	27 00	....
Heavy melting steel	18 00	20 00
Pipe scrap	15 00	17 00
Stove plate, per ton	17 00	19 00
Old rubbers, boots and shoes	0 07½	0 08
Overshoes, lumbermen's rubbers boots	0 07	....
Bicycle tires	0 03½	....
Auto tires	0 04½	0 05½
No. 2 busheling	....	13 00
Country mixed scrap	14 00	15 00
Country No. 1 wrought iron	....	18 00

Supplies Black Sheets Ample To Meet Demand

Montreal.

SHEETS AND PLATES. — There would seem to be ample supplies of black sheets for the immediate needs. Orders that come to hand can be handled fairly well. Some are prepared to accept orders on a more favorable price basis and the following quotations will serve to give an accurate survey of the local market.

MONTREAL—

BLACK SHEETS—		100 lbs.
10 gauge	$8 50	$12 50
12 gauge	8 65	11.50-11.60
14 gauge	8 80	8.85-11.50
16 gauge	9 00	8.65-10.75
18-20 gauge	9 25	10 25
22-24 gauge	9 40	10 40
26 gauge	9 45	10 45
28 gauge	....	10 55
10¾ oz. (28 English)	10 55	10 75
GALVANIZED SHEETS—		
10¾ oz.		$10 00
28 ga.		9 65
26 ga.		9 25
22 and 24 ga.		9 05-10 45
20 ga.		10 30
18 ga.		10 15
16 ga.		8 70- 8 85

Slower Deliveries On Iron And Steel Bars

Montreal.

IRON AND STEEL.—Business has been normal for the week, but the usual quiet obtains after the holidays. There have been no price changes for the week and what retail orders are sent forward are filled on the basis of prices quoted below. It may be stated that supplies are increasingly hard to obtain and from this condition there is little likelihood of much improvement for some time.

Jobbers feel that there is small chance of a lower schedule of prices being effective.

MONTREAL—	
Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0.17½-0 19
Black Diamond tool steel, per lb.	0 18-0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 18-0 19

Lead Pipe And Sheets Are In Firm Position

Montreal.

LEAD PRODUCTS.—There is a firm tendency to the market for lead pipe and manufactured lines. This is in sympathy with the price at primary points where a firm price is maintained. There is no marked stir in the matter of sales, but these are about as large as could be expected for the season of the year. Deliveries are increasingly slow and supplies will become lighter if the present tie-up of freights continues. There is no shortage and deliveries are being made promptly.

Lead pipe, lb.	$0.14-$0.15
Lead waste pipe, lb.	0.15- 0.16
Lead traps and bends	Net list
Lead wool, lb.	0.14
Lead sheets, 3 lbs. sq. ft.	0.12- 0.13
Lead sheets, 3½ lbs. sq. ft.	0.12- 0.12½
Lead sheets, 4 to 6 lbs. sq. ft.	0.11- 0.12

Spelter Held Firmly; Most Ingots Quiet

Montreal.

INGOT METALS.—There is rather small movement of ingot metals for the week and dealers are not expecting a great volume of orders. The features are not very startling, the fluctuating market on tin being the most absorbing feature.

COPPER.—Trading is light, but now that conditions are controlled by the government such dealers as have licenses are enabled to know definitely what they can do, with a small margin allowed for handling. 33 to 34c per lb. is quoted.

LEAD.—This is held rather firmly, the Trust price having risen in New York 25c per 100 lbs. Quotations here are 9½c to 10c per lb.

TIN.—With a spread of forty pounds per ton within a few weeks and a recovery again of thirty pounds, in London, tin has commanded very great interest. Quotations are made on a basis of 75c to 81½c per pound here.

SPELTER.—The tone of the spelter market is about normal. Little trading is being done and the quotations are made on a basis of 10½ to 11c per lb.

ALUMINUM.—The market is slow and uninteresting, 55 to 60c per lb. is being quoted for what requirements come to hand.

ANTIMONY.—Slow, with little trading being affected. Prices are unchanged at 18c per lb.

TORONTO MARKETS

TORONTO, Jan. 10.—Now that automobile accessory houses are revising their catalogues for the 1918 selling price list there have been numerous changes in these lines during the week. As indicated in these columns some time ago all fabric goods were in firm market and higher prices were expected. Tire covers and tire reliners are among the lines to show higher prices. Automobile tires have not yet advanced in price but the market is one of considerable firmness owing to the situation in raw cotton. Lines to show increase during the week include rubber cement, vulcanizers, tire holders, hand pumps, engine driven tire pumps, electric headlights, side lamps and tail lamps, auto clocks, slip joint pliers, robe rails, bumpers. Business in automobile accessory lines promises to be exceptionally good this coming year. Bicycles and bicycle accessories have already been booked for delivery up to May 1 in as great volume by one concern as the entire year of 1917.

Lists On Tire Covers And Reliners Advanced

Toronto.

TIRE COVERS, RELINERS.—Some time ago it was intimated in these columns that an advance could be expected in fabric goods of various kinds and reason for the strong situation was due to the condition in the raw cotton market. During the week the list prices on these lines have been advanced and on the size 30x3½ the increase amounts to 35c each, the new list price being $1.85. Price on size 34x4 has been advanced 70c and is now quoted at $3. Tire reliners size 30x3½ are now quoted at an advance of 40c each, which now makes the list selling price $2.30. Size 34x4 tire reliner is now quoted at $3.30 each. These lines are subject to a discount of 25 per cent. in quantities of 12, while quantities over 12 are quoted at 30 per cent. In quantities of 48 and over the discount is 35 per cent.

Blow-Out Patches And Rubber Cement Up

Toronto.

PATCHES, CEMENT.—An advance has been made effective in the price of Hyslop inside blow-out patches to the extent of 10c on list prices; size 30x3½ inside is now quoted at 55c each. Outside patches for same size tire have advanced 40c each and are now quoted at $1.25. Pure rubber cement in ¼-pint tins has been advanced to 22c, the former price being 18c per tin. Half-pint tins have been advanced to 35c, an increase of 7c. Pint tins are now selling at 60c, an increase of 10c. For the quart size tins the new price is 90c per tin, an advance of 10c. On the above lines a discount of 25 per cent. is allowed on lots of less than 12. In quantities of 18 to 48 the discount is 30 per cent. and in quantities of 48 and over the discount is 35 per cent.

Vulcanizers And Foot Rests Show Advances

Toronto.

VULCANIZERS, FOOT RESTS.—Following the advance announced recently in the smaller sized vulcanizers there has been put into effect an advance on the garage size vulcanizers, known as Model S Adamson. The former list price on this line was $12 whereas the new list price is $15 each. This price is subject to a discount of 25 per cent. The Niagara adjustable foot rest has been advanced 25c on list price, making the present price $2.25. In quantities of less than 12 the discount on foot rests is 25 per cent., in quantities of 12 to 48 the discount is 30 per cent., while quantities of 48 and over the discount is 35 per cent.

Tire Holders Make Substantial Increase

Toronto.

TIRE HOLDERS.—Tire holders of various descriptions have made a substantial increase in price. McKinnon rear tire holder for Ford Cars No. 180, to carry one tire, have been advanced to $5.40, the former list price being $3. McKinnon rear tire holder No. 185 for Ford cars, to carry two tires, have been advanced to $6 list price, which is an increase of $2.50. King rear tire holder for Fords have been advanced $1 on list price, the new price being $6 each. Niagara basket type rear tire holders for Ford cars are now quoted at $6 list, the former price being $4.50. Above prices are subject to a discount of 25 per cent. in quantities of less than 6, 30 per cent. in quantities from 6 to 23 and 35 per cent. in quantities of 24 and over.

Hand Pumps And Foot Pumps Go Up

Toronto.

PUMPS.—An advance in various kinds of hand and power pumps has been made effective. Mayo two-cylinder hand pump is now up 25c and is being quoted at $2.75 each. Kellogg No. 10 two-cylinder hand tire pump has been increased in price to the extent of 75c, making the present list selling price $3.50. Twombly foot tire pumps have been advanced to $6.50 list price, which is an increase of 65c. In lots of less than six the discount on the above lines is 25 per cent., in quantities of 6 to 24 the discount is 30 per cent., while quantities of 24 and over the discount is 35 per cent.

Lever Pumps And Power Pumps Higher

Toronto.

PUMPS.—Lever tire pumps of Skinner pattern, for use in private and public garages, have been increased $4.90

on list price, which now makes the selling price $18.90. In lots of less than six the discount on this line is 20 per cent., while in lots of six and over the discount is 20 and 5 per cent. Kellogg No. 101 engine-driven tire pump has been advanced $2 on list, making the selling price now $20. Kellogg front drive engine driven pump for Dodge and Overland has been increased $2.50 on list price, now making the selling price $16. Above engine-driven pumps are subject to a discount of 20 per cent. in quantities of less than six and in quantities of 6 and over the discount is 25 per cent. off list. Mayo regular spark plug pump has been advanced $1 on list price, making the price now $13.50. Mayo Ford special spark plug pumps have recorded an increase of $3 on list prices, which now makes the selling price $10.50 each. This line of spark plug is subject to a discount of 20 per cent. in quantities of less than six and in quantities of 6 and up the discount is 25 per cent.

Headlights, Side And Tail Lamps Up

Toronto.

HEADLIGHTS, LAMPS. — Electric headlights of Clasco Brand No. 1256 have been advanced 40c per pair, making the new list price $8.60. Clasco electric tail lamp No. 26 has been advanced 35c in price, to the present selling price of $1.70 each. Oil side lamps also of Clasco brand have been advanced $1.25 per pair on list price to the present selling price of $6.25. Oil tail lamps of same brand are now quoted at $3.75 each, an advance of 45c. This line of lamps is sold at a discount of 25 per cent. in quantities of less than 12, in quantities of 12 to 48 the discount is 30 per cent. while quantities of 48 and up carry a discount of 35 per cent.

Automobile Clocks Register Advance

Toronto.

CLOCKS. — Advances ranging in amount from 50c to $1.50 have been made on the list prices of automobile clocks. No. 9 Keyless automobile clock formerly quoted at $15 is now quoted at $16.50. Frisco 30-hour dash clock is now quoted at $3.50, which is an advance of 50c on list price. Frisco 30-hour cowl clock has also been advanced 50c on list price and is now quoted at $4.50 each. Shasta 8-day clock is now quoted at $7.50 list price, an increase of 50c. Denver cowl clocks have been advanced 75c each, which makes the selling list price $8. Discount on these clocks in quantities of less than 6, one style or assorted style, 25 per cent. In quantities of 6 to 24 the discount is 30 per cent. and in quantities of 24 and over the discount is 35 per cent. These clocks can all be obtained in assorted styles when a quantity is taken.

Hand Horns Hold Steady In Price

Toronto.

HAND HORNS.—One of the lines to hold steady in price after the recent revision on spring prices are the horns for automobiles. Handphone hand horns are still quoted at $3.75 each, while the Newtone electric motor driven horns are quoted at $6.50 each. In quantities of less than 6 these horns are quoted at 25 per cent. discount from above list prices, in quantities of 6 to 23 the discount is 30 per cent. and in quantities of 24 and over the discount is 35 per cent.

Slip Joint Pliers Show Upward Tendency

Toronto.

PLIERS.—List prices on the nickel-plated and black finish slip joint pliers have been revised upward. For the nickel-plated style the new price is 55c each list price, representing an increase of 10c. Black finish slip joint pliers are now quoted at 35c each list price, an advance of 5c. In quantities less than 24 the discount from list price is 25 per cent., in quantities 24 to 96 the discount is 30 per cent. and in quantities of 96 and over the discount is 35 per cent.

NEW LISTS ISSUED ON WROUGHT IRON PIPE.

Toronto.

WROUGHT PIPE.—Manufacturers of wrought iron pipe have issued new lists and discounts, but the result of the change does not show much material difference in the net prices prevailing previously. A readjustment has been made in a few sizes.

The only changes over the previous list is an increase of $1 on ⅛-inch standard buttweld black, and an increase of $1.50 in galvanized standard buttweld of same size. Black ¼-inch and ⅜-inch standard buttweld have been reduced 2c per 100 feet, while the galvanized on same sizes has been advanced 7c per 100 feet. Following are the new prices:

	Per 100 Feet Black	Galvanized
Standard Buttweld—		
⅛ in.	$ 6 00	$ 8 00
¼ in.	5 10	7 23
⅜ in.	5 10	7 23
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00
Standard Lapweld—		
2 in.	29 43	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	89 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Prices Ontario, Quebec and Maritime Provinces.

Folding Robe Rails Higher In Price

Toronto.

ROBE RAILS.—Folding robe rails of the Niagara pattern have been advanced in price from 20c to 35c each. Black rails that were formerly quoted at 75c each list are now quoted at 95c list. Nickel-plated Niagara robe rails that were formerly quoted at $1.25 each are now listed at $1.60. In quantities of less than 10 rails the discount is 25 per cent., in quantities of 10 to 50 the discount is 30 per cent. and in quantities of 50 and over the discount is 35 per cent.

Spring Prices On Bumpers Arranged

Toronto.

BUMPERS.—Prices on bumpers have been subject to rearrangement in preparation for the spring booking season. In some lines there has been a considerable advance over prices prevailing within recent months. No. 6057 Niagara 2-inch clamp-on channel bar bumper formerly quoted at $8.75 is now quoted at $10.60 each. No. 6107 Niagara 2-inch nickel-plated spring bar bumper, formerly quoted at $14 list is now quoted at $15 list. One of the new lines is the Niagara 2-inch nickel-plated spring bar bumper with Nuway universal fittings, the price of which is $15.90. No 6102 Niagara 2-inch nickel-plated channel bar bumper for Chevrolet is now quoted at $11.65, the former price being $9. No. 6106 N. 2-inch nickel-plated spring bar bumper for Chevrolet is quoted at $15.60, the former price being $11. No. 6094 Niagara 1¾-inch nickel-plated channel bar bumper for Ford is quoted at $10.60, the former list price being $7.75. No. 6294 Niagara 2-inch nickel-plated channel bar bumper for Ford is quoted at $11.60 as against the former list price of $8.75. No. 6105N Niagara 2-inch spring bar bumper for Ford is quoted at $15.40, the former price being $11. In quantities of less than 5 these bumpers are quoted at a discount of 25 per cent. In quantities of 5 to 25 the discount is 30 per cent. and in quantities of 25 and over the discount is 35 per cent.

Embargo Is Holding Up Some Shipments

Toronto.

BRASS AND BRONZE PRODUCTS. —An embargo has been placed on the shipment of all brass, bronze and babbit metals by the United States Government. The embargo also applies to finished products in which these raw materials are used. A provision is made to allow them to leave the country under special permit for each shipment. This is making delivery to the Canadian trade of some lines of automobile accessories from United States manufacturers very slow in arriving. It has not resulted in keeping these goods out of the Canadian market entirely, but receipts of stocks have of necessity been slow. Wholesale accessory dealers do not anticipate that there will be a complete stoppage of their movement out of the United States, but state it is interfering with trade to a considerable extent in not being able to know what stocks they can depend upon having.

New Style Primer Shows Higher Price

Toronto.

PRIMER.—A new style primer has been placed on the market which is quot-

ed at a list price $7.50 each. This is a plunger pump arrangement which is designed to throw a rich spray of vaporized, fireable gasoline into the manifold near the entrance to the cylinder which enables the engine to be started easily. The outfit consists of the necessary plunger pump with the necessary bolts, connections and tubing for mounting on the dash. In small lots the discount on this article is 25 per cent. In quantities of 6 the discount is 30 per cent. and in quantities of 24 the discount is 35 per cent.

Calcium Carbide Makes Big Advance

Toronto.

CARBIDE.—In some sizes of tins the price of calcium carbide for automobile lamps has advanced 100 per cent. on list price. One-pound tins that were formerly sold at $2 per case of 24 are now quoted at $4 list, while two-pound tins that were formerly quoted at $2 per case of twelve tins are now quoted at $4. For 5-lb. tins the price is now $6 list, per case of 12 tins, which is an advance of $2.50. For 10-lb. tins the list price is also $6 per case of 6 tins, which is an advance of $2.75 per case. In bulk calcium carbide is quoted list at 25c for single pound, 45c for two pounds, 80c for five pounds and $1.50 for ten pounds. Discount on this line is 20 per cent. off list prices.

New Lists On Push And Pull Switches

Toronto.

SWITCHES.—New list prices have been issued on push and pull switches of nickel and black pattern. No. 1940 single nickel is now quoted at 50c and black at 45c list price. No. 1941 two gang nickel is quoted at $1, with black at 90c. No. 1942 three gang nickel is quoted at $1.50 and black at $1.35 list. No. 1943, four gang, nickel is quoted at $2 list and black at $1.80. These prices represent a decline in price. In lots of less than 25 switches the discount is 25 per cent., in lots of 25 to 100 the discount is 30 per cent., while quantities of 100 and over carry a discount of 35 per cent. from list prices.

Rear End Tire Holder List Slightly Higher

Toronto.

TIRE HOLDERS.—A slight increase has been made effective on the list price of the Hercules rear end tire and demountable rim holder. List price on the black enamel type complete with straps with 7-inch drop is now $8.90 each, which is an increase of 5c on list. Discount which applies to this line is 25 per cent. in small quantities, 30 per cent. for quantities of 6 to 23, and 35 per cent. in quantities of 24 and over.

Tire Tape Has Advanced In Price

Toronto.

TIRE TAPE.—An increase in the price of black adhesive friction tape for use on tires has been made on the heavier sized packages. For the 2-oz. ¾-inch size the list price remains the same at 10c per roll. For the 4-oz. ¾-inch the list price is now 17c, which is an advance of 2c. For the 8-oz. ¾-inch size the list price is now 33c, which is an advance of 3c. Discount on this line is 25 per cent. in small quantities, 30 per cent. when ten pounds are purchased and 35 per cent. if the purchase amounts to 50 pounds.

Tire Tools Show Increase In Price

Toronto.

TIRE TOOLS.—New list prices have been issued on tire tools. No. 1 tire tool is now quoted at 70c list each, an advance of 10c. No. 2 has been advanced 5c on list price which now makes the selling price 40c each. No. 3 tire tool has been advanced to 55c each list, an increase of 10c. No. 4 tire tool is now quoted at 20c, which is the same price as that previously prevailing. No. 6 tire tool is now quoted at 40c list each, which is an increase of 5c. In quantities of less than 12 the discount is 25 per cent., in quantities of 12 to 47 the discount is 30 per cent. while quantities of 48 and over carry a discount of 35 per cent.

Emergency Mud Hooks Advance 20c On List

Toronto.

MUD HOOKS.—List prices on emergency mud hooks have been advanced 20c which now makes the list price $2.70 each. This article is designed to fasten one or two on the rear wheel in order to help the car out of mud, sand or snow. In quantities of less than a half dozen they are quoted at 25 per cent. discount, in quantities of 6 to 23 the discount is 30 per cent., while quantities of 24 and over the discount is 35 per cent.

Chain Cable Lists Advance 2c Foot

Toronto.

CHAIN CABLE.—Chain cable has been advanced 2c per foot on list price, making the selling price now 9c per foot. This chain is used for connecting muffler or horn cut-out to foot pedal and is designed to run through ordinary pulley. For less than 100 feet the discount is 25 per cent. from list price, for 100 to 500 feet the discount is 30 per cent. and in quantities of 500 feet and over the discount is 35 per cent.

Muffler Cut-Out Valves Go Higher

Toronto.

CUT-OUT VALVES.—New list prices have been issued for muffler cut-out valves which provides for a slight increase in price. This cut-out valve is attached by cutting V-shaped hole in pipe and clamping in position. Size 1⅝-inch is now quoted at 75c each, 1½-inch at 75c, 1¾-inch at 90c, 2-inch at $1.10, 2¼-inch at $1.10, 2½-inch at $1.55, 3-inch at $1.90 each. These prices show an increase of from 5c to 30c on the various sizes. Discount in quantities of less than 12 is 25 per cent., in quantities from 12 to 48 the discount is 30 per cent. and in quantities of 48 and over the discount is 35 per cent.

Radius Rods Are Moved Higher In Price

Toronto.

RADIUS RODS.—Auxiliary radius rods designed for the Ford car have been advanced in price during the week. No. 701 that was formerly quoted at $5.40 is now quoted at $7 list price, while the No. 703 that was formerly quoted at $2.30 list price has been advanced to $2.50 list price. In quantities of less than 6 the discount is 25 per cent., quantities 6 to 23 the discount is 30 per cent. and in quantities of 24 and over the discount is 35 per cent. These radius rods are designed to give greater strength to the original rods and to make the car steer easier by holding the axle in position and in keeping the axle from rocking back on the bottom.

Composition Tap Sole Now On Sale

Toronto.

TAP SOLES.—One of the new lines to make an appearance on the Canadian market is the Neolin tap sole which are designed to fill the need for half soles for repair work. Formerly this line was only manufactured in the full soles and heels. Prices for the women's and boys' sizes of Neolin tap soles in cartons of one dozen soles is $6 while the net price on the men's size is $7.20 per dozen in cartons. These soles can either be sewed or tacked to the old shoe.

Cement Advances 15c Per Barrel

Toronto.

CEMENT.—As intimated in these columns recently that there was a strong situation in cement and that higher prices were a probability, such advance has been made effective during the week. The price of less than carload lots is now $3.15 f.o.b. Toronto warehouse, the previous price having been $3 per barrel. The carload price advanced about two weeks previous to the advance in small quantities and was given in these columns, the price in large quantities being $2.55 per barrel. There is a good demand for cement at the present time from sewer manufacturers, which branch of industry seems to be requiring the heaviest supplies at the present time.

Brooms Due For Another Advance

Toronto.

BROOMS, BRUSHES, WASHBOARDS.—Intimations have been made in reliable quarters that there is strong probability of an advance being made effective in the price of corn brooms. It is highly probable that the 20-lb. 4-string broom may soon be quoted at $9 per dozen, while the 23-lb. 4-string may be selling at $10 per dozen in the near future. These prices would represent an advance of $1 per dozen. Paint brushes are still in strong market although announcement of a general increase in

prices has not yet been made. Manufacturers of tin washboards are no longer permitted to use tin in their manufacture as the supplies of this commodity must be conserved for manufacture of cans for food commodities for our armies. Makers will accordingly have to confine their attentions largely to the manufacture of wooden washboards.

Bit Holders, Breast Drills Go Higher

Toronto.

BIT HOLDERS, BREAST DRILLS.—Higher prices have been made effective in this market on Stanley Rule and Level Company's goods, providing for an increased price in extension bit holders, breast drills, cornering tools, levels, mallets, planes, scrapers, trammel points. Following are the net prices prevailing on some of the various lines:

Extension Bit Holders—No. 1 by 16, $18.80 dozen; No. 1 by 18, $19.05 dozen; No. 1 by 20, $19.45 dozen.

Breast Drills—No. 733, $4.60 each.

Cornering Tools—No. 28, $3.35 dozen; No. 29, $3.55 dozen.

Levels—No. 31 by 3, $4.65 dozen; No. 31 by 3½, $5.70 dozen; No. 36 by 12, $25.75 dozen; No. 36 by 18, $30.55 dozen; No. 36 by 24, $43.75 dozen.

Mallets—No. 3, $5.80 dozen; No. 4, $2.60 dozen; No. 6, $10.40 dozen; No. 8, $4.25 dozen; No. 9, $5.25 dozen; No. 10, $6.40; No. 11, $9.85 dozen; No. 12, $12.55 dozen; No. 13, $15.20 dozen; No. 14. $12.30 dozen.

Iron Planes—No. 1, $2.35 each; No. 3, $3 each; No. 48, $4.15 each; No. 71, $3.20 each; No. 71½, $2.50 each; No. 444, $9.70 each.

Scrapers—No. 81, $21.55 dozen; No. 82, $14.40 dozen; No. 83, $14 dozen.

Trammel Points—No. 1, $1.20 per pair; No. 2, $1.53 per pair; No. 3, $2.10 per pair; No. 4, 70c per pair.

List Prices On Primers Advance

Toronto.

PRIMERS, LAMP WICK.—Higher prices were made effective in certain sizes of primers manufactured by United States ammunition firms. New No. 4 primer which formerly sold list at $3.80 per box of 100 has been advanced to $5.50 per box list. U. M. C. primer 33 has also been advanced to $5.50 per box. These prices are subject to an advance of 10 per cent. on list. Lamp wick is one of the lines of cotton goods to show a higher price to the extent of approximately 10 per cent. No. A is now quoted at 80c per gross, No. B at $1.16 per gross and No. D at $1.85 per gross net.

Coal Oil Advances 1c Per Gallon In Week

Toronto.

COAL OIL, GASOLINE.—An advance of 1c per gallon was registered in the price of coal oil during the week following the strong situation that has prevailed in the market for that commodity. The probability of an advance has been referred to by HARDWARE AND METAL on several occasions within recent weeks. Royalite coal oil is now selling at 17c per gallon and Palacine at 20c per gallon. The advance follows an advance recorded in certain parts of the United States several weeks ago. There is an exceptionally heavy demand for coal oil at the present time due to the use of the oil for heating purposes. Gasoline is holding in steady position at 31½c per gallon. While the demand is not as heavy in this commodity as during the summer months there is still a good consumption through motor trucks and delivery trucks of various kinds. New list prices on motor oils have not yet been issued.

Booking Business On Enamelware Now

Toronto.

STOVES, ENAMELWARE.—Manufacturers of enamelware are now engaged in booking business for future delivery and report that the response has been fairly good so far. There is a lack of keenness for business on the part of manufacturers owing to the uncertainties of the market, but at the present time some manufacturers will accept business for delivery up to March 1. Sorting business in stoves and ranges has been fairly good during the week in the face of the quiet period that is generally expected after the holiday period. Oil heaters continue to be in extra heavy demand. Some manufacturers are sold out entirely and are turning down numerous orders.

Cordage Market In Strong Position

Toronto.

CORDAGE, TWINE.—There is a strong situation in manila cordage at the present time which has been caused largely through the difficulty of getting supplies of raw materials from the Philippines and also to the fact that any ocean space that is available commands such excessively high prices. Manufacturers have not yet announced their prices for spring booking. The market for manila rope is in such a condition that should an advance be made effective in the United States the Canadian market would in all probability go higher. Indications at the present time seem to point to higher prices. Pure manila rope is still quoted on the basis of 39c per pound base, while British manila and New Zealand hemp is quoted on the basis of 33c per pound. Sisal rope is quoted at 27½c per pound base.

Iron And Steel Situation Still Acute

Toronto.

IRON AND STEEL.—There is no sign of improvement in the situation so far as iron and steel are concerned. Mills in the United States are far behind to meet requirements on iron and the production of steel has been hampered through the inclement weather and shortage of fuel. In Canada there is a serious shortage for existing needs and the government will in all probability give assistance in some form to the end that production may be increased. In the face of the conditions prices hold unchanged but firm.

TORONTO—		Per 100 lbs.
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Norway iron	11 00	13 00
Mild steel	....	5 50
Toe chalk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	11 50	15 00
Mining tool steel	19 00	30 00
Sheet cast steel	.....	35 00

Canada Can Only Get 50% Of Requirements

Toronto.

SHEETS, PLATES. — Advice has reached some of the local dealers that the United States government intends to allow only 50 per cent. of requirements to come forward to Canada on sheet steel. This will place existing stocks already in this country in a strong situation. Intimations were made last week that 3/16-inch plate and ¼-inch plate were likely to advance but on further consideration of the matter dealers decided that since existing stocks were so light there was very little object in disturbing prices at present. Prices of black sheets and galvanized sheets held unchanged during the week.

BLACK SHEETS—		Per 100 lbs.	
10 gauge	$	$12 00	$12 00
12 gauge	7 55	11 60	11 60
14 gauge	7 45	9 90	11 65
16 gauge	7 50	10 00	11 75
18-20 gauge	7 30	8 30	10 80
22-24 gauge	7 35	8 35	10 85
26 gauge	7 40	8 40	10 90
28 gauge	7 50	8 50	11 00
3-16-inch plate	12 25	....	.....
¼-inch boiler plate	12 00	....	.....
GALVANIZED SHEETS—			
10¾ oz.	$ 9 50	$10 00	$12 00
U.S. 28	9 20	9 70	11 70
U.S. 26	8 90	9 40	11 40
22 and 24	8 75	9 25	11 25
18 and 20	8 60	9 10	11 10
16	8 45	8 95	10 95
14	8 35	8 85	10 85

Corrugated Sheets Hold In Steady Market

Toronto.

CORRUGATED SHEETS. — Quiet prevails in the market for corrugated sheets, eavetrough and conductor pipe. This is the season of the year when dealers do not anticipate very heavy business. Recent severe weather has had a tendency to slow up any building that may have been in progress. Prices hold unchanged.

	Per 100 Sq. Feet Galvanized	Painted
No. 28 gauge	$ 8 70-$ 9 00	$ 8 00
No. 26 gauge	9 60- 10 00	9 25
No. 24 gauge	15 00-	12 00
No. 22 gauge	18 00-	15 25
No. 20 gauge	21 00-	18 50
No. 18 gauge	27 00-	24 00

No Hardship As Yet Through Permit System

Toronto.

BOILER TUBES.—Dealers in boiler tubes have so far been able to secure permits for sales of boiler tubes where it has been shown that the industry for which they were intended was necessary to the country's welfare at this time. The instance of the coal company cited

last week, which company was badly in need of boiler tubes to make repairs on their hoisting machinery boiler, has been solved through the granting of the permit by the Dominion Government. Stocks of tubes, however, are within very narrow compass.

Toronto—	Per 100 feet Cold drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Lead Products Were In Steady Market

Toronto.

LEAD AND ZINC PRODUCTS.—Despite a decline in the London tin market reported last week the local situation has shown no change so far as products manufactured partially from tin are concerned. In the primary market pig lead held in a fairly steady position and a change cannot be anticipated from that quarter immediately at any rate. Prices held unchanged. Demand is fair.

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 16
Lead sheets, 3 to 3½ lbs. sq ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.		0 12½
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 42½	....
Solder, strictly, lb.	0 39½	....
Solder, commercial, lb.	0 36¼	....
Solder, wiping, lb.	0 38½	....
Solder, wire, lb.	0 45	....
Zinc sheets, per lb.	0 26	

Stagnant Market In Old Materials

Toronto.

OLD MATERIALS.—There is a continuation of the dull condition in the old material market. Buyers and sellers are apparently at loggerheads and there seems no immediate prospect of a change in the situation until something more definite materializes with respect to the fixing of prices on these materials in the United States.

Tea lead	$ 0 04½	....
Heavy lead pipe	0 06	....
Yellow brass	0 12	0 13
Red brass	0 20	....
Light brass	0 09	....
Heavy zinc	0 05½	0 06
Heavy copper	0 20	0 21
Stove plate, per ton	17.00	18.00
Old rubber boots and shoes	....	0 08
Old cast iron, per ton	23 50	25 00
Overshoes, trimmed Arctics	....	0.06¼
Auto tires	0 04¼	....
Bicycle tires	0.03½	.....
	Per gross ton.	
No. 1 railroad wrought	....	22 00
No. 2 railroad wrought	9 50	10 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	14 00	15 00
Country No. 1 wrought iron	....	18 00

Tin Maintains Steadiness In Market

Toronto.

INGOT METALS.—There was a steadiness in the market for ingot metals during the week, with a fair demand reported. Tin stocks are comparatively light in this market, and prices were maintained at the same figure as last week, in spite of fluctuations in the primary market at London.

COPPER.—The exports of copper from the United States during 1917 amounted to 1,100,000,000 tons. This exceeded by 25 per cent. the previous record year of 1913. It is estimated that 75 per cent. of the copper produced is now being used for war work either on this continent or abroad. When the war ends there will have to be a very great readjustment. In the local market there was a steadiness of tone, prices being quoted at 30c to 32c for casting copper.

TIN.—There was a slight recovery in the London market during the week, the recent big decline having been attributed to the liquidation of limited speculative accounts, with buyers shy. Futures declined more heavily than spot tin in that market, and it may be that heavier stocks of tin are en route from the East Indies than estimated. One local metal concern stated they had received advices that it is believed five ships are due to bring stocks of tin into the London market. If they arrive safely it may mean that the stocks will be sufficiently heavy to break the market considerably. In the local market supplies are not heavy and quotations held unchanged at 78c to 80c per pound. Later advices regarding the shipment of Singapore tin into the United States direct without license show that the permit system still prevails.

SPELTER.—Producers of spelter in the United States are of the opinion that production has now been brought down to the level of current requirements. Producers are carrying large stocks, but are not disposed to force sales in view of the fact that reduction in output has been effected. There was a better demand in the local market, with quotations made on the basis of 9¾c to 10½c per pound.

LEAD.—In the New York market the largest producer of lead advanced the price of lead ¼c per pound during the week. In that market lead has been regarded as in fairly strong position. Offerings of several cars in that market during the week did not find keen buyers. The local situation remained unchanged, the price quoted being on the basis of 8¾c to 9c per pound.

ANTIMONY.—The United States Government is reported to be in the market for two or three hundred tons of spelter, and in the face of the dullness in the primary market it is expected there will be keen competition for this business. Prices in the local market held unchanged at 16c to 18c per pound.

ALUMINUM.—Quotations held steady and unchanged at 60c per pound. Demand is only fair at this season.

PIG IRON.—Some of the Canadian producers of foundry iron are still in a favorable position to take business for this commodity for nearby shipment. As stated last week, one of the big producers has been forced to close the foundry iron furnace and to devote all their energies and fuel supplies to the production of steel. Quotations held unchanged at $50 per ton.

LONDON MARKETS

LONDON, Jan. 10.—The decline of $1 per hundred in white lead in oil has been of unusual interest during the week. Putty and linseed oil have been advanced in price. Booking prices on horse blankets are much higher than previously. Crosscut saws are having a good sale in Western Ontario, caused no doubt through the shortage of coal and the desire of people to burn wood. Business, although not very brisk at present, is steady and considered seasonably good. Many lines of spring goods are being booked and shipping of them will start shortly after merchants complete their stock-taking. Collections continue good.

Horse Blankets Much Higher In Price

London.

HORSE BLANKETS.—Booking prices on horse blankets for delivery in fall of this year are much higher than previously prevailing. Kersey blankets with stay-on range from $23 to $40 per dozen. Lined jute blankets with stay-on range from $35 to $45 per dozen. Surcingles No. 1 plain are quoted at $2.65 per dozen, while No. 2 padded are quoted at $3.25 per dozen. The market is firm and higher prices are expected.

Glass Holds Steady

Although there is a firmness in the glass market, prices hold unchanged at 40 and 10 per cent. off list for single and double diamond, with cut lights at 33 1/3 per cent. off list.

New Mops Now On Sale In This Market

London.

MOPS.—A new line of polishing mop is now on sale in this market of triangle pattern, which is designed to go to the consumer at $1 each. The line is known as Sprustex, and to the retail trade No. 2 size is quoted at $8 per dozen. Sprustex polish 4-oz. bottles is quoted at $2 per dozen, 12-oz. at $4 per dozen, and 1-quart cans at $10 per dozen.

Augers And Lamp Wick Increase In Price

London.

AUGERS, LAMP WICK.—Through the changing of the discount on augers a higher price has been made effective. Discount now prevailing on Gilmour ship augers is 20 per cent. off list. Gilmour eye augers are now quoted at a discount of 45 per cent. Lamp wick shows an advance of approximately 10 per cent. No. O is now quoted at 65c per roll, No. A at 80c per roll, No. B at $1.20 per roll, and No. D at $1.90 per roll. Rochester lamp wicks No. 2 are quoted at 50c per dozen and No. 3 at $1.65 per dozen.

Cistern Pumps, Brooms And Clippers Advance

London.

PUMPS, BROOMS, CLIPPERS.—Advances have been recorded on common cistern pumps, which make the following prices effective: No. 1 open spout, $2.01 each; No. 2 open spout, $2.25 each; No. 3 open spout, $2.46 each. No. 1 closed spout, $2.13 each; No. 2 closed spout, $2.37 each; No. 3 closed spout, $2.64 each.

Several lines of corn house brooms have advanced in the neighborhood of 7½ per cent.

Chicago No. A1 toilet clippers have advanced to the extent of 15c per pair, which makes the new price 85c per pair. Chicago No. A1 fetlock clippers have also advanced 15c per pair, and are quoted at 85c per pair.

Snow Shovels Up; Saws In Good Demand

London.

SNOW SHOVELS AND CROSSCUT SAWS.—Higher prices have been made effective on wooden snow shovels; the new price of No. 118 is now $5.75 per dozen. Steel snow shovels hold unchanged in price, the discount being 12½ per cent. off list. Crosscut saws are having a good sale in Western Ontario, which is caused in all probability through the shortage of coal and the desire of householders to heat with wood fires. Following prices apply to Maple Leaf Lance, Maple Leaf Pacer, Premier, Pangburn, Leader, Arrowhead: 5-foot, $4.50 each; 5½-foot, $5.30 each; 6-foot, $6 each. Handles for crosscut saws are quoted as follows: No. 3, $4.10 per dozen pairs; No. 6, $3.75 dozen pairs; No. 6½, $3.75 dozen pairs; No. 5, $5.60 dozen pairs.

Wood Tubs And Clothes Racks Advance In Price

London.

TUBS, RACKS.—Wooden wash tubs have registered an advance in price, No. 0 now being quoted at $16.50 per dozen, No. 1 at $14.25 per dozen, No. 2 at $12 per dozen, and No. 3 at $10.50 per dozen. Gem wood clothes racks are also higher in price. Four-bar size rack is quoted at $5 per dozen, 5-bar at $6.30, and 6-bar at $9 per dozen.

Bit Braces, Mallets, Planes, Levels Up

London.

BRACES, PLANES, LEVELS.—Goods made by the Stanley Rule and Level Company have been moved upward in price, the advance in bit braces amounting to approximately 5 per cent.; in metal gauges an advance of approximately 10 per cent.; carpenters' mallets,

Lanterns Advance 50c Per Dozen

London.

LANTERNS, GLOBES.—An advance of 50c per dozen has been announced as effective on lanterns, which now makes the price of short and long pattern $12.50 per dozen; japanned dash, $15 per dozen; searchlight X-ray, $15.75 per dozen, and copper well japanned $18.25 per dozen. Lantern globes hold unchanged in price at $1 per dozen in single dozens, 90c per dozen in cases of three dozen, and 85c per dozen in cases of six dozen.

White Lead Declines; Putty Makes Advance

London.

WHITE LEAD IN OIL, PUTTY.—A decline of $1 per hundred pounds has been announced on the price of white lead in oil, which makes the price in ton lots $15.20 per 100 pounds, and $15.55 in less than ton lots. Elephant genuine is quoted at $15.75 per 100 pounds in ton lots and at $16.05 in less than ton lots.

Putty, on the other hand, was in firmer market, and an advance of 50c was recorded. Standard grade in 25-lb., 50-lb., and 100-lb. drums is now being quoted at $5.15 per 100 pounds. Pure putty is sold at $1.75 higher than standard, which makes an increase of $1 per hundred pounds on this grade.

WINNIPEG MARKETS

WINNIPEG, Jan. 10.—With the passing of 1917, the trade in general is getting straightened away for the coming year's business, and from reports received it is expected that this year's business will also show a substantial increase over the preceding year, as has been the case for the past three.

Prices On Screws Continue In Firm Tone

Winnipeg.

SCREWS.—Prices on all lines of wood screws also coach screws continue firm with no indications of any immediate change. Prices on the above line is herewith confirmed. Flat head, bright, 65 per cent.; round head, bright, 60 per cent.; flat head, brass, 30 per cent.; round head, brass, 25 per cent.; coach screws, 20 per cent.

Rope Halters Go Higher By 10 Per Cent.

Winnipeg.

HALTERS. — High prices ruling on all lines of cotton, coupled with increased costs of hardware, has had the effect of increasing the price of Johnson rope halters which show an advance of Approximately 10 per cent., taking effect at once. Present prices are quoted herewith: No. 1, $11.70 doz.; No. 2, $10.92 doz.; No. 3, $9.75 doz.

Cobblers' Sets Higher By 7½%

Winnipeg.

COBBLERS' SETS.—Prices on cobblers sets which have remained firm for some time past show another small advance of approximately 7½ per cent. over former prices and are quoted today at $21 doz. for No. 1, and $14.50 doz. for No. 2.

Lampwick May Go To Still Higher Price

Winnipeg.

LAMP WICK.—Lamp wick prices probably have shown more advances than any of the cotton lines handled by the hardware jobbers. Advances in this community have taken place several times during the past year and advice from the manufacturers predicts another advance in the near future. Prices in the meantime remain as formerly quoted viz.:

Lamp wick—No. 0, 63c gross; No. A, 79c gross; No. B, $1.15 gross; No. D, $1.83 gross.

Rochester lamp wick—No. 1, 35c doz.; No. 2, 50c doz.; No. 3, $1.65 doz.

Flat stove wick—3 in., 43c doz.; 3½ in., 50c doz.; 4 in., 57c doz.; 4½ in., 65c doz.; 5 in., 70c doz.

Shovel Handles Likely To Advance

Winnipeg.

HANDLES.—Market prices have remained very steady for some time past on shovel and scoop handles; hodever, owing to shortage of labor and increased costs an early advance is expected, prices quoted to-day being $4.25 doz.

Brooms Continue In Upward Direction

Winnipeg.

BROOMS.—Brooms which have soared in price since the commencement of the war continue to advance, and conditions at present show no improvement, in fact, transportation in the United States to-day is at a premium and only a limited quantity of broom corn is obtainable for this reason. Owing to the unlimited grades and makes of brooms it is impossible to quote prices except to mention that prices range approximately from $8 doz. on kitchen brooms to $12.50 doz. on warehouse brooms.

Hinges and Ice Saw Tillers Advance

Winnipeg.

HINGES, ICE SAW TILLERS. — A small advance has been found necessary on Stanley's ornamental hinges and this shows an increase of about 5 per cent. over former prices. To-day's prices are quoted herewith:

1430 A, 1430 D2, 1430 F, $5.50 doz. pr.; 1430 N, $6 doz. pair; 1413 D2, 1413 F, $7.20 doz. pair; 1417 D2, 1417 F, $7 doz. pair.

New prices issued some time ago by the manufacturers on ice saw tillers complete have just been put into force by the Winnipeg jobbers and shows an increase of 27½ per cent. over the former price. To-day's price is $1.40 each.

Linseed Oil And Turpentine Quiet

Winnipeg.

LINSEED OIL, TURPENTINE. — There is very little movement reported on turpentine, the market remaining quiet while prices as formerly quoted still remain in force. Barrels 80c gal.; ½ barrels, 80c gal.; 5 gal. lots, 85c gal., 1 gal. lots, 85c gal. Linseed oil prices are unchanged.

WEEKLY PAINT DEPARTMENT

Paints Also Auto Accessories

Overhauling Car Now Done in Comfort — Playing up the Distinctive Element in Paints—The Car Owner as the Painter—Keep Before Customers

THERE are many owners of automobiles who drive their cars steadily up until the end of the year, and until the new year comes will not consider laying up their cars to be painted and varnished. Now then is the time to get after those whose cars need decorating and suggesting that your store is headquarters for automobile paints and varnishes.

With the improved garages which many are building, so that they can be heated, the difficulties formerly experienced in undertaking this work in cold surroundings are largely eliminated. Autoists will be tempted to undertake the work themselves if it is only explained to them how easily the work may be done, for practically all owners like to put in some time around their cars even when stored away for the winter.

The service given the average car during the summer is by no means light, and if the owner has used same up until the end of the year there is no doubt but that a coat of varnish at least will add materially to the car's appearance, apart from the protective element which it affords.

Playing Up the Distinctive Element

Another point which could be mentioned is the distinctive element which many owners would like engendered in the appearance of their autos. When the purchase is made, it is usually a standard car as regards color, and there are those who prefer red or green or blue bodies to plain black. Perhaps the addition of a little trimming color on the wheels is all that is wanted, and the paint mer chant should be prepared to make suggestions which will meet his customer's wishes in this respect.

Finishes are sold which will brighten up all parts of a car. If only the lamps need retouching, there's a finish for them; if it's the wheels which need decorating, that need can be fulfilled; if the top has become soiled, it can be renewed. The sale of auto accessories is by no means complete unless paint is included. True it is that paint won't be sold as often as gasoline, but it should be sold about as often as tires. Giving the entire car a new coat of paint and varnish at least once a year should be strongly advocated. Another coat of varnish six months later would be that much better.

Prospects for Development Good

The hardwareman is usually conversant with his line of house paint, wall paint, floor paint, or barn paint, and he should familiarize himself with the various auto finishes which go to make old cars new. When it is remembered that practically 200,000 cars are owned in Canada, and that each district has its quota, the question of paint looms up as a most important one.

The Car Owner as the Painter

Manufacturers of automobile finishes have borne in mind that many owners would undoubtedly want to refinish their own cars if at all possible. For this reason it will be found on careful analysis that the amateur painter has been catered to; instructions are given so complete that by carefully following same he can secure excellent results. This is a fact which, with the shortage of available labor to take care of this work, can be played up strongly by the merchant.

The Farmer's Trade a Big One

In those towns which supply a large farming community the entrance of the farmer into the class of the car owner should be carefully watched. It is during the winter months that the farmer has the most time to spare, and when he knows that he need not necessarily bring his car to the town paint shop he will investigate your line and sales will result.

Appearance counts for a great deal with the autoist. The number of those who are content to travel around in a mud-stained, dilapidated-looking automobile represents a mighty small percentage. The appeal to the pride of the car owner then counts for much, whether he belongs to the town or country, and when the first sale is made the others follow along much more easily.

Following Instructions

Points to be observed by all who would secure the best results are given clearly and completely in the literature supplied by manufacturers. The merchant selling the paint and varnish should not be content to make the sale until he has impressed on the prospective user the importance of following each detailed instruction carefully. It should be clear to all that applying paint to a surface which is oily or greasy will not result satisfactorily. However, unless this is emphasized and methods outlined for cleaning the car thoroughly, many there are whose procedure would not be correct, and when unsatisfactory service resulted the paint and the merchant would get the blame.

Getting the Business

The methods of sale adopted with the other lines of paint should, if aggressive, bring results. Does the car owner know that you sell automobile paint; does he realize that for a fraction of the cost and the expenditure of a little of his own energy he can take care of this painting job himself, or is he under the impression that he has to employ a regular painter to do the work? A little newspaper publicity in this respect would enlighten him and undoubtedly elicit inquiries which the merchant can turn into sales.

It should not be thought that in advocating the sale of paint to the car owner it is desirable to put the regular painter out of business. There are very few towns which have a large enough supply of these men to take care of all this work, even if they had it to do, and it must be remembered that many car owners would not have their cars refinished as often as they should if they had to depend on outside sources. It can be said that the merchant's appeal should extend to the painter as well, and it will be found that cultivating this source of revenue is profitable.

Keeping Goods Before Customers

Interior displays should be so arranged that at all times the paint auto accessories are before those who enter the store. It is good displays which encourage people to ask about the lines, and once the opening is made, the salesmanship of the merchant or his clerks can be brought to bear in the closing of the sale.

A careful study of the auto painting finishes which will enable the salesmen to talk confidently and knowingly of the line should be encouraged. Knowing the goods is essential, recommending only those items which the customer needs to get results creates a feeling of confidence which brings him back for other lines. Part of the store service, then, should embrace a clear understanding of the goods you are trying to sell. It is such knowledge which makes for the come-back-again customer, and those are the kind which every merchant wishes to have on his list.

The Ramsay Line

The Ramsay Line consists of a paint, varnish or finish for every conceivable purpose. The line is absolutely complete. In fact *"If it's for painting or varnishing, Ramsay makes it."*

A word as to quality—for over 75 years the Ramsay Line has not varied in quality or uniformity—it's as good as pure materials and human skill can make it—no product is allowed to reach the shipping department unless it is proved by test to be up to the Ramsay standard.

Now is the time to investigate The Ramsay Proposition. The best for you and the best for your customers.

WRITE US TO DAY



A. Ramsay & Son Co.

Makers of Paints and Varnishes since 1842

MONTREAL

TORONTO **VANCOUVER**



If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Jan. 9.—There has been quite a stir in the paint market this week, several changes being made. White lead in oil has registered a decline of $1 per 100 pounds all around. This is due to the heavy stocks that some dealers have, and particularly a number of the large manufacturers in the United States, who have decided to lower stocks by making a more interesting quotation. Linseed oil, due to the transportation situation, has moved upward 4c a gallon. Putty has gone up to the extent of 50c per 100 pounds, and the differential on pure putty is also higher and is now $1.75 over the price of ordinary. Paint bookings are coming to hand very well. Some uneasiness is expressed regarding one or two sizes of tins for holding the product.

Linseed Oil Advances 4c; Spot Stocks Seed Light

Montreal.

LINSEED OIL.—A marked firmness of tone characterizes the linseed oil market this week, and the net result of the situation is a 4c advance in the price of oil. Even at this advance there is a decided firmness of tone, and it has been expressed on several sides that there is every likelihood of prices being maintained, with a tendency to higher levels. Seed deliveries are poor indeed; very much shorter than they have yet been for the season. It is doubtful if there will be much seed available for the next few weeks. Crushers have plenty of seed bought; it is simply a matter of delivery. It is further stated that barrels are becoming scarce, and that it behooves the crusher to conserve his supplies of these as carefully as possible. One large crusher said: "Deliveries of seed from the West are not satisfactory. The situation is even more acute than it has been, and there is little likelihood of improvement." One feature that is worthy of noting is that of the disinclination of jobbers to accept orders for other than limited lots. They would rather supply two to five barrels at a time these days than supply more, and in some cases no orders are being filled for quantities exceeding ten barrels. One firm has withdrawn its usual quotation on 10 to 25 barrels. Oil in the hands of jobbers here is reported as confined to limited quantities. One large paint dealer says: "The taking over of the United States railroads by the Government, thus curtailing the operation of trains, has had some bearing on the present conditions as affecting oil."

Linseed Oil—	Raw, Imp. gal.	Boiled, Imp. gal.
1 to 4 barrels	$1.48	$1.50½
5 to 9 barrels	1.47	1.49½
10 to 25 barrels	1.46	1.48½

Turpentine Held Well; Sales Are Very Light

Montreal.

TURPENTINE.—There is a steadiness in the turpentine market, both locally and outside, at primary centre. No price changes have been effected. Sales are confined to a small compass, with few large quantities going out. Much of the business being received is that for delivery with other spring goods. The following quotations are effective here:

Turpentine—	Per Imp. gallon
5 bbls. and over	$0.69-$0.71
1 barrel lots	0.70- 0.72
Small quantities	0.83

Still Good Receipts; Spring Paint Bookings

Montreal.

MIXED PAINT.—The present demand for mixed paint is small, although the situation is normal for this time of the year. Most dealers and paint makers are quite cheerful regarding the outlook for spring business; and while there is a desire upon the part of retailers to measure their wants with caution, there is nevertheless a very good feeling as evidenced in the orders coming to hand. It is probable that some of the special sizes of containers will have to go owing to the shortage of tin for making them, and the general expression is that this will be applied to the elimination of one or two of the smaller sizes. For the time being there is just the usual sorting.

White Lead In Oil Declines One Dollar

Montreal.

WHITE LEAD IN OIL.—The interesting event recorded for the week is that of a decline of $1 per 100 lbs. The reasons for this slump are variously given. Some maintain that the prices heretofore obtaining are as low as the product can be sold to make any margin. As one important reason, one paint dealer states that several of the large United States manufacturers have large stocks of dry lead, and that they are desirous of reducing these by making a more favorable price to their trade. Pig lead is firm in primary centres, and this, therefore, cannot be assigned as responsible for the decline. Summing the situation up, it would seem that the most responsible reason is that of the entry of United States lead into the Canadian market. The following quotations apply here:—Five-ton lots, $14.50 per 100 lbs.; ton lots, $15 per 100 lbs., and smaller quantities, $15.35 per 100 lbs. Dry white lead manufacturers have, of course, made a lower price on the dry lead, but state that it is but a temporary measure on their part, and that the price may be withdrawn at any time.

Putty To Higher Levels; Advance Of Fifty Cents

Montreal.

PUTTY.—There has been a straight advance of 50c per 100 lbs. in putty. This follows as a result of higher costs for whiting and linseed oil, and also the higher quotations for containers have been an added reason for the increase. Now that it has been decided to eliminate the 50-lb. drum, there will be a larger call for the 25 and probably for the 100-lb. sizes. The new prices now prevailing are on the following basis:—Bulk, in casks, $4.10 per 100 lbs.; 25 and 100-lb. drums, $4.95 per 100 lbs.; and bladder putty in barrels, $5.20 per 100 lbs.

Pure Putty Differential Is Now One Seventy-Five

Montreal.

PURE PUTTY.—In sympathy with the advances made in the prices of ordinary putty, an advance of 50c per 100 lbs. has been added to the differential price, which make it now $1.75, as related to the previous advance named of $1.25. Increased price for whiting, containers and labor are assigned as the reasons for the higher quotation.

TORONTO

TORONTO, Jan. 10.—Of prime interest in the paint and oil market during the week has been the decline in the price of white lead in oil to the extent of $1 per 100 pounds. Putty, on the other hand, has been increased in price to the extent of 50c per 100 pounds, and the differential between standard and pure putty has been increased. Linseed oil is in strong market, with advances recorded in some quarters. Turpentine is holding steady, due to a similar condition in the primary market. Travellers for paint manufacturers and

The Farmer as a Customer for the Paint Dealer

THE business of the Canadian Farmer is becoming increasingly valuable to stores situated in agricultural centres. While the "purely local" business is most desirable, yet from the dealer's standpoint, the farm trade represents the cream of his business.

Farmers Increased Crop Yield in 1917

Agriculture is truly the basis of Canada's prosperity. Last Fall, for instance, the crop yield from Manitoba, Saskatchewan and Alberta alone amounted to $750,000,000. This was a decided increase over any former year. And the West was not the only district to make a great showing; every province reported that the tillers of the soil had a bigger year than ever before. Crops were large but prices were extraordinary. So while the total crop was not as large as the rural year of 1916—the prices paid were much larger and represented a greater profit for the farmer.

U.S. Manufacturers Advised to Cultivate the Farm Field

Such conditions as these are causing greater efforts to be devoted each year to captivating the farm trade. United States Manufacturers, who sell their goods in Canada, and have a Canadian business, are being advised by authorities on the subject to make their strongest appeal to the Farmer, on the theory that they should strike where the money is **now** and where it will continue to be.

The conclusion is this: wherever there is prosperity, there is a greater leaning toward the establishment of better methods, the employment of new materials—progress. And Canadian farms are becoming more prosperous and progressive.

Hardware dealers know the value of being located in a progressive farming district; for their stores are the headquarters for much of the material that follows in the wake of progress. The farm trade for their stores is a very valuable asset.



Brandram-Henderson have made an especial appeal to farmers for years. Over 200 small-town papers, with circulations among the farmers' homes, carry Brandram-Henderson Paint advertising—and in every advertisement the nearest B-H dealer's name appears. Then, in addition, the principal farm papers contain large B-H Paint ads frequently. This advertising all appears at the time of year when it will have the greatest effect, namely, from January to May. Among the farm papers used are the "Family Herald and Weekly Star," "The Grain Growers' Guide," "Farmer's Advocate," "Farm and Ranch Review," "Journal of Agriculture," etc., etc.

This comprehensive farm campaign carried out year after year cannot fail to carry home the B-H Paint message to Canadian Farmers. The farmers have come to know that B-H "English" Paint is the best paint for exterior use in Canada's changing climate. They know that each can of B-H "English" contains 70% Brandram's Genuine B.B. White Lead and 30% Pure White Zinc—for the guarantee that goes with each can says so.

No matter what the farmer's paint need is—he can get a B-H product to suit his purpose.

Brandram - Henderson agents state that the campaigns have been uniformly successful. They appreciate the valuable farm trade they have been getting as a result of the aggressive advertising, and, after all, it's results that count.

Such plans as these are making the B-H Agency profitable. No paint-buying class is overlooked—each is specially appealed to in a manner similar to the way the farmer is reached, and each paint buyers is told where he can buy B-H Paints and Varnishes.

When a Hardware Man decides that he wishes to become the B-H Dealer for his community, he is working along the avenue to eventual prosperity—and incidentally, too, along the line of least resistance.

Only a Few Unrepresented Territories

There are a few territories wherein the B-H Agency may be secured by progressive Hardware Merchants. Let us submit the B-H Proposition to you. BRANDRAM-HENDERSON, Limited, Montreal, Halifax, St. John, Toronto, Winnipeg, Edmonton, Calgary, Vancouver.

wholesale houses are again making their rounds. A preliminary survey of the situation during the opening days of the year would seem to indicate a promising year so far as trade is concerned.

Linseed Oil Goes Still Higher In Price

Toronto.

LINSEED OIL.—The market for linseed oil continued in a strong position during the week, with advances recorded all along the line. Range of quotations were increased 4c over the low level of last week, while the high quotation was 5c in advance of last week, making the range now $1.44 to $1.55 for raw linseed oil in single barrel lots. There was a net increase in the price of cash flaxseed in the Winnipeg market of 3½c per bushel and in the May option of 2c per bushel. Supplies of seed reaching the Eastern market are very light, and there does not seem much prospect of improvement in the near future. Demand for linseed oil and oil cake from the crushers is reported good. Following is the range of prices prevailing:

	Raw, Imp. Gal.	Boiled, Imp. Gal.
1 to 2 bbls.	$1.48-$1.55	$1.50½-$1.58
3 to 5 bbls.	1.48- 1.54	1.50½- 1.57
6 to 9 bbls.	1.47- 1.52	1.49½- 1.55

Less than barrel lots 10c per gallon higher than single barrel price.

Turpentine Holds In Steady Market

Toronto.

TURPENTINE.—There was a steadiness in the market for turpentine during the week and prices held unchanged on the basis of 70c to 71½c in single barrel lots. Demand for this commodity is light at this season of the year. Stocks in the local market are light, and with the development of any considerable demand prices would in all probability move in the upward direction. The primary market held remarkably steady during the week, but on Wednesday was quoted down ¼c from the price prevailing for the previous six days of the week.

	Imp. gal.
1 barrel	$0.70-$0.71½
2 to 4 barrels	0.69- 0.70½
5 gallon lots	0.77- 0.78½

White Lead In Oil Declines $1 Hundred

Toronto.

WHITE LEAD IN OIL.—A decline of $1 per 100 pounds was made effective in the price of white lead in oil during the week, which now makes the price $15.20 per 100 pounds in ton lots and $15.55 in less than ton lots. Elephant genuine is quoted at $15.70 per 100 pounds in ton lots, and B.B. genuine at $16.80 per 100 pounds in less than ton lots. In some quarters the decline came as a slight surprise. There has been no weakening in the pig lead market within recent weeks, and the linseed oil market is in a firm and advancing position. However, there has been very light trade in white lead in oil within recent weeks, and there was an evident desire on the part of some concerns to start a buying movement, as stocks were accumulating. Intimations have been made that the price is likely to advance soon again when some of the existing stocks have been cleared out. Whether or not this will materialize remains to be seen.

Putty Goes Higher By 50c Per Hundred

Toronto.

PUTTY.—An advance of 50c per 100 pounds has been recorded in the price of putty, which now makes the selling price as follows:—Bulk in casks, $4.30 per 100 lbs.; 100-lb. drums, $5.05 to $5.15 per 100 pounds; 25-lb. and 50-lb. drums, $5.15 per 100 pounds; bulk in 12½-lb. irons and bladder putty in barrels, $5.40 per 100 pounds. The differential between standard putty and pure putty has been advanced 50c also, which makes pure putty now $1.75 per 100 pounds higher than standard putty. There is a scarcity of whiting at the present time owing to the shipping situation, and this fact, together with the higher cost of containers, has operated to cause the advance in this commodity.

Glass Stocks In United States Light

Toronto.

GLASS.—There is an evident shortage of glass stocks in the United States at the present time, as shown by returns made by five of the leading dealers in that commodity, and which have been forwarded to some of the local dealers for their reference. These stock sheets show that there are very few stocks of the sizes that are in demand. Some glass dealers in the United States will not take orders until they see the specifications. If they have not the sizes in stock they are unable to fill the order. Local dealers assert that if any demand develops for glass in the spring there will in all probability be an advance in price. Quotations are still made on the basis of 40 and 10 per cent. for single and double diamond and 33 1/3 per cent. for cut lights.

Booking Business On Paint Promising

Toronto.

MIXED PAINTS.—Now that travellers have been on the road since the first of the new year in an endeavor to round up business for spring shipment, some indication is at hand of the trend in buying. Manufacturers state booking so far has been quite satisfactory, and everything seems to point to a favorable year. Linseed oil is in strong market, and while a decline has been announced in the price of white lead in oil, intimation is made that an advance may soon be made.

IMPORTANT BRITISH MEASURE RESPECTING TRADE MARKS

A bill pending in the British Parliament provides that if the proprietor of a word trade mark uses his mark so as to lead the public to regard it as the name of an article, it shall be removed from the register of trade marks. Representatives of American manufacturers in England are much alarmed over the situation for the bill, if passed, will seriously injure a number of American articles which have become popularized through name trade marks. It is also probable that such names would be imitated under the same name and there would be no redress. It is quite evident that this condition of affairs would entail untold loss to some manufacturers and might in some cases ruin their business in Britain. Owing to the restricted cargo space in ocean tonnage, it is further feared that English manufacturers might get a firm hold on the English market before cargo space is increased and normal conditions resumed.

Robert P. Skinner, American Consul-General in Britain, has been watching the situation closely and it is stated that if his efforts are unavailing Washington will probably be asked to intercede with the British Government for the removal of some objectionable features of the bill.

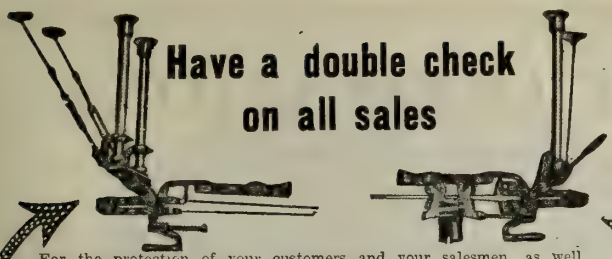
OUTPUT OF STEEL CO. PLANT CURTAILED

Operations at the Steel Company of Canada's Hamilton plant are being affected by the shortage of coke. One blast furnace has been banked but the other is still producing basic pig-iron for making steel. The furnace which has been banked was producing foundry pig-iron, so the supply of this material is limited, stocks on hand only being utilized to meet contracts. The embargo which has been placed by the Dominion Government on the export to foreign countries of iron and steel products has affected the company's export business by cutting off certain of its markets. This, however, will relieve the domestic situation to some extent by diverting supplies of these materials for consumption in Canada, so the company will not suffer to any appreciable extent in regard to its earnings on this account. The acute coke situation further justifies the company's policy in building its own coke ovens and by this means ensuring sufficient supplies. The construction of these ovens, however, will not be finished in time to relieve the present pressing situation but will be in operation probably in the early summer.

AUTO INDUSTRY RANKS NEXT TO SHIPBUILDING

(Continued on page 57.)

business dealers ought to stock up for a full normal business. If there are fewer passenger cars made those already in commission will be used all the harder to do transportation work required. At the end of 1917 there were about four million and a half passenger cars in service and if to these only a million new cars are added, the total will reach nearly six million, requiring a tremendous volume of accessories. Figuring five tires to the car, there will be needed over 30 million tires for the year 1918. Certainly the outlook for automobile accessory sales is encouraging to say the least.



Have a double check on all sales

For the protection of your customers and your salesmen, as well as for yourself, there is nothing to equal a Cash Carrier. The system not only obviates running, but gives salesmen more time to sell goods. It also insures a double check against errors, from the fact that there are two persons in every transaction, each checking the other.

We have a four-page leaflet that tells crisply a good many facts about it. Will you write for one to-day?

Level, Grade and Perpendicular Wire Cash Carriers, Parcel Carriers, Cable Carriers and Pneumatic Tubes.

GIPE-HAZARD STORE SERVICE CO., LTD.
113 Sumach St., Toronto, Can.

"RETAIL ADVERTISING—COMPLETE"

By

Frank Farrington

Here's the book that you have been looking for to help you solve your advertising problems. No retailer should be without a copy.

It contains lively and instructive chapters on window dressing, sample advertisements, interior advertising, outdoor advertising, business making propositions, advertising special sales, newspaper advertising and many other ideas and suggestions that you can turn into money.

"Retail Advertising—Complete" contains much information and many ideas.

Start to-day to solve your advertising problems by sending $1.00 for your copy of this book.

MacLean Publishing Co., Ltd.
(*Technical Book Dept.*)
143-153 University Ave. - Toronto, Ont.

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.



THE great demand for Berry Brothers' Varnishes, Enamels and Stains grows steadily greater as consumers realize their value from the double standpoint of beauty and economy.

The enduring quality of the finish produced with "Berry" products is a money saving feature that makes a special appeal to the buyer at this time when labor costs are so high.

Liquid Granite Floor Varnish, Luxeberry Enamels (white, ivory and three shades of gray), Luxeberry Wood Finish, Luxeberry Wall Finishes and Luxeberry Spar varnish are among the celebrated "Berry" brands that are easy to sell because of their national reputation for beauty, durability and economy.

Write for descriptive catalogue and interesting dealers proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
ESTABLISHED 1858
WALKERVILLE, ONT.

(644)

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; A.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 10% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W. and 5, and 5½, 100, in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½% to 60%. London, 60%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 55 to 60%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.
London, 25%.
F.O.B. Toronto, Montreal London and Hamilton.

AXES

Single Bits, doz.	$11.25	$13.50
Double Bit	14.30	16.00
Boys' Axes	9.00	10.00
Hunters' Axes	8.00	9.50
Bench—No. 2, doz.	10.75	11.25
No. 3, doz.	11.50	12.15
No. 4, doz.	12.50	13.05

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb. $1.40-$1.75
Cut Lace Leather, lb. 1.60- 1.95
F.O.B. Montreal, Toronto.

BELLS (Farm)

C x 40 lb	$3.00
B x 50 lb	3.60
A x 75 lb	4.75

F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, 5%.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 12-13c
F.O.B. Montreal, London, Toronto.

BRASS

Per lb.

Spring sheets, 24 gauge and heavier, base	$0 43
Rods, base ½ to 1 in. round	38-40
Tubing, seamless base	45½-50
Tubing, iron pipe size, base ¾ in. and up to 3 in.	45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in.	47½-53

F.O.B. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz.	$5 50
3 sections, 5 ft., doz.	7 00
3 sections, 6 ft., doz.	8 50

F.O.B. Stratford.

BOILERS (Range)

30-gal. extra heavy	$14.50-$17
30-gal. Standard	13 00

F.O.B. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.
F.O.B. Stratford.

No. 1—18 in. x 24 in.	$ 7 35
No. 2—18 in. x 28 in.	8 10
No. 3—20 in. x 30 in.	8 85

Ironing Boards

Size 12 x 60 ins., doz.	$ 9 00
Size 13 x 66 in.	10 00
Folding, 14 x 58 ins., doz.	18 25
With sleeveboard attachment	22 00
Folding sleeveboards, per doz.	4 50

Boards, Stove

See list under Wares.

BOARDS (Wash)

	Tin Plate	Zinc
Pony, Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4.45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (glass)	....	5 00
Western King (enamel)	....	5 25
Wood, double faced	....	2 20

Subject to small discounts for quantities
F.O.B. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.
F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, $20.50; ¼, $15; 5-16, $12.50; ⅜, $10.75; 7-16, $10.50; ½, $10.35; 9-16, $10.35; ⅝, $10.20; ¾, $10; ⅞, $9.90; 1 inch, $9.75.

Fire Welded B.B.B. Chain — ¼, $18.50; 5-16, $16; ⅜, $12.90; 7-16, $12.70; ½ in., $12.50, ⅝, $12.30; ¾, $12.20; ⅞, $12; 1 inch, $11.90.

Electric Welded B.B.B. Chain—¼, $11.50; 5-16, $11; ⅜-¾ inch, $10.

F.O.B. Montreal.

Canadian coil chain, 40 and 10% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.55 in carlots; $3 bbl. in small lots.
F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 25% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 22½% f.o.b. Montreal, Ottawa, Kingston.
St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—Montreal	Toronto
No. 0 $15 20	$15 20
1 18 80	18 80
2 23 95	24 00
3 30 35	30 35

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. length	5 25
18—6-strand, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$42 50	$43 00
Plain sheets, base 16 oz. and heavier	46 00	44 00
Copper sheet, tinned, 14x60 in., 14 oz.	48 00	....
Copper sheet, planished, base 16 oz. and heavier	57 00	45 00
Braziers' in. sheets, 6x4 base	45 00	44 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	63-65
No. 7, lb.	62-64
Nos. 8, 9, 10, 12	61-63½

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets.	$11 75	$ ....

	Apollo	Galvanized Crown	Gorbals
18x24x52	....	....	....
60	....	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base (nominal)	32 00
IXX, 20x28 base (nominal)	36 00
IXXX, 20x28 base (nominal)	40 00

F.O.B. Toronto

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	$40 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets.... 25 00
F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—	
14x20 IC, base	$17 00
20x28 IC, double box	34 00

F.O.B. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2.40-$2 65
Good Morning, each	1 15
Lookout	1 45-1 50

F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 40%.
Rd. Shk., 30 to 40%.
Wood Drills, 20%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.60 doz.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.O.B. Toronto, Montreal, London, and Hamilton.



We Manufacture

SHEET LEAD

BABBITT METAL
SOLDER, LEAD PIPE

SPOT STOCKS OF

PIG LEAD PIG TIN
INGOT COPPER
ZINC SPELTER

AND HAVE EVERYTHING FOR THE PLUMBER

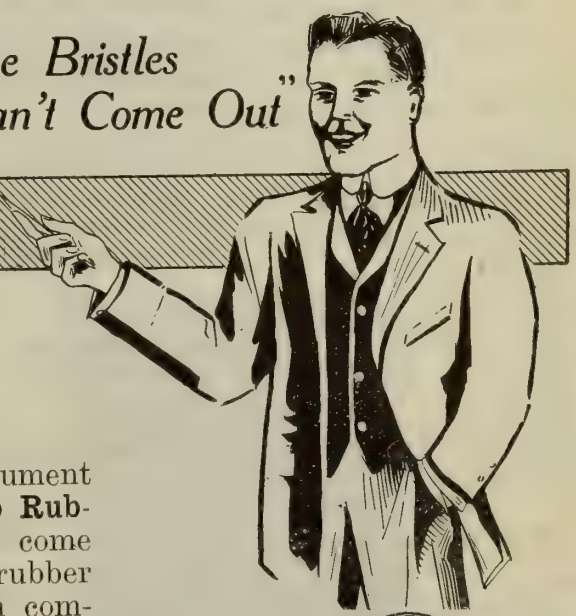
THE CANADA METAL COMPANY, LIMITED

Montreal Hamilton TORONTO Winnipeg Vancouver



"The Bristles Can't Come Out"

BOECKH'S STEEL (RUBBER SET) GRIP BRUSHES



THERE'S a double-barrelled sales argument in that name—"Boeckh's **Steel Grip Rubber Set** Brushes." The "bristles **can't** come out," because they are first set in hard rubber and then bound tightly and firmly with compressed steel Ferrules.

Master Painters, as well as amateur painters, appreciate the "Painting satisfaction" that is assured by "Steel Grip-Rubber-Set."



The Boeckh Bros. Company, Ltd.

TORONTO, ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick..	1 90
Under 40 lbs.	2 00
Bi-Treadle, each	5 90

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in....	$12 75
Russet rope shank, 1¼ in...	13 85
Black rope shank, 1 in.....	13 75
Black rope shank, 1¼ in....	13 85
Hand sewn, no shank, 1 in..	16 20
Hand sewn, no shank, 1¼ in.	18 00

Halters (Sisal).

7-16 in. gross, $25; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt...	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under....	22 50
Napping, up to 2 lbs.....	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All handles, neckyokes, whiffletrees and doubletrees, hay rakes and horse pokes, 40%.

Maple and ash pike poles, 35%.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 36
BT barn door track, round, per ft.	0 24

Discount from above, 45%.

Atlas, No. 0	8 15-8 45
Atlas, No. 1	8 95-9 25
Steelall, No. 50	11 00
Steelall, No. 51	12 50
Atlas, No. 2	10 40-10 75
Stearns, 4 in.	7 40- 7 65
Stearns, 5 in.	10 25-10 65
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz.	10 25-10 65
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs....	1 00	1 00
4-in., doz. prs....	1 20	1 10
5-in., doz. prs....	1 40	1 30
6-in., doz. prs....	1 70	1 50
8-in., doz. prs....	2 50	1 80
10-in., doz. prs....	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs....	8 00
Over 14 in., per 100 lbs.....	7 50
Extra hooks for above ⅝ in., per lb.	7½
Extra hooks for above, ¾ in., per lb.	7¼

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.....	$3 45	$4 00
No. 3, per doz.	4 00	4 50
No. 4, per doz.....	4 60	5 10
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
Light iron	0-7	$5 75	$6 00
Long heel light iron	3-7	5 75	....
Medium iron ..	1-8	5 75	6 00
Heavy iron ...	6-8	5 75	....
Snow	1-6	6 00	6 25
New light "XL" steel	1-6	6 20	6 45
Featherweight "XL" steel...	0-4	7 60	....
Special countersunk	0-4	8 10	....
Toe weight (front only)	1-4	8 60	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½", 100 ft.	$14.85-$15.75
Corrugated, ⅝", 100 ft.	17.80- 18.75
Corrugated, ¾", 100 ft.	20.45- 21.50
Corrugated, 1", 100 ft.	31.50- .....

Less 5% for full reels, 500 ft.,

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots..	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 75
Mrs. Potts, No. 50, nickel-plated, set	1 85
Mrs. Potts, handles, japanned, doz.	$1.15-$1.30
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up....	7 00
Sad irons, common, plated...	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons, each	3 38
Gasoline Sad Irons, each....	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.	Per ft.
Shelf-lock	16c ft.
Ontario	21c ft.
Faultless	24c ft.
Mechanics	31c ft.
Hercules	28c ft.
Perfect	26c ft.
Faultless, extra heavy	29c ft.
Hercules, extra heavy.....	33c ft.
Mechanic, extra heavy	36c ft.
B.T. Standard	21c ft.
B.T. Economy	16c ft.
B.T. Iron Bound, 4-8 ft....	28c ft.
B.T. Iron Bound, 10-14 ft..	33c ft.
B.T. Iron Bound, 16 ft.....	43c ft.
B.T. Iron Bound, 18 and 20 ft.	53c ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.	Per ft.
Up to 32 ft.	19c ft.
34 to 44 ft.	21c ft.
46 to 60 ft.	31c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.	
10 ft. to 16 ft.	15c ft.
18 ft. to 22 ft.	16c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

	Per doz.
Short Globe, doz.	$12 50
Jap'd Dash, doz.	15 00
Search Dash, doz. X-ray.	15.75-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz....	18.25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen	
Cold blast, short	1 00	1 10
Cold blast	1 00	1 10

3 doz. cases, 90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby....	4.00-4.20	
Cold blast, common ruby.	4.00-4.20	

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Easywork	19 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand....	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A.....	7 50
B.T. Bonnie, style B.....	8 00
B.T. Ideal	11 00
B.T. Ideal Power	12 50
B.T. Ideal Water Motor.....	20 75
B.T. Cyclone	10 50
B.T. Vollmar, No. 2	10 60
B.T. Vollmar, No. 3.....	11 50
Forest City, engine-driven...	37 50
Forest City, electric	80 00

Discount on B.T. goods, 27½%.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in....	1.75-2.00
Carpenters', No. 3	3.50

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net.....	$12 00
Sprustex No. 2, doz.....	8 00
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 8.....	1 55
Cast head mops, doz.....	2 00
Crescent, doz.	2 60
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy.....	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch.....	15c
1	inch.....$1	3 inch	10c
1½	inch.....$1	3¼ inch ...	10c
1¼	inch.....65c	3½ inch ...	10c
1½	inch.....40c	4 inch	5c
1¾	inch.....40c	4½ inch ...	5c
2	inch.....30c	5 inch base.	
2¼	inch.....30c	5½ inch base.	
2½	inch.....15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalized on above points. Windsor, Walkerville, Sandwich, f.o.b. factory points, carload freight allowed,, $5.47½.

Sault Ste. Marie, Port Arthur, Fort William, $5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.65 base; London, $5.60; Hamilton, $5.65. No equalization of freights.

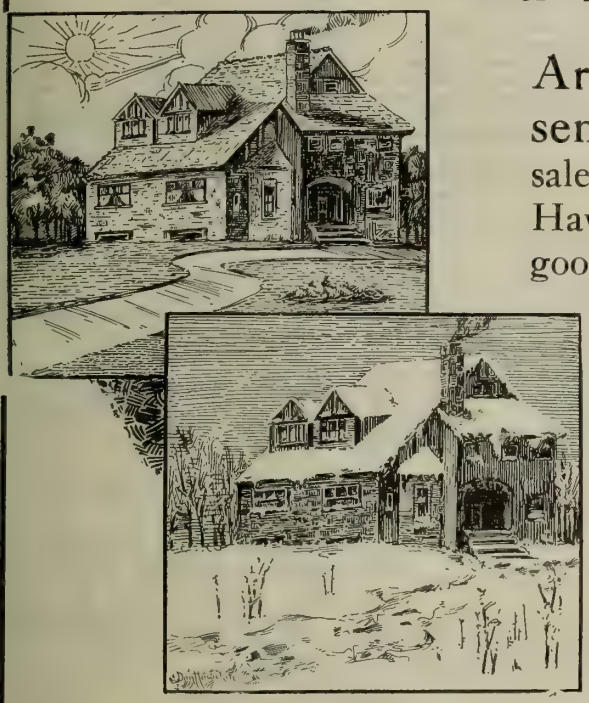
Roofing Nails — American, large head, keg, $8.45. London, $8. F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand	Per box of 25 lbs.
No. 3		$19 50
No. 4		9 50
No. 4½		8 25
No. 5		4 50
No. 6		4 25
No. 7		4 00
No. 8		4 00

JAMIESON'S
PURE PREPARED PAINTS

Now is the time to consider your paint and varnish policy for 1918



Are you satisfied with your present arrangements? Have your sales been as large as your efforts deserve? Have your customers been satisfied with the goods supplied? Could you not do a better and bigger business with Jamieson's high quality paints and varnishes?

For many years Jamieson's paints and varnishes have given entire satisfaction wherever used. Made with only purest materials, from tried and tested formulas, they withstand extreme weather conditions and prove themselves to be the best investment for the property owner.

Dealers who handle the Jamieson line are making good profits and building up a steady connection of satisfied customers. There is no better paint or varnish than Jamieson's and prices are moderate.

It places you under no obligation to enquire as to our proposition and we will gladly furnish you with details on request.



Write us to-day

R. C. Jamieson & Co., Limited

Owning and operating P. D. Dods & Co., Ltd.

Established 1858

MONTREAL CANADA

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.
F.o.b. Montreal, Toronto, Hamilton.

London
"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$18 75
4	1¾"	8 75
5	1 15-16"	3 50
6	2⅛"	3 25
7	2 5-16"	3 00
8	2½"	3 00
9	2 11-16"	2 80
10	2⅞"	2 80
11	3 1-16"	3 00
12	3¼"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY
List prices per roll of 50 lineal yards. Adopted March, 1909.
2-inch mesh and 19 ga. wire.

12 inch	$1 80
18 inch	2 65
24 inch	3 40
30 inch	4 00
36 inch	4 75
42 inch	5 50
48 inch	$ 6 20
60 inch	7 70
72 inch	9 20
84 inch	10 50
96 inch	12 00

1½ inch mesh and 19 ga. wire.

12 inch	$3 50
18 inch	5 00
24 inch	6 30
30 inch	7 75
36 inch	9 00
42 inch	$10 50
48 inch	12 00
60 inch	15 00
72 inch	18 00

1 inch mesh and 20 ga. wire

12 inch	$4 00
18 inch	5 50
24 inch	7 00
30 inch	8 50
42 inch	$12 00
48 inch	14 00
60 inch	17 00
72 inch	20 00

¾-inch mesh and 20 ga. wire)

24 inch	$10 50
30 inch	12 75
36 inch	$15 00

½-inch mesh and 22 ga. wire)

24 inch	$16 50
30 inch	20 10
36 inch	$24 00

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.
Toronto, London, Canadian netting 15% off list.
Montreal, 15% off list.
American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)	$21 50
U.S. Navy (unspun)	20 75
Clipper (unspun)	21 50
U.S. Navy, Eng., unspun	20 00
U.S. Navy, Eng. (spun)	21 00
Plumbers (spun)	$8 50 $10 50

F.o.b. Montreal, Toronto

OIL	Montreal	Toronto
Royalite	0 18	0 17
Palacine	0 21	0 20
Gasoline, gal.	0 32½	0 31½
Castor oil, per lb.	0 55	0 50
Black oil (Summer)	0 18	0 17
Black oil (Winter)	0 18	0 17
Cylinder Green, med.	0 55	0 56
Machine oil, regular grades	26-45	
Standard gas engine oil	-38½	
Paraffine	0 21	0 20
XXX Machine	0 24½	0 23½
Fuel oil, bbls.	0 14	0 13
Fuel oil, tank cars	0 12½	0 11½

OLD MATERIALS
See weekly report.

PACKING	Per lb.
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 70
Surprise Fibre	0 66
Tarred felt, per cwt.	3 25-3 35
Asbestos sheeting (per 100 lbs.)	$12-$15
Carpet Felt, 16 oz., per 100 lbs.	$4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$8 35	$ 9 00
6 to 7 lbs., doz.	8 90	9 65
7 to 8 lbs., doz.	9 45	10 30
8 lbs. only		10 55
Rock—		
5 to 6 lbs., doz.	8 85	9 00
7 lbs., doz.	9 40	10 80
8 lbs., doz.	9 95	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in. 0.85-	0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT
Effective Jan. 7, 1918.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 6 00	$ 8 00
¼ in.	5 10	7 23
⅜ in.	5 10	7 23
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00
Standard Lapweld.		
2 in.	29 23	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	89 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.
Prices—Ontario, Quebec and Maritime Provinces.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES
4" and under, 40-45%.
4½" and larger, 40%.
4" and under, running thread 25%.
Standard couplings, 4" and under, 35%.
4½" and larger, 15%.
Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Prices net list.
F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD
See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	35, 2½
8" soil pipe	35	30
Medium and extra heavy fittings, 6" and under	50	40, 2½

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	40%
Cistern Pumps	40%
Set Lengths	40%
Brass Lined Cylinders	40%
Brass Body Cylinders	40%

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS
Iron rivets, blacked and tinned, 15%; Iron Burrs, 15%.
Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.
F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	1 30
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	$5-$5.50
Roofing Pitch, 75 to 85c per cwt.	

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis.	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	61½-67
5-32 in.	60½-65½
3-16 in.	57 -62
¼ in. and up	56 -61

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER
B. & A. sandpaper, 15% to 20% on list.
B. & A. emery cloth, 5% to 20% on list.
B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge.
F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS
Net list.

SCREWS
Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
Premier Galvanized

	Per 100 lbs
10¾ oz.	$10 00
U.S. 28	9 70
U.S. 26	9 40
22 and 24	9 25
18 and 20	9 10
14	8 95

F.o.b. Hamilton and Toronto.
Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 8 35
16 gauge	12 05	8 45
18-20 gauge	10 30	8 60
22-24 gauge	10 45	8 75
26 gauge		8 90
28 gauge		9 20
10¾ ozs.	11 05	9 50

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$ 8 70
18-20	12 55	12 55	8 85
22-24	12 25	12 25	9 05
26	12 25	12 25	9 25
28	13 00	13 00	9 65
10¾ oz.			10 00

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES	Per sq.
Standard galvanized	$11 00
Shipping weight, 90 lbs.	
Standard painted	8 50
Shipping weight, 80 lbs.	

Discount 7½%.
F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL	
Standard galvanized	$9 25
Standard painted	7 50

Discount 7½%.
F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS
Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR
See Weekly Report.

STAPLES
See Wire Products.

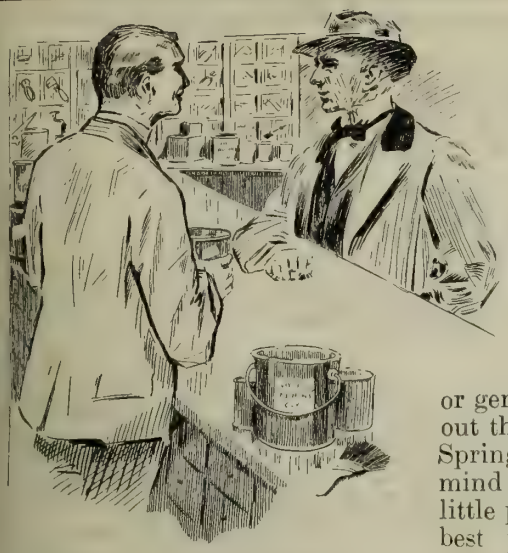
STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	5 00

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 520 (120), each	$5.75
No. 525 (125), each	5 50
No. 530 (130), each	6 25
No. 630 (230), each	8 25

Discount 25% off list.
F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.



There may be gallons trailing those little half-pints

The half-pints and pints of paint for which you are asked during the Winter are little opportunities to spread the "Moore" propaganda. A few judicious words in regard to the covering capacity, durability or general high quality of Moore's House Colors as you hand out the little can may result in the sale of gallons when the Spring painting season arrives. Keep in mind that the householder who does a little painting in the Winter is always the best prospect for a big order in the Spring.



Spread the good news whenever opportunity offers. You'll reap your reward when the warmer weather sets in.

Benjamin Moore & Company, Limited
WEST TORONTO



Big Market for Brushes



Will you let us say to you that there is a much larger market in every community than is generally perceived. We make a hundred or more different kinds of brushes. For example, there are **Meakins Brushes** for horse stables and carriage cleaning; for garages and automobile needs, for butchers, barmen, stove-makers; for walls, radiators, floors, bannisters, cornices; for kitchens, parlors, schools; for cream separators, gun barrels, bottles.

We do not suggest that you carry stocks or even a sample of every variety of brush, but we do suggest that you have our catalogue and familiarize yourself with our various brushes in order to be able to suggest the right brush to the right person for the right need.

Sell from our Catalogue—Just a last word: Meakins Brushes are good brushes—and our catalogue will tell you why. Our catalogue is valuable. Have you a copy?

Meakins & Sons, Limited
HAMILTON, ONTARIO
Warehouses: Winnipeg, London, Toronto, Montreal

If any advertisement interests you, tear it out now and place with letters to be answered.

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	.....	net list
Hollow Back No. 2 Shovels	30%	.....	5%
Hollow Back Sand Shovels and Coal Shovels	30%	.....	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	—Per Dozen—		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	17 80	.....	14.80
Coal Shovels, No. 3 Black	22.00	.....	14.50
Sand Shovels, No. 3, black	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black	19.00	18.00	17.00

For polished goods the following net extras apply:
Full polished .....$1.00 per dozen net
Half polished .....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's
American Queen, nic'd trim, ball bearing .....Doz.	$39 00
Club, nic'd trim., "Cyco" bearing	82 00
Champion, nic'd trim	30 00
Champion, Jap'd trim	27 00
Elite, nic'd trim., B.B.	41 00
Grand Rapids, nic'd trim., B.B.	36 00
Grand Rapids, Jap'd trim., B.B.	32 00
Parlor Queen, nic'd trim., B.B.	42 00
Princess, nic'd trim., B.B.	37 00
Standard, nic'd trim	32 00
Standard, Jap'd trim	29 00
Universal, nic'd trim, "Cyco" bear.	34 00
Universal, Jap'd trim., "Cyco" bear.	30 00

F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim	$1 00
Household, Jap'd trim	67 00
Superba, nic'd trim	96 00

F.o.b. Toronto, Hamilton, London.

TACKS

	Discount
Wire Tacks .....60 and	10%
Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and	15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917—Net list.	
List of Capped Goods adopted Jan. 1, 1916..60 and	15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount. Samson, 20% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10		

Prices net list.

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME)

	Doz. with chain
Victor No. 1	$2 05
Jump, No. 1	2 65
Hawley & Norton, No. 1	3 15
Newhouse, No. 1	4 30

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder)

	Per lb.
500 ft.	$
550 ft.	
600 ft.	
650 ft.	

In 5-ton lots ½c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 50½-63
4-ply wrapping, lb. .....54 -68

F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz.	$16 50
No. 1, per doz.	14 25
No. 2, per doz.	12 00
No. 3, per doz.	10 50

F.o.b. Newmarket

VALVES

	%
Ground work	50
Compression work, standard	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	net
Radiator valves, standard	15
High grade	7½
Globe, angle and check valves, standard	10
Do., high grade	7½
Patent quick opening valves	35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 30%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 20%.
Railroad Cans, list, plus 10%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 40%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 75
Sectional, ½ lb., per 100 lbs.	4 45	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS

Navvy, steel wheel, doz. .46.20-48.00
Garden steel wheel, doz. .57.60-63.00
Light garden, doz. 43.00-54.00

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Hay Wire in Coils

No. 13	6 80
No. 14	6 90
No. 15	7 05
No. 16	7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 50

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 66
No. 11	6 72
No. 12	6 80

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire.

	Toronto
Barb	$5.50-$6.20
No. 9 pl. galv.	4.70- 5.90
No. 12 pl. galv.	4.85- 6.00
No. 13 pl. galv.	4.50- 6.15
No. 9 coil sp.	5.00- 5.90
No. 12 coil sp.	6.20

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 50
Fence staples, galvanized. $6.25-6.50
In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.

Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.....10%
Brass wire, 3 to 24 gauge, add.40%
25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 00
In 50-ft. rolls 3 05
Bronze, sq. ft. 0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	165 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$14 00	18 in.	$31 20
10 in.	15 60	24 in.	45 25
14 in.	21 85		

Coes—	Doz. net		Doz. net
6 in.	$13 00	15 in.	$31 20
8 in.	15 60	18 in.	41 60
10 in.	18 20	21 in.	50 70
12 in.	23 40		

Stillson—	Each	Dozen Net	
6 in.	$1 10	$12 00	$12 50
8 in.	1 25	13 50	14 00
10 in.	1 40	15 00	15 60
14 in.	1 95	21 00	21 85
18 in.	2 75	30 00	31 20
24 in.	3 95	43 50	45 25
36 in.	....	81 00	84 25
48 in.	....	....	124 80

ZINC

For zinc products and zinc sheets See weekly report.

TAKE CARE

of Your Customers' Requirements

YOUR business and its success depends on the good-will and faith your customers have in the goods you handle. Your customers appreciate the fact that you are able to supply them with what they need —they will need Insecticides this season to protect their crop.

The demand for Insecticides this year will be greater than the supply, and the only way to be sure that you can take care of your customers' needs is to see that your order for the following Insecticides is placed now:

CANADA PAINT COMPANY'S INSECTICIDES

C.P. ARSENATE OF LEAD DRY

Is an absolutely neutral Arsenate of Lead, of great fluffiness, which mixes readily with water and other mixtures, enabling spraying to be done with the greatest ease. C.P. Arsenate of Lead Dry eliminates foliage burning, deterioration and evaporation when not in use, and loss by packages bursting with the frost. One pound will do the work of two pounds of paste.

C.P. ARSENATE OF LEAD PASTE

For those who prefer the paste goods, C.P. Arsenate of Lead Paste will produce the best results. It is an absolutely neutral lead which can be used without any fear of foliage burning.

C.P. KALCIKILL

Is an arsenate of calcium or an arsenate of lime, which makes a perfect mixture with Lime Sulphur or Bordeaux Mixture. It is the most successful combination spray on the market to-day.

C.P. BUG-O-CIDE

Contains a large amount of Paris Green, making it a successful insecticide to combat potato bugs, and is known as the Potato Growers' Friend.

C.P. DRY LIME SULPHUR

Is Lime Sluphur in the dry powdered form. Light in gravity, mixes easily with water, and has greater adhesiveness and killing powers than the Lime Sulphur solutions on the market to-day,

AND

C.P. PARIS GREEN

The Canada Paint Company, Limited

Makers of the Famous Elephant Brand White Lead

572 William Street, Montreal
112 Sutherland Avenue, Winnipeg

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX

	Per lb.	
Small quantities	$0 40	$0 45
Larger quantities	0 38	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1.$1.50-$2.00
Banana oil, gal. 3.50- 4.25
F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each.$1.35 $2.00
Weighted, 20 lbs., each.. 1.60- 2.25
Acme, 15 lbs., each 1 75
Acme, 20 lbs., each 2 00
Acme, 25 lbs., each 2 85
F.o.b. Toronto.

COATING

Cement Coating $3 00 $3 75
F.o.b. Montreal, Toronto.

COLORS (DRY)

	Per lb.
Raw Umber, 100-lb. kegs	7-15c
Burnt Umber, 100 lbs	7-15c
Raw Sienna, 100-lb. kegs	7-15c
Burnt Sienna, 100-lb. kegs	7-15c
Imp. green, 100 lb. kegs	0 23
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k.	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	2½-3¼
Spruce ochre, 100-lb. kegs	4c-6c
Canadian red oxide, bbls	2 -2¼
Super magnetic red	2¼-2½c

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure	0 15
Indian red	20-26
Chrome yellow, pure	45
Golden ochre, pure	22
French spruce ochre, pure	16-18
Chrome green, pure	18-26
French permanent green, pure	24
Signwriters' black, pure	25
Marine black, 5 lb. irons	0 17
Lampblack	0 24

F.o.b. Montreal, Toronto.

ENAMELS (White)

	Gal.
Duralite	6 50
Albagloss	5 50

GLUE

	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs.	$28 00
Case No. 8—100 ½-lb. pkgs.	31 00
Case No. 9—200 ¼-lb. pkgs.	38 00
Discount.	
French medal (prices withdrawn)	
English common sheet	30-35
English prima	0 38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	30-32
Ground glue, No. 2, 112-lb. bags	23½-24
Do., No. 2, less than bags	25

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$10 75	$15 60
26 to 34	11 20	16 85
35 to 40	11 70	17 85
41 to 50	15 40	20 35
51 to 60	16 10	20 80
61 to 70	17 20	22 05
71 to 80	19 35	24 10
81 to 85	....	29 85
86 to 90	....	31 95
91 to 94	....	32 80
95 to 100	....	38 05
101 to 105	....	42 00
106 to 110	....	48 55

F.o.b. Montreal. Discount 15% on box glass.

Discount from pane list 20 and 5%.

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount box glass, 40 and 10%. Cut lights, 33 1-3%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price, 10% off list; country, 5%.

For shipments of glass outside of Toronto, Hamilton or London, 10% discount from the list. Freight charges paid to destination, provided the gross list value of the glass is $75 or over. Under $75 in value, 10% discount from the list, f.o.b. Toronto. These prices apply to glass under 90 inches in height. Over 90 inches, then special flat car rates apply.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.52 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	$15 00	$15 20
Crown Diamond	15 00	15 20
Crown Pure	15 00	15 20
Green Seal	15 00	15 20
Tiger Pure	15 00	15 20
Ramsay's Pure	15 00	15 20
Moore's Pure	15 00	15 20
O.P.W. Dec. Pure	15 00	15 20
Red Seal	15 00	15 20
Decorators' Pure	15 20	15 40
O.P.W. English	16 20	16 45
Elephant Genuine	15 60	15 70

B.B. Genuine Lead, less than tons, $16.80 Toronto; $17.75 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00 $14 50
Genuine, 100-pound kegs, per cwt.	14 75 15 50
Less quantity	16 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Paste
1-lb. tins	
2-lb. tins	
5-lb. tins	
10-lb. tins	
25-lb. casks	
50-lb. casks	
100-lb. casks	
300-lb. casks	
600-lb. casks	

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.20; white, 5-lb. packages, $6.60.
F.o.b. Toronto.

LINSEED OIL

For prices see weekly report

PAINTS, PREPARED

Price per gallon

Elephant, white	3 45
Elephant, colors	3 05
B.H. English, white	3 55
B.H. English, colors	3 30
Minerva, white	3 40
Minerva, colors	3 15
Crown Diamond, white	3 30
Crown Diamond, colors	3 05
B.H. Fresco-tone, white	3 05
B.H. Fresco-tone, colors	2 85
Moore's House Colors, white	3 25
Moore's House Colors, colors	3 15
Moore's Egyptian paint, all colors	2 50
Moore's Floor Paint	2 65
Moore's Sani-Flat	2 75
Jamieson's Crown Anchor	3 05
C.P.C. Pure, white	3 55
C.P.C. Pure, colors	3 30
O.P.W. Can. Brand, white	3 10
O.P.W. Can. Brand, colors	2 90
O.P.W. Can. Brand, floor	2 45
O.P.W. Flat Wall, white	2 80
O.P.W. Flat Wall, colors	2 60
Ramsay's Pure, white	3 40
Ramsay's pure, colors	3 10
Martin-Senour, 100% white	3 55
Martin-Senour, 100% colors	3 30
Martin-Senour, Porch Paint	3 30
Martin-Senour, Neutone, wht.	3 10
Martin-Senour Neutone, col.	2 85
Senour's Floor Paint	2 75
Sherwin-Williams, white	3 55
Sherwin-Williams, colors	3 30
Flat Tone, white	3 05
Flat Tone, colors	2 85
Lowe Bros. H.S., white	3 55
Lowe Bros. H.S., colors	3 30
Mellotone, white	3 10
Mellotone, colors	2 95
Sanitone, white	3 05
Maple Leaf, white	3 55
Maple Leaf, colors	3 30
Maple Leaf, floor	2 75
Maple Leaf, flat wall	2 85

F.o.b. Montreal, Toronto.

PARIS GREEN

Prices withdrawn.
600-lb. bbls.
250-lb. kegs
100-lb. drums
50-lb. drums
25-lb. drums
1-lb. 100s, papers
½-lb. 200s, papers
Prices f.o.b. Toronto, Hamilton, London.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY

	Standard Montreal	Less than tons Toronto
Bulk, in casks	$4 10	$4 30
Bulk, 100-lb. drums	4 95	5.05-5.15
Bulk, 25 lb. drums	4 95	5 15
Bulk, 12½-lb. irons	5 20	5 40
Bladder, in bbls	5 20	5 40

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $1.75 cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $4-$4.35.
Pure Orange, gal., $3.75-$4.10.
Gum Shellac, TN, 70-74c lb.; finest orange, 83-86c; bone dry white, 80-83c.

F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 00
B.H. Vanisher	$2 75
Cumoff	3 00
O.P.W. Presto	2 65
Lingerwett	2 80-2 85
Solvo	2 40

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING

	Gal.
Liquid Slating, B.B.	$2 20

VARNISHES

	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10 gal.; gal. tins	$ 1 32
Gold Medal	2 05
B.H. Maritime Spar	4 25
B.H. Stovepipe Varnish, ½ pints, per gross	10 80
Elastilite	2 50
Granitine	2 40
Hydrox Spar	3 25
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor	2 75
Jasperite Interior and Exterior	2 40
Jasperite Pale Hard Oil	1 75
Jasperite Floor Finish	2 40
Jamieson's Copaline	2 75
M-S Marble-Ite Floor	2 99
M-S Wood-Var	2 99
M-S Durable Spar	4 16
M-S Finest Interior	3 51
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Scar-Not	3 03
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 20
Luxeberry spar	4 50
Ramsay's Universal	2 40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $5.50; colors	6 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 20
XX Quality	0 18
X quality	0 15

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORED WIPING

Quality I	0 14
Quality 1A	0 12
Quality 1B	0 10
No. 5	0 15
No. 6	0 13
No. 7	0 12
Japanese	13½

WIPING WASTE, COLORED

Fancy	16
Lion	14½
Standard	13
Popular	11¾
Keen	10½

This line subject to trade discount for quantity.

WAX

	Per lb.
C. & B. Floor Wax	$0 35
B.H. Wax	0 35
Ronuk Floor Wax lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 30
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 45-0 50
Johnsons	0 45-0 50
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 35

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2.00
Gilders, bolted, in bbls	2.50

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL

	Per gal.
In five gallons	$1.80-$1.90
In barrels	1.70

$4 extra for barrels
F.o.b. Montreal, Toronto, London.

DOUGALL
Linoleum Varnish

Linoleum can be made to last many years with the help of this Varnish. Easily applied and quick to dry (overnight), it will preserve the linoleum and add to its appearance. Tell your customers about it.

WE HAVE SOME SPECIAL EDUCATIONAL LITERATURE DEALING WITH THIS VARNISH—SEND FOR IT—FREE.

The Dougall Varnish Co., Limited, Montreal

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If any advertisement interests you, tear it out now and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $6.10; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Black, $7.65 per M. net. Center Fire Pistol, 5%; Center Fire Sporting, 5% off list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regal Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $41; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$12 00	$14 50
Double Bit	14 50	16 50
Broad axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen			
3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	20%
Gilmour	60%

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.05 base; other sizes, $5.60 base; Swedish iron, $5.25; sleigh shoe steel $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 33 1-3%; over 6 in., 20 and 10%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOARDS—Wash

	Doz.
Improved Globe	$4 00
Diamond King, Glass	4 75
Western King, Enamel	4 75

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	35
3 x 3 in.	37
3½ x 3½ in.	38
4 x 4 in.	47
4½ x 4½ in.	68
5 x 5 in.	80

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; ¾, $7.25; Logging, 5-16, 11c; ⅜, 10c; ½, 9¾c; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 40
Baby Ben	2 40
America	1 25
Lookout	1 50
Sleepmeter	1 55

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks

8, 9, 10	56 lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 3 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe	Discount 45%
Nicholson Gen.	Discount 35%

FITTINGS

Malleable	Black	Galv.
Class B	$ 26	$ 36½
Class C	17	26
Bushings	25%	..
Unions	35%	..
Nipples 4" and under	45%	..

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.85 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$ 9 50	$13 75
26 to 40	10 50	15 75
41 to 50	13 50	17 75
51 to 60	14 00	18 50
61 to 70	15 00	20 00

GLASS (Plate)

5% off list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $6.75; No. 2 and larger, $6.50; snowshoes, No. 0 to No. 1, $7; No. 2 and larger, $6.75; steel, No. 0 to 1, $7.20; No. 2 and larger, $6.95; featherweight, $8.35.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED

	Apollo	"Fleur de Lis" Premier
10¾ oz. or 28 Eng.	$11 20	$11 20
28 Am. or 26 Eng.	10 90	10 90
26 Am. or 26 spec.	10 60	10 60
24	10 45	10 45
22	10 45	10 45
18 and 20	10 30	10 30
16 Am.	10 20	10 20

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb.; 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set	$1 80
Mrs. Pott's No. 50, set	1 90

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $2 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$12 50
No. 25, Dash-board	16 25
Short Globe, doz.	12 50

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 00
3	2 70
4	4 75
Barn Door	
5	2 70
8	2 90
9	4 10

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$4 75
New Century B	10 15
New Idea	11 35
Snowball	8 50

MATTOCKS

Pick, $10; cutter, $10.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	4 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$7 75	$8 25
Empress	10 00	10 60
Daisy	6 15	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING—POULTRY

Net Prices Per Roll

1 in. mesh x 24 in.		$5 95
	30 in.	7 20
	36 in.	8 50
2 in. mesh x 24 in.		2 90
	30 in.	3 40
	36 in.	4 05
	48 in.	5 25
	60 in.	6 55
	72 in.	7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots, all styles, 1c less than above

OILS

"Buffolite," 22½c; Ideal Thresher, 37c; "B" Castor machine oil, 32½c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 22½c; "Engoline engine coal oil, 18½c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $19; less quantities, 20c.

PICKS, Clay, 6-7, $9.60 per doz.

POLISH—

O-Cedar—	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page.)

You'll be as well satisfied as your customers if you push

Stephens'

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS



Every householder whom you persuade to use Silkstone instead of Kalsomine and other distemper colours will gain an enhanced opinion of your ability and knowledge. For Silkstone does so much better work—lasts longer—is more sanitary—won't rub off. In fact the advantages of Silkstone over other wall finishes are so many and so decided that one sale always means more to follow. So by persuading your customers to do the best for themselves you have really done the best for your own business.

There can be not the slightest doubt that your customers will be completely satisfied with Silkstone. They'll appreciate the ease with which it is laid, they'll admire its rich, soft tones, and they'll be pleased with its wearing and sanitary qualities. Pushing Silkstone is both profitable and pleasant.

There should be a "Stephen's" Agency in every locality. If there is not one in your district get after this exclusive agency right away. We've a paying proposition for the right man.

G. F. STEPHENS & CO., LIMITED

WINNIPEG AND CALGARY

If any advertisement interests you, tear it out now and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER. Paris, per bbl., $3.75.

PLATES, CANADA

18x21 per box, half polish, $10.25; full polished, $11.75; 18x24, half polished, $10.25; full polished, $11.75; 20x28, half polished, $10.25; full polished, $11.75.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 30
1½-lb. tins	0 09

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope ¼ and over, 52½%.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell).

Net list.

SAWS, BUCK

Happy Medium, $9.00; Watch Spring, $9.40; Lance Tooth or Lightning Blades, $10.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 loop	11 50
Bush	13 00

SWEEPERS, Carpet—	Each
Bissell's Grand Rapids, jap'd.	$2 85
Bissell's Grand Rapids, nick.	3 20
Bissell's Vacuum	8 00

STEEL SHEETS, BLACK

10 gauge	$8 50
12 gauge	8 50
14 gauge	8 40
16 gauge	8 50
18-20 gauge	8 80
22-24 gauge	8 85
26 gauge	8 90
28 gauge	9 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd Pt., $13.30; L.H., Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30. Black Cat and Crescent Scoops—No. 4, $15.80 doz.; No. 6, $16.80; No. 8, $17.80; No. 0, $18.80; Moose & Jones Scoops, No. 4, $16.90; No. 6, $17.80; No. 8, $18.70; No. 10, $19.60.

SOLDER. Per pound, 43 to 44c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $7.50; machine, $8.00 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.80 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $9.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

Net list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TRAPS, GAME—	Doz.		
	Victor	H.& N.	Jump
No. 0	$1 80	....	....
No. 1	2 12	$3 25	$2 75
No. 1½	3 17	4 88	4 12
No. 2	4 44	6 83	6 05
No. 3	5 90	9 10	8 05

TUBS—	Wood	Fibre
No. 0	$18 30	$18 75
No. 1	15 65	16 10
No. 2	13 20	13 40
No. 3	11 45	11 45

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply	$0 57½
Cotton, 4-ply	0 60

Dozen

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.

Scotch Grey, 40, 12½% discount.

Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, 17½% discount.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.65 less than ton lots, $17.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Fort William, $5.10; Winnipeg, $5.50; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 00
8 in.	7 20
10 in.	8 40
12 in.	10 80
15 in.	14 40
Perfect Handle—	
6 in.	13 00
8 in.	15 60
10 in.	18 20
12 in.	23 40
15 in.	31 20
18 in.	41 60

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 13
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 60
36 in.	6 75
Trimo—	
10 in.	$1 45
14 in.	2 00
18 in.	2 90
24 in.	4 15

Dozen

Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Royal Canadian, $51.90 per doz., Eze, $56.10 per doz.; Bicycle, $63 per doz.; Ajax, $125.80 doz.

M&W LIMITED

Write to our WAREHOUSE DEPT. regarding your needs

BOILER TUBES

We have a large stock of BOILER TUBES of all sizes for immediate shipment.

Reinforcing Bars for Concrete

Shipment from Mill or Stock.

BAR IRON

Carried in all sizes and lengths for immediate shipment. Special prices on certain sizes.

STEEL SHEETS

A complete range from 10 gauge to 16 gauge, for immediate shipment.

SMALL ANGLES

From ¾" x ¾" x ⅛" to 2" x 2" x ¼" in all sizes, thicknesses and lengths.

STEEL PLATES

All sizes from 3/16" to 1" thick, in stock now.

Now is the time to protect yourself against the ever-increasing prices.

We carry on hand, ready for immediate delivery, a 5,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

SEND FOR MONTHLY STOCK LIST.

Manitoba Bridge & Iron Works,

WINNIPEG MANITOBA LIMITED

The Best Share For Every Plow



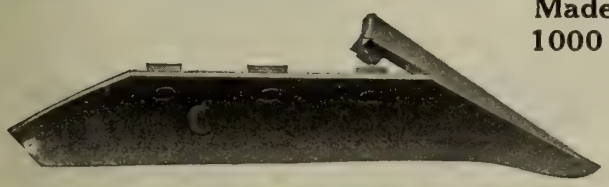
CRESCENT FORGE & SHOVEL CO. TRUE TRADE FIT MARK HAVANA, ILL. U.S.A.

CRESCENT PLOWSHARES

Fit Practically Every Plow in Western Canada

OUR WARRANTY: We warrant all goods of our manufacture to be made of the best quality of steel for the purpose intended, and to be made in a workmanlike manner. Fitted plowshares are warranted to fit the plow for which they are intended. The fit of every share is carefully tested before leaving the factory, and every precaution is taken to prevent mistakes, which occasionally occur. Should any share prove defective in fit, material or workmanship, it will be cheerfully replaced free of charge.

Made in Over 1000 Patterns





Crescent Forge & Shovel Co.

HAVANA, ILLINOIS, U.S.A.

Crescent Plowshares are sold in Canada by

D. ACKLAND & SON, LIMITED, Winnipeg, Man.

Ask Ackland's for the Latest Lists—Write

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Canada Metal Co., Toronto.
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Axes
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian Carbon Co., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co., Toronto.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Empire Mfg. Co., London, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bends, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Bibbs, Basin and Bath Cocks, Fuller
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brass Castings and Goods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets and Rods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boilers, Heating and Range
Empire Mfg. Co., London, Ont.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Bone Grinders
Toronto Lock Co., Toronto.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Weston, Ont.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Builders' Hardware
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.
The Stanley Works, New Britain, Conn.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Faultless Caster Co., Evansville, Ind.
Landers, Frary & Clark, New Britain, Conn.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton

Closets, Wood, Composition, China
Empire Mfg. Co., London, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

Closets, Wood, Composition, China
Empire Mfg. Co., London, Ont.

Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Crowbars
B. J. Coghlin & Co., Montreal.

Conductor Pipe, Hooks, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., Toronto.
Scythes, Ltd., Toronto.

Wanted

SITUATIONS VACANT

FIRST-CLASS HARDWARE MAN—ACCOUNT our location applicant must be able to speak German. Good wages for good man. Box 507, Hardware and Metal.

WANTED—FIRST-CLASS HARDWARE Salesman, to start work February 1st. Must furnish first-class references, and be exempt from Military Service. Good salary paid to right man. Apply, Box 184, Rosetown, Sask.

WANTED—HARDWARE CLERK BY FEBRUary; two or three years' experience, western preferred. State salary, particulars and references. No loafer need apply. W. C. Auld, Youngstown, Alberta.

WANTED — THOROUGHLY COMPETENT foreman for tinshop in Maritime Provinces. Man with some knowledge of cornice work preferred. No boozer need apply. Apply A. B. C., care of Hardware and Metal, Toronto.

WANTED—FIRST-CLASS SALESMAN CALLing on hardware stores in eastern Toronto, to carry regular lines on commission. Box 723, Hardware and Metal.

FIRST-CLASS HARDWARE SALESMAN — state experience, salary wanted, whether married or single, and if exempt from military service. Do not apply if you cannot sell goods. Apply to D. A. Thomson, Coronation, Alta.

SITUATIONS WANTED

RETAIL HARDWARE CLERK WITH EIGHT years' city and two years' country experience in Saskatchewan is open for position as travelling salesman. Preferably in Saskatchewan. Age, twenty-five. Box, 510, Hardware & Metal.

HARDWARE SALESMAN, AGE 30, OVER 14 years' retail experience, open for engagement February first. Wholesale preferred. Box 724, Hardware and Metal, Toronto.

FOR SALE

FOR SALE—BUILDING AND STOCK OF THE Fraser Hardware Co., 1043 Granville Street, Vancouver, B.C.; good terms can be arranged; stock amounts to about $15,000. Fraser Hardware Co.

MISCELLANEOUS

STOVE REPAIRS FOR ACMES, CROWN Hurons, Jewels, Garlands, Pen Esther, Colonials, Peninsulars, and all kinds of stoves. Write for list and prices. Grundy Bros., Strathroy.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

MISCELLANEOUS

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.



FIRST AID IN THE KITCHEN +

A Good War Time Specialty

For mending holes in all kinds of Pots, Pans, etc. Graniteware, Aluminum and other kinds. Easily applied with the finger and ready for use in two minutes. Sells well at a good profit; put up in attractive display stands.

From your Wholesaler, or write us direct.

H. NAGLE & CO., BOX 2024, MONTREAL

VOL-PEEK

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

THE BUYERS' GUIDE

Cultivators
J. E. Gilson Mfg. Co., Port Washington, Ill.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
John Chatillon & Sons, New York, N.Y.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Culverts, Corrugated Metal
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Cameron, Toronto.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.

Door Bolts
The Stanley Works, New Britain, Conn.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg.
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures
Barton Netting Co., Windsor.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Toronto Lock Mfg. Co., Toronto.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Interstate Electric Novelty Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Electro-plating
Toronto Lock Mfg. Co., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Expansion Tanks
Pease Foundry Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

Extinguishers, Fire
Booth-Coulter Co., Toronto.
Northern Electric Co., Montreal.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Feed Boxes
Canada Foundries & Forgings, Brockville.

Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.

Fencing and Gates
Bauwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Files
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Fire Department Supplies
Booth-Coulter Co., Toronto.
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co, Winnipeg.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Glass, Window, Plate, Ornamental
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue, Sheet and Ground
Brantford Glue Co., Brantford, Ont.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.
A. Ramsay, Son & Co., Montreal, Que.

Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Beatty Bros., Ltd., Fergus.
National Machinery & Supply Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.

Ferrules, Brass, Iron, Lead
Empire Mfg. Co., London, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg.
Interstate Electric Novelty Co., Toronto.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flint Cloths
John Oakey & Sons, London, Eng.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire
Canada Metal Co., Ltd., Toronto.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

THE BUYERS' GUIDE

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Hardware Specialties
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Toronto Lock Mfg. Co., Toronto.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Canada Steel Goods Co., Hamilton.

Heaters
Beauchamp, J. E., Montreal.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hues
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ice Scrapers
James Bros. Co., Perth, Ont.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Boards
J. E. Beauchamp & Co., Montreal.

Iron, Corrugated
Metallic Roofing Co., Toronto and Winnipeg.
Canada Metal Co., Toronto.

Iron Sheets, Black and Galvanized
Dominion Sheet Metal Co., Ltd., Hamilton.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.

Jack Planes
National Machinery & Supply Co., Hamilton.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Kettles
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extension, etc.
Beatty Bros., Ltd., Fergus, Ont.

Lath, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Spielmann Agencies, Ltd., Montreal.

Lamps, Lanterns, Electric, Hand
Canadian Carbon Co., Toronto.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Spielmann Agencies, Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago, Ill.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., London, Ont.
Powerlight Co., Winnipeg, Man.

Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.

Lace Leather
Wm. Taylor, Parry Sound, Ont.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Mantels and Grates
Barton Netting Co., Windsor.

Marine Brass Work
Empire Mfg. Co., London, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mendets
Collette Mfg. Co., Collingwood.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Toronto Plat Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Monel Metal
International Nickle Co., New York.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oilers
R. E. Bloomer, Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Cups
Canadian Winkley Co., Windsor.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
Thos. Davidson Mfg. Co., Ltd., Montreal.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.

Ornamental Fence
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.

Packings
Consumers Cordage Co., Montreal.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Montreal.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

THE BUYERS' GUIDE

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto

Pipe, Galvanized, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Tools
Empire Mfg. Co., London, Ont.

Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton
Stanley Rule & Level Co., New Britain, Conn.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg

Poultry Netting
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pumps
Beatty Bros., Ltd., Fergus
Canada Foundries & Forgings, Brockville
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville

Radiators
Empire Mfg. Co., London, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto

Rakes
Ward & Payne, Sheffield, Eng.

Ranges, Coal and Wood
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Wrought Iron Range Co., Toronto

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Co., Toronto
Butterfield & Co., Inc., Rock Island, Que.
Wells Bros. Co. of Canada, Ltd., Galt

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Solder
Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Champion Spark Plug Co., Windsor, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Montreal
Northern Electric Co., Ltd., Toronto
Eclipse Mfg. Co., Indianapolis, Ind.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville
Toronto Lock Co., Toronto

Stoves
Enterprise Foundry Co., Sackville, N.B.
Canada Foundries & Forgings, Brockville
Clare Bros. & Co., Preston
Findlay Bros., Carleton Place
Gurney Foundry Co., Toronto
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stays, Friction
Toronto Lock Co., Toronto

Sweat Pads
American Pad & Textile Co., Chatham

Switches
Canadian General Electric Co., Ltd., Toronto

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Galvanized Steel
Empire Mfg. Co., London and Toronto
National Equipment Co., Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
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Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. of Canada, Galt

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.

Tapes, Steel
Lufkin Rule Co., Ltd., Windsor, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wrought Iron Range Co., Toronto

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber Co., Toronto
Dunlop Tire & Rubber Co., Toronto, Can.
McGraw Tire & Rubber Co., East Palestine, O.

Tools
Buck Bros., Millbury, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Northern Electric Co., Montreal
North Bros. Mfg. Co., Philadelphia, Pa.



NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

MYERS SPRAY PUMPS

MYERS OUTFIT No. R 329



January 1st—Spraying time—is just a few weeks ahead. You can't dodge the issue this year. There is going to be an abnormal demand for spraying equipment brought about through the food situation. The dealer who is ready to meet this demand with a full line of MYERS SPRAY PUMPS and ACCESSORIES will be fortunate both in satisfying the wants of his customers with known sprayers and satisfying himself with ample profits.

An early order will avoid disappointment. Catalog on request.

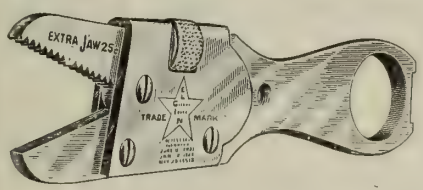
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The original and only Genuine Preparation for cleaning Cutlery
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JOHN OAKEY & SONS, LIMITED
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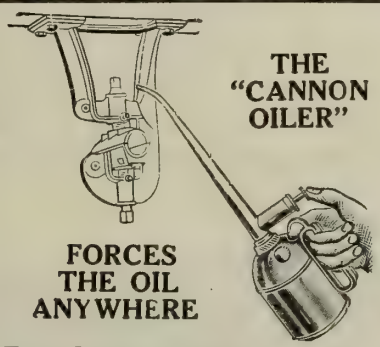
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They Look Well, Sell Well and Last Well
Write for latest prices, etc.
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Convenient to use, easy to carry, effective in results. The convenient wrench for inconvenient places. Excels in appearance and efficiency.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.



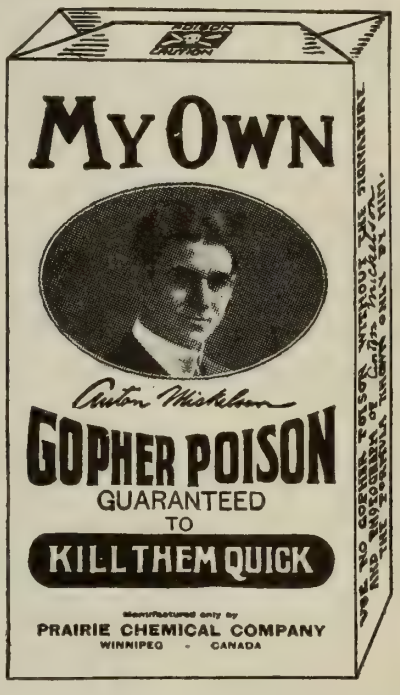
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Easy Seller Because—
It is exceptionally convenient, quick-acting and an oil saver.
Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
A sure good sale and splendid profit. Order it now.

THE CANNON OILER CO.
Successor
R. E. BLOOMER, Keithsburg, Ill., U.S.A.
Mfrs. The Original and Genuine "Cannon Oilers"

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You've been going to send in that ad for weeks, so why not mail it now for next issue?
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Classified Advertising Section
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Were You Deceived?



This is the REAL Mickelson product, made under his care, the result of thirteen years' gopher poison experience.
BIG PROFIT—"My Own Gopher Poison." Sold over the counter or to municipalities. Will make you hundreds of dollars. Get after the municipalities now for their order.
Price to municipalities:—

$1.50 size	$1.16 per pk.
1.00 size	.77 per pk.
.75 size	.58 per pk.

Write for big discount, and send your order to any branch of the
J. H. Ashdown Hardware Co.
or direct to us
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increase your sales facilities without adding to your wage account. They enable you you to serve customers in a minimum of time, no matter from what part of your stock they buy. Made to order to suit your shelving.
Write to J. H. Ashdown Hardware Co., Winnipeg; Marshall Wells Co., Limited, Winnipeg; or to the makers
John Calander Mfg. Co.
155 E. 12th Street,
St. Paul, Minn.



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Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

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National Machinery & Supply Co., Hamilton

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Trammel Points
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Ward & Payne, Sheffield, Eng.

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Canada Foundries & Forgings, Brockville

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto

Turning Tools
Buck Bros., Milbury, Mass.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Valves, Standard, Globe, Angle and Check
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.

Varnishes
Berry Bros., Walkerville
Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

Ventillators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises
Canada Foundries & Forgings, Brockville
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal

Washers
C. Kloepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Dowswell, Lees & Co., Hamilton.
Northern Electric Co., Montreal

Waste, Cotton
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Water Supply Systems
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Weather Stripping
Swan Mfg. Co., Winnipeg

Whitewash Outfits
Collins Mfg. Co., Toronto

Weeders, Garden (hand)
J. E. Gilson Mfg. Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Rice, Lewis & Sons, Ltd., Toronto

White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal

Windows, Kalameined
Metallic Roofing Co., Toronto and Winnipeg

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B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire
Canadian Tube & Iron Co., Ltd., Montreal
British Aluminum Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound, Ont.
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton

Wrenches and Accessories
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starratt Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Dowswell, Lees & Co., Hamilton.
J. H. Connor & Sons, Ltd., Ottawa
Lewis Bros., Ltd., Montreal

Zinc, Bar
Canada Metal Co., Ltd., Toronto

MAKING RAPID PROGRESS

THE *hardware trade of Canada is preparing for a BIG BUSINESS in automobile accessories for* 1918.

Elsewhere in this issue a new motor accessory department in a retail hardware store is described and illustrated. This department is being opened in time to take care of 1918 *business.*

A large hardware jobbing house is sending out three extra salesmen to specialize on motor accessories.

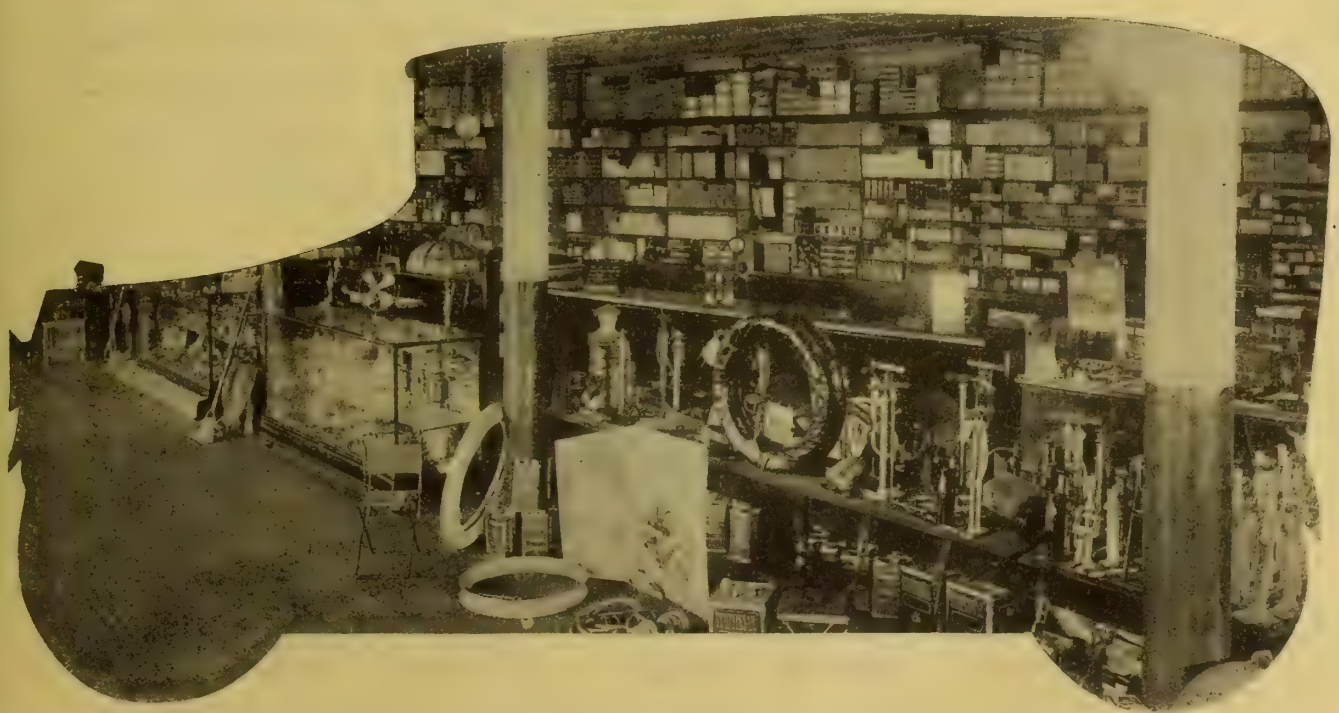
Another large hardware jobbing house is sending out two special salesmen to take care of their automobile accessory trade.

Hundreds of new motor accessory departments will be opened in retail hardware stores during the next four months.

Many already well-established motor accessory departments will be enlarged during 1918.

The hardware trade has practically gained control of the distribution and sale of motor accessories in Canada within a period of three years.

Actual investigations have proven beyond all doubt that the year 1918 *will witness even more rapid developments than previous years. There never was a time in the history of the Canadian hardware trade when wholesalers and retailers were more interested in any line than in motor accessories at the present time.*



View in retail Motor Accessories Department of J. H. Ashdown Hardware Co., Winnipeg, Man.

Fairbanks-Morse

AUTOMOBILE ACCESSORIES

Satisfaction, quick sales, repeat orders, rapid turnover, good profits. That's the story of a full stock of Fairbanks-Morse Winter Automobile Accessories.

WINTER BUSINESS

SPRING BUSINESS

A similar story of successful spring business will begin with having the goods. You should place your spring orders sooner than usual in order to make allowance for unsettled transportation conditions.

Get your name on our mailing list for a copy of our 1918 catalogue.

THE CANADIAN FAIRBANKS-MORSE COMPANY, LIMITED.

CANADA'S DEPARTMENTAL HOUSE FOR MECHANICAL GOODS

St, John, N.B. Quebec Montreal Ottawa Toronto Hamilton Windsor
Winnipeg Saskatoon Calgary Vancouver Victoria

SHARP SPARKS



The Kopper King—rust-proof and anti-fouling, illustrating ½" regular thread.



The Goliath—a massive, heavy duty plug, illustrated in ⅞" x 18 regular thread.

Kopper King

A protection for the body of the plug, a heavy coating of copper, eliminates rust troubles, preventing absolutely the temper-trying exasperation of a spark plug rusted fast into the cylinder head.

But the copper surface does more, it prevents carbon deposits; carbon will not adhere to copper, consequently spark plug short-circuiting, the trouble-maker of smooth-running engine operation, is eliminated and the motor is at its best in pick-up, in ready response to the accelerator at all times, and in economical operation.

Coppered-covered asbestos gaskets cushion the porcelain, protecting it from the smashing, hammer-like blows of the exploding gas mixture.

A spark plug is more than a chunk of metal and insulator—it's the all-important transmitter of electric energy—it determines to a large extent whether the power ratio to gasoline consumption figures out as power-plus or power-minus.

Goliath

The shells are of heavy blued steel; firing points are of meter wire—a tough, non-fusible metal composed of nickel, steel, iron, copper and iridium.

Porcelains designed for super-strength at points of greatest strain are made of Cornish Kaolin mixtures hardened into insulators of rock-like strength, insure greatest possible freedom from insulation troubles.

CANADIAN GENERAL ELECTRIC CO.

LIMITED

Head Office: Toronto. Sales Offices: Montreal, Halifax, Sydney, Ottawa, Cobalt, South Porcupine, London, Winnipeg, Calgary, Edmonton, Nelson and Vancouver.

If interested, tear out this page and keep with letters to be answered.



INSURE 1918 PROFITS ORDER FIREARMS NOW

Four words describe the way orders are piling in on us—"a curtain of fire."

Insure your next year's profit on both Iver Johnson Revolvers and Iver Johnson single and double barrel Shotguns by ordering a full line of each from your jobber now.

IVER JOHNSON
Safety Automatic REVOLVER

Not business as usual but—"more business than usual"—this should be the motto of every business man. It will pay you to anticipate your needs. Order now all the firearms you can sell for the next six months.

Send for these free booklets A—Firearms, B—Bicycles, C—Motorcyles.

IVER JOHNSON ARMS & CYCLE WORKS

330 River St.,
Fitchburg, Mass.

New York, 99 Chambers St.

San Francisco,
717 Market St.



Batteries Register Low Amperage When Extremely Cold

When receiving shipments of batteries these cold winter days do not be alarmed to find that they read low in amperage.

* * *

Naturally they will be chilled in transit or standing in freight sheds. Cold weather does not cause damage, but simply produces temporary reduction in amperage.

* * *

To get a true reading allow the batteries to stand in a room of normal temperature for twenty-four hours before selling them. They will soon come back to normal.



* * *

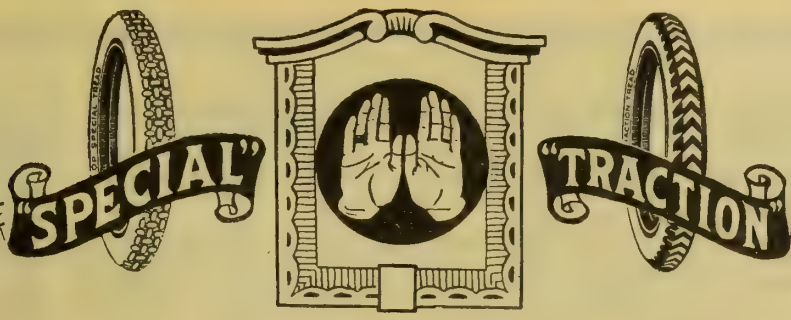
Order your stock of Master Batteries often to give your customers the best satisfaction.

Canadian Carbon Co.

96 King Street West

Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.



DUNLOP AUTO TIRES

With so many low-priced so-called anti-skids obtainable, would that great host of motorists pay more for

"Dunlop Traction Tread"

if they could get its merits elsewhere?

Also, would that other large list of car owners buy

"SPECIAL"

if tires which somewhat resemble it in appearance resembled it in efficiency?

Dunlop Auto Tubes

Every Dunlop Tube is seamless—therefore, perfectly air-tight. The method of making them is automatic—cannot go wrong. Elasticity stays with Dunlop—so do countless motorists.

Dunlop Tire Accessories

Like Dunlop Tires and Tubes Dunlop Accessories are thoroughly dependable.

Besides being practical and readily adaptable, the range is wide to cover every need at prices no higher than what Auto owners have to pay for other kinds.

Ally yourself with the Dunlop Line

Dunlop Tire & Rubber Goods Co., Limited

HEAD OFFICES AND FACTORIES: TORONTO

Branches: Victoria, Vancouver, Edmonton, Calgary, Saskatoon, Regina, Winnipeg, London, Hamilton, Toronto, Ottawa, Montreal, St. John, Halifax.

Makers of High-Grade Tires for Automobiles, Motor Trucks, Bicycles, Motorcycles and Carriages; and High-Grade Rubber Belting, Packing Fire Hose and General Hose, Dredge Sleeves, Military Equipment, Mats, Tiling, Heels and Soles, Cements, Horse Shoe Pads and General Rubber Specialties.

Where heavy service is demanded

North Star Multiples specially adapted for lighting and ignition service.



Selected cells put up in an attractive, blue, moisture-proof case. Every cell is insulated from the case and from the other cells. Heavy copper ribbon soldered to the terminals is used for connecting the cells, which are surrounded by a waterproof insulating compound. Just connect two wires to the binding posts and the battery is then ready to operate. A convenient handle is provided for carrying.

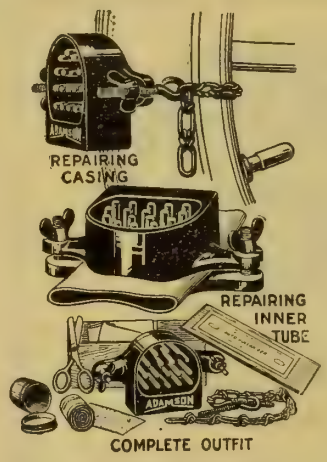


Made in several sizes to give various voltages and capacities.

If you wish to supply your customers with an ideal ignition battery for autos, motorboats, gas engines, tractors, blasting, barn lighting, etc., be sure and tell your jobber "North Star."



CANADA DRY CELLS
LIMITED
WINNIPEG



For all casings and tubes.
Model "U" $3.50

ADAMSON



5-Minute Vulcanizer. Model E

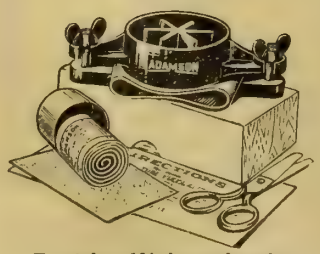
Meets the demand for a light and handy outfit for the quick repair of tube punctures.

Uses common gasoline—the most convenient and dependable fuel. Will vulcanize your tubes *anywhere* in five minutes.

Designed on the same proven principles that have made ADAMSON Vulcanizers the most practical and largest selling line in the world.

Sells complete with a box of a dozen "Adamson" 5-minute Repair Gum Patches, for $1.50. Extra box of 12 patches only 25c each.

DEALERS: This outfit will be a tremendous seller—Order now from your Jobber.



For tubes 3½ in. and under.

Sold by all Jobbers

ADAMSON MANUFACTURING COMPANY
Hamilton, Canada



Adamson Repair Gum.

SHALER

5 Minute Vulcanizer



Mends Tubes in 5 Minutes

EASY TO USE---EASY TO SELL

Every buyer of a SHALER 5-Minute Vulcanizer becomes a booster! Every motorist who buys one shows it to his friends—gives them a demonstration—because it is such a wonderful thing.

This means big sales for you. As soon as you start selling the SHALER 5-Minute Vulcanizer, your customers will spread the news. You will quickly notice new faces in your store—new customers passing their money across your counters.

Complete Outfit With 6 Round and 6 Oblong Patch Units $2.00 in Canada

The dozen patches and combustible discs that go with the vulcanizer are soon used up—and the motorist comes back to you for more. He pays you 75 cents for every dozen of these units. You make a good profit.

Can you realize what a big repeat business this means for you? Can't you see how it will bring car owners into your place for additional "ammunition"—who will also buy other goods? And that is what you need to build up your business.

Place Your Order With Your Jobber NOW!

Don't delay! The enormous demand for SHALER 5-Minute Vulcanizers has exceeded our factory capacity to make deliveries. We are building a large 3-story addition to our plant. But—to make sure of prompt shipments—place your order with your jobber now—specifying date of shipment desired.

Complete catalog of full line of SHALER Vulcanizers for Motorists, Garages and Repair Shops mailed on request

C. A. Shaler Company, 1500 Fourth Street, Waupun, Wis., U.S.A.

VITAGAS
TRADE MARK

—"a wonder in the Automobile World"

ONCE TRIED—ALWAYS USED. 50% MORE POWER

Gives a big increase in mileage from gasoline and removes carbon troubles and the wear and tear in the operation of having carbon removed.

Vitagas has been endorsed by the most critical, so much so that one of Pittsburgh's automobile experts has pronounced it to be "a wonder in the automobile world."

A Gasoline Tonic.

Just as a tonic will build up and strengthen the blood of man, so Vitagas purifies and strengthens the elements of gasoline, giving it 25% to 75% MORE EFFICIENCY.

Add this live seller to your auto accessory department. The profit is big, and satisfaction doublesure.

Drop us a card for full particulars.



THE HOWARD-VAUGHAN CO., Niagara Falls, Ont.

FORD LIGHTING SYSTEM

Bright Lights At All Speeds



On the market two years, and the biggest seller in its line.

CANADIAN PRICE LIST

Regulator complete for installation, with diagram for wiring tail light.....$7.50
Dimmer with spot light instruction.....$1.50

For sale by most jobbers. Dealers, these electrical devices, guaranteed to give satisfaction or money refunded, are what your customers have long been looking for. Write for illustrated booklet and price list.

Aske Automatic Voltage Regulator Co.

Main Office, Duluth, Minn. — Sole Manufacturers — Factory Chicago, Ill.

NORTHLAND SKI

PRONOUNCED "SHEE"

FAMOUS FOR PERFECTION IN DESIGN, MATERIAL AND FINISH



Used in making World's Record Jump of 203 ft. by Mr. Henry Hall.

Ideal for Christmas Presents. Don't delay your order. Write for our new catalog to-day, telling all about Northland Skis, Toboggans and Snow Shoes.

Northland Ski Mfg. Co.
Midway, St. Paul, Minn.

A Positive Crank Release for Ford Cars



Every Ford owner faces the possibility of injury from back-fire when cranking his car and will therefore welcome the advent of the Bear Crank Release. This device positively eliminates all chance of injury. Crank **must** release under back-fire.

Anyone can attach this to the regular Ford crank in twenty minutes. No mechanical ability needed. Does not interfere with spinning the motor.

We want Canadian agents for this splendid seller as well as for our other accessories. Write to-day for our proposition.

The Bear Mfg. Co., Rock Island, Ill.

Electric Row Boat Motor



Make your Row Boat an Electric Launch. Buy a Jewel Detachable Row Boat Motor run by electricity. No odor or dangerous gasoline. Simple, noiseless and powerful. Attaches to any Row Boat and runs on two six volt Batteries. This is our 5th successful season.



Open Window Battery

Look inside your storage battery through the patented open window. See condition of plates and height of electrolyte. If you need a new automobile starting Battery buy a Jewel and save money. 6-60 Special $8.50.

MOTORCYCLE ELECTRIC LIGHTING SYSTEM

The Jewel Generator Motorcycle Storage Battery and complete lighting system is in great demand. **Agents wanted. Write for prices and catalog P.**

JEWEL ELECTRIC COMPANY, 112 N. Fifth Ave., Chicago

Say you saw it in HARDWARE and METAL

LUNN'S LAMINATED SKATES

Hand made from the very toughest steel with a finely tempered blade that will hold its edge under the most trying circumstances. LUNN'S Skates are very light but very strong. One pair will outlast two pairs of any other make. Retail at $5.00 and $6.00. Liberal discounts. Sell without difficulty. A good sterling article at a fair price.

Write Us To-day.

G. J. LUNN & COMPANY, - - 134 Chatham St., Montreal

TRY US FOR

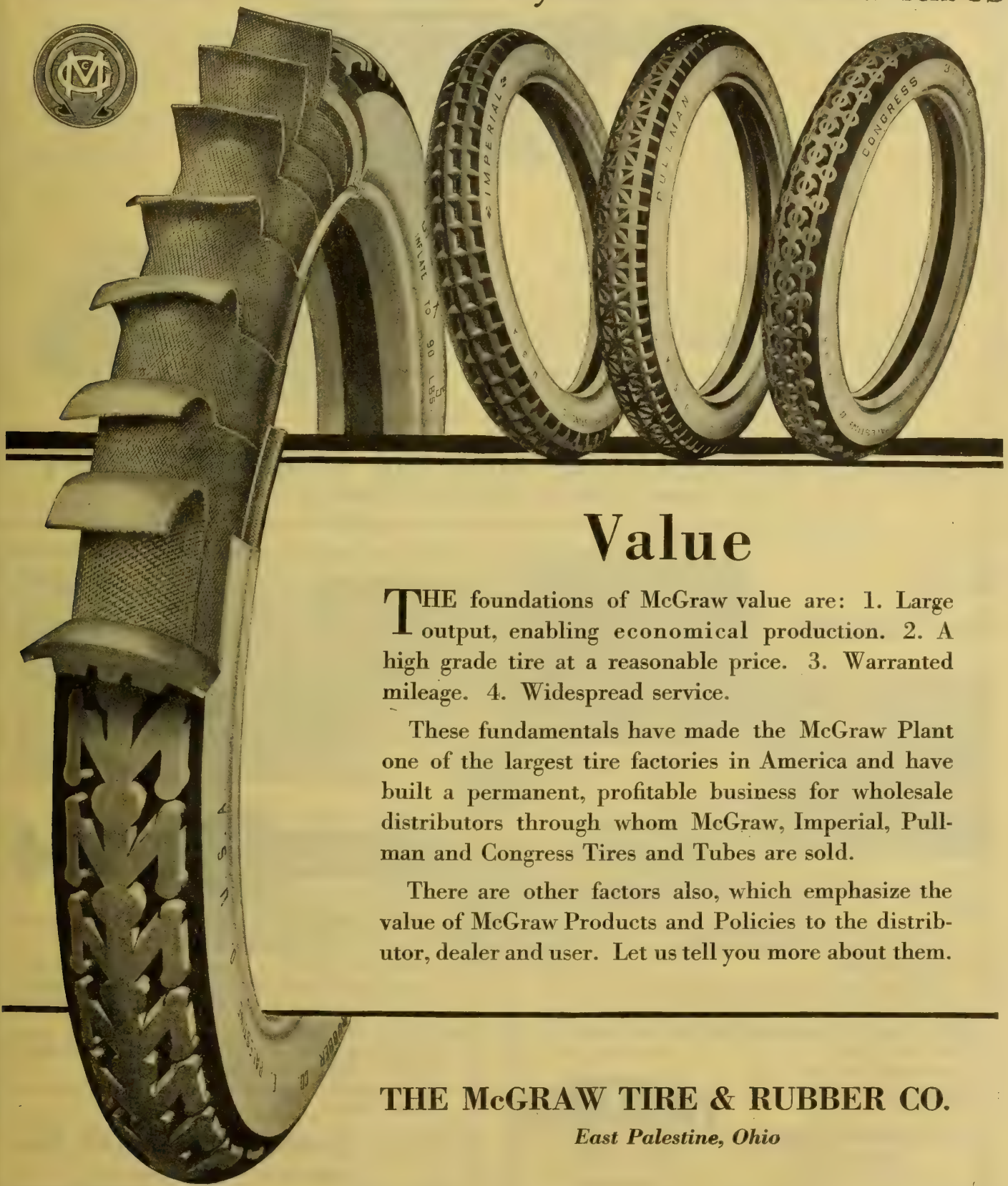
BRASS CASTINGS

THE BOOTH-COULTER COPPER & BRASS COMPANY, LTD.

115-121 SUMACH STREET - - - TORONTO, CANADA

McGRAW PRODUCTS

Pneumatic Tires ✓ Motor Cycle Tires ✓ Inner Tubes



Value

THE foundations of McGraw value are: 1. Large output, enabling economical production. 2. A high grade tire at a reasonable price. 3. Warranted mileage. 4. Widespread service.

These fundamentals have made the McGraw Plant one of the largest tire factories in America and have built a permanent, profitable business for wholesale distributors through whom McGraw, Imperial, Pullman and Congress Tires and Tubes are sold.

There are other factors also, which emphasize the value of McGraw Products and Policies to the distributor, dealer and user. Let us tell you more about them.

THE McGRAW TIRE & RUBBER CO.

East Palestine, Ohio

Distributing Warehouses ✓ ✓ ***New York*** ✓ ✓ ***Atlanta*** ✓ ✓ ***St. Louis*** ✓ ✓ ***San Francisco***

If any advertisement interests you, tear it out now and place with letters to be answered.

ANNOUNCING THE

H & R Self-Loading (Automatic) Pistol

Caliber .32 (7.65 M/M)



A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

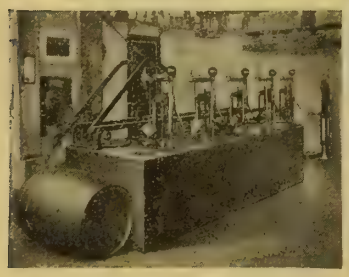
A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

LEADING HARDWARE AND SPORTING GOODS JOBBERS CAN SUPPLY.

HARRINGTON & RICHARDSON ARMS COMPANY

715 PARK AVENUE, WORCESTER, MASS., U.S.A.

Study the Pictures



Profit—Safety—Convenience
With the BOWSER.



Loss—Danger—Inconvenience
Without the BOWSER.

No question about which is preferable

The two illustrations above are from actual photographs and vividly picture the advantages of a Bowser equipped oil room.

You can install this modern equipment and handle your paint oils with profit—safety—and convenience, and know that in the Bowser you get the best that money, expert workmanship and the experience of 32 years can produce.

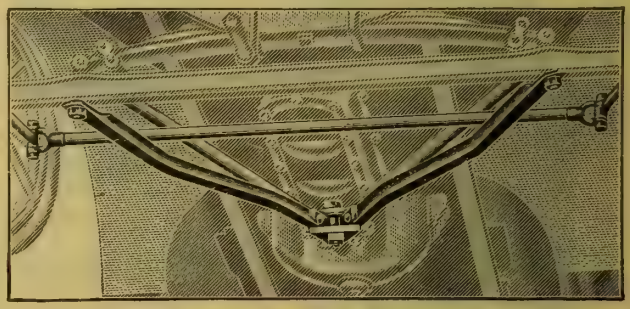
Interesting literature will be sent on request. No obligation.

S. F. BOWSER & CO.
Incorporated
TORONTO, ONT.

Sales Offices In All Centres — Representatives Everywhere

BOWSER ESTABLISHED 1885

Paint Oil Storage Systems





Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

Line, Hansen & Kimball Co.

Manufacturers of Auto Accessories

Moose Jaw — **Saskatchewan**

If interested, tear out this page and keep with letters to be answered.

It Pays to be a Clark Heater Dealer

All records for dealer sales are being broken this season.

Ten more weeks of heater weather and sales for those that stock Clark Heaters and Clark Heater Fuel.

A good assortment only means an investment of a few dollars. Quick sales and good profit. Your jobber can supply you. ***Order to-day.***

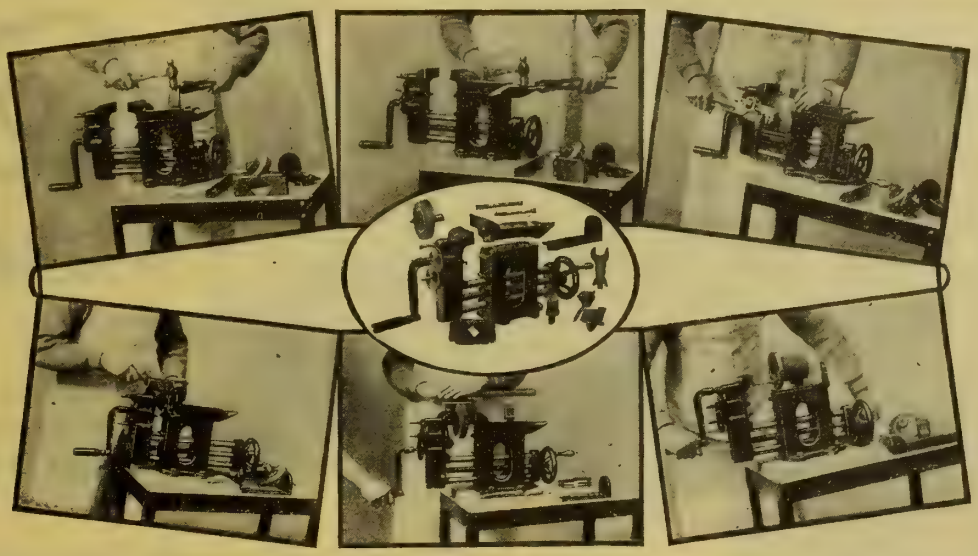


Clark Heaters for automobiles, sleighs and all conveyances are low in price, economical to use and always please. The 7D Heater here shown is a popular model.

The Stewart Handy Worker

For the Farm, Shop, Garage and Home

The Real Thing in a General Repair Outfit.
Big, strong, finely made and reasonable in price.



Dealers showing the Handy Worker are assured of quick sales. It talks for itself.

Very handy to use yourself in the store. Especially valuable to Plumbers and Steamfitters.

Get one. If your jobber can't supply you, write us.

Chicago Flexible Shaft Company

12th St. and Central Ave., Chicago, U.S.A.

The Aluminum Tops of

Automobile SKATES

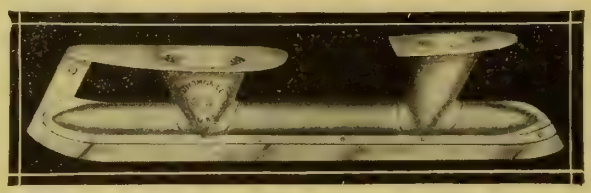
together with the high-grade steels used, result in Automobile Skates being unusually light and at the same time very strong.

Or, as we say, "Ounces Lighter and Stronger."

Canada Cycle & Motor Co., Ltd.

Makers of Good Bicycles and Automobile Skates

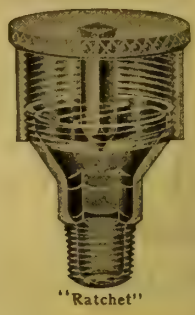
Montreal Toronto WESTON Winnipeg Vancouver





Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins


"Oil Cup"


"Ratchet"



"Plain"

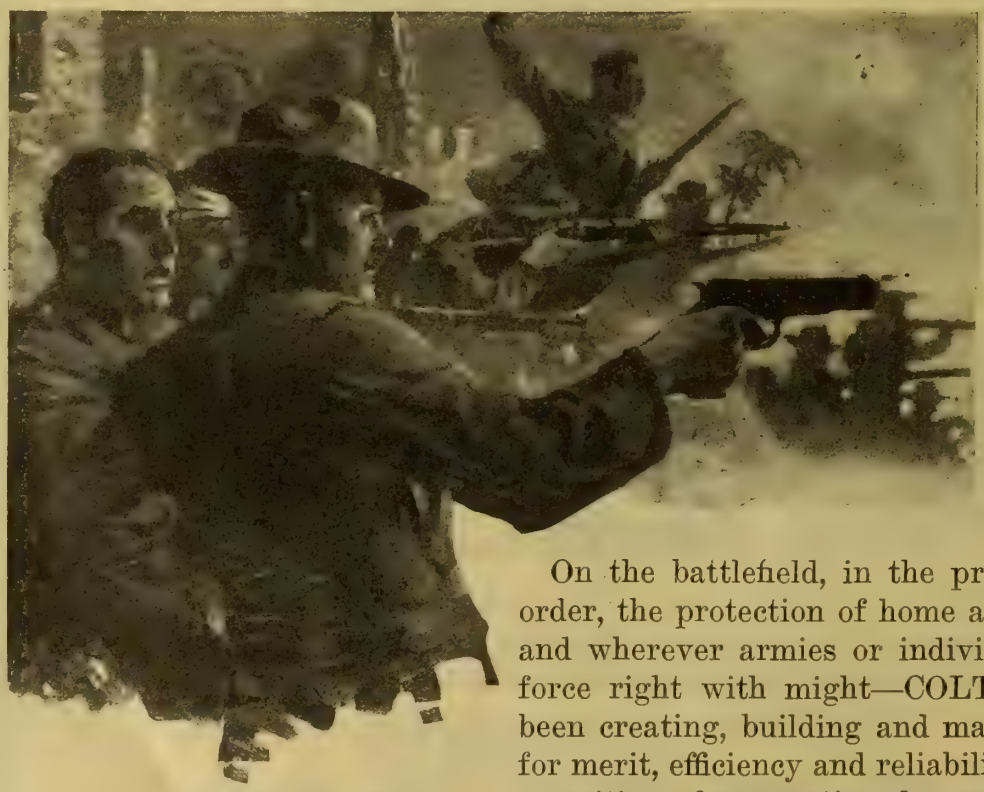

"D"


"N"


"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.

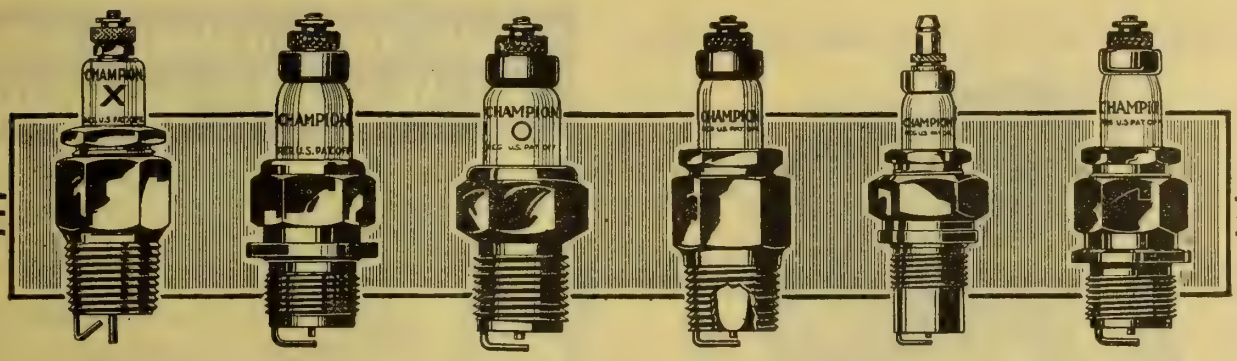


COLT Firearms

"THE PROVEN BEST BY GOVERNMENT TEST."

On the battlefield, in the preservation of law and order, the protection of home and country—whenever and wherever armies or individuals have had to enforce right with might—COLT'S FIREARMS have been creating, building and maintaining a reputation for merit, efficiency and reliability that has resulted in a position of unquestioned superiority.

Colt's Patent Fire Arms Mfg. Co., Hartford, Conn., U.S.A. or A. MacFarlane & Co., Coristine Bldg., Montreal



Helping Dealers to Sell

This year the consumer demand for Champions will undoubtedly be greater than ever.

The number of automobiles in Canada has increased over fifty per cent. —replacements must be in the same ratio.

Champions are equipment on an overwhelming majority of all Canadian cars—new and old. Dealers who have the foresight to stock the full line are bound to cash in on

Champion

Dependable Spark Plugs

Our advertising campaign is even more extensive than last year and will blanket Canada from coast to coast during the driving season. Our Advertising Service Cars will visit every possible dealer with new selling helps.

Our production capacity has been almost doubled so that there will be no delays in deliveries.

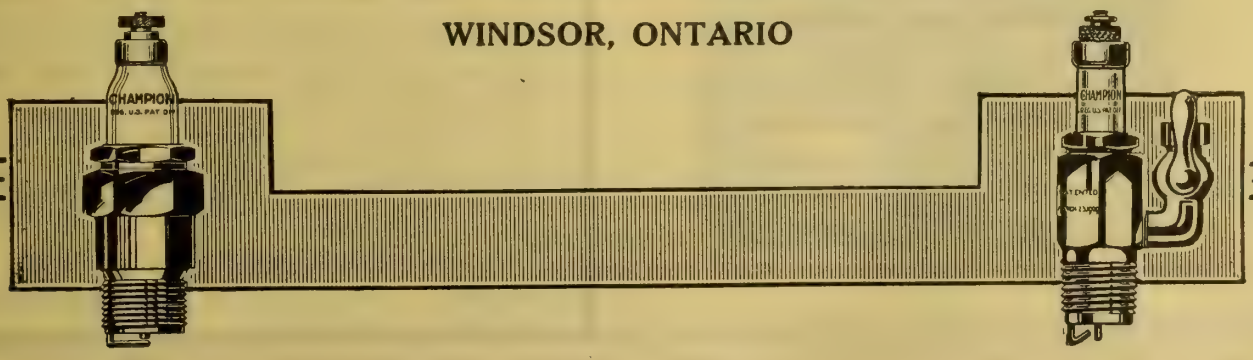
All Champion Spark Plugs are guaranteed to give absolute satisfaction to the user, or full repairs or replacement will be made.

Place your order for Champions now with any jobber in auto supplies that you may get all the possible profits when the driving season opens.

We shall be pleased to have you visit our exhibit at the Montreal Motor Show.

Champion Spark Plug Co.
of Canada, Limited

WINDSOR, ONTARIO



If interested, tear out this page and keep with letters to be answered.



The Originality

which has secured for Sphinx Plugs their position of honour throughout the world also finds expression in the mode of their packing.

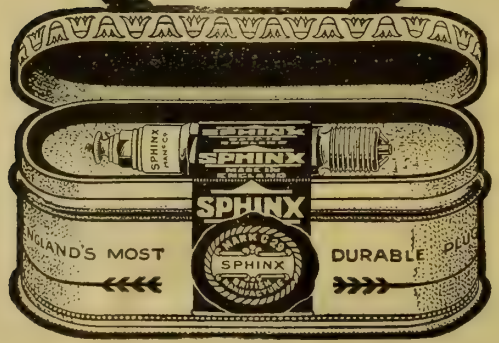
The arrangement is such that without breaking the seal which holds the

"SPHINX"

plug in the box, the lid may be lifted, revealing a removable card fully descriptive of the type of plug. Thus the obvious merit of sealing is coupled with the equally essential advantage of knowing precisely whether the plug under the seal is the pattern suitable for the purpose in view.

Sole Agent for the Dominion of Canada:

W. T. EVANS
1684 St. Urbain St.
MONTREAL

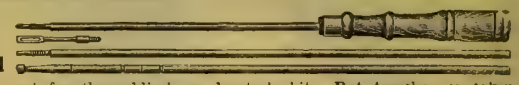


Now There's A Double Demand For MARBLE'S TRADE MARK Specialties

In addition to the regular sportsmen's and hunters' demand for Marble's outdoor specialties, there's a big military demand for Marble's rifle rods, cleaners, oil, ropes, broken shell extractors, waterproof match-boxes, and other specialties. The Marble gun "tools" are particularly popular with "the boys" because they make it possible to keep a rifle clean with the very minimum of time and effort.

The few items shown here are all-winter sellers. Prices quoted are list—you get worth-while discounts.

Marble's Jointed Rifle Rod



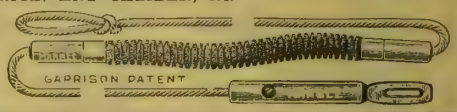
is the ideal rod for the soldier's or hunter's kit. Put together or taken apart in a minute. Require little space—weighs but a trifle. Made of brass it will not rust. Can't wobble, bend or break. And won't unscrew at joints when following the rifling in barrel. Cleans THOROUGHLY. all sporting and military rifles. All calibers. Lengths 26 to 34 inches. PRICE, $1.00, complete with cloth bag, any caliber, any length.



Marble's Rifle Cleaner

In big demand right now for sporting and military arms. Fits Marble's Jointed Rifle Rod or any other standard rod. Made on right principle for thorough cleaning without slightest injury to gun. Removes all lead, copper, rust and powder residue. Made for all sporting and military rifles and revolvers. PRICE, ANY CALIBER, 50c.

Marble's Field Cleaner



Marble's Field Cleaner is a Marble's Rifle Cleaner equipped for cleaning guns when in the field. Cord has loop at one end—weight at other, as shown. Loop fastens to twig, weight is dropped through barrel and gun is moved back and forth to clean, saving labor. Gets at the bad spots. Easily carried in pocket. All calibers, PRICE 75c. Pull-Thru for Shotguns, $1.00.

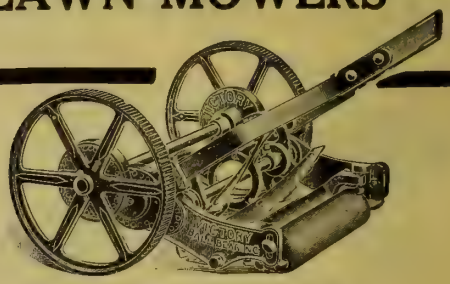
SEE YOUR JOBBER—WRITE FOR CATALOG.

If you aren't a Marble Dealer, send TO-DAY for Catalog No. 18 and Dealer's Proposition. If you are a Marble dealer, send for Marble's Dealer Helps and boost your sales.

MARBLE ARMS & MFG. CO., 5350 Delta Ave., GLADSTONE, MICH.

TOWNSEND'S

LAWN MOWERS



BUILT LIKE A WATCH

TOWNSEND MOWERS are superior in every feature of design and construction. In strength, durability and high character of work they do, they have no rivals.

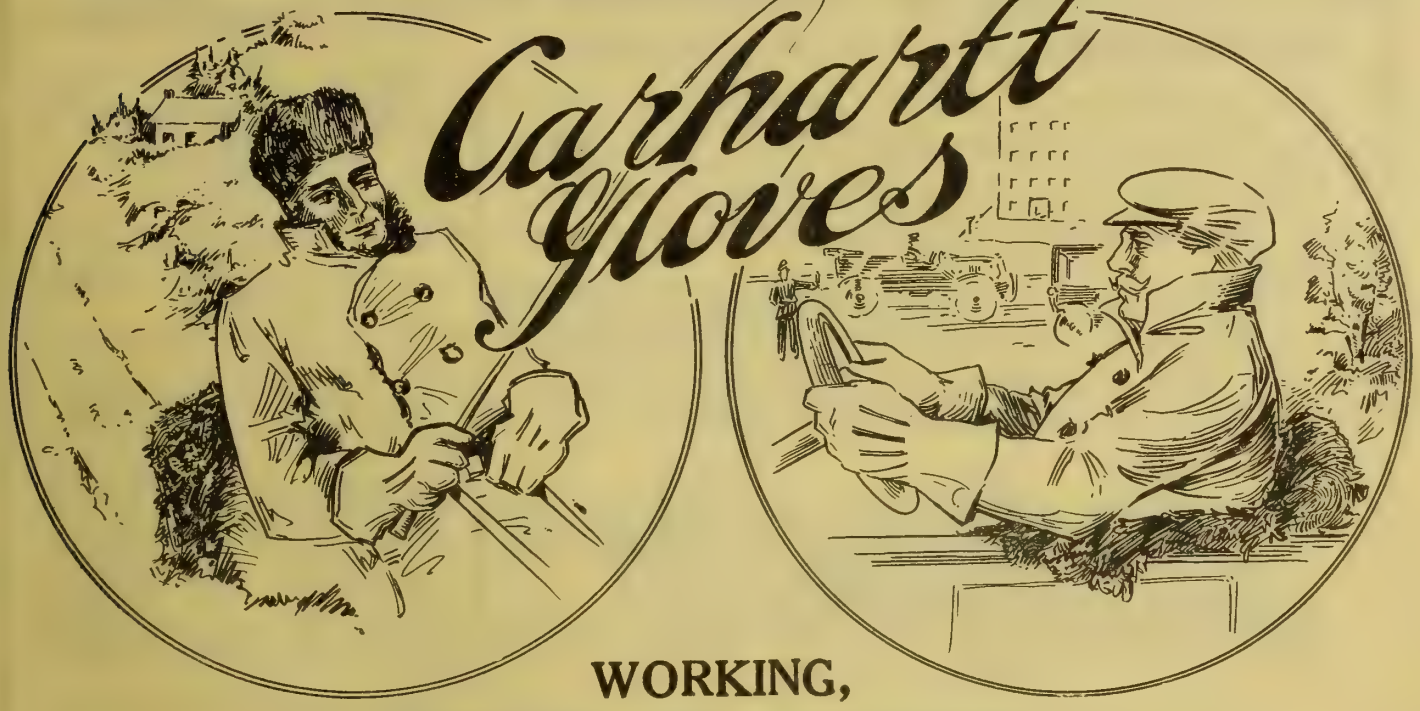
No Noise but the Swish of the Blades

All Blades are of crucible steel, oil tempered. Ball Bearings originally adapted to lawn mowers by Mr. Townsend, insure easy, quiet operation. Triple Compound Gears permit of maximum strength with minimum weight. They are entirely enclosed and prevent dirt or grass clogging the pinions. Handsomely finished in colors and gold.

We manufacture a full line of mowers for use on Golf Courses. Send for complete illustrated catalogue and trade terms.

S. P. TOWNSEND & CO.
ORANGE **NEW JERSEY**

SELL A PAIR OF Carhartt Gloves



WORKING, DRIVING OR MOTORING

to forty-seven men out of every fifty who come into your store this year.

* * *

The man about home needs a good pair of gloves for ash sifting, carrying garbage, attending the chickens, snow-shovelling, etc. *Sell him a pair of Carhartt Dollar Gloves.*

* * *

The farmer is the big user of gloves; he needs the best. Sell him Carhartt Gloves. Any price to suit his purse.

* * *

The railway man knows and prefers Carhartt Gloves. They stand the hard wear of the road. You have railway men's trade, so sell them *Carhartt's.*

* * *

No need to stock heavy—a few pair well displayed will do the trick.

Send for an assortment of numbers to retail at a dollar.

Hamilton Carhartt Cotton Mills, Limited

TORONTO UNIT

TORONTO MONTREAL WIINNIPEG VANCOUVER LIVERPOOL (ENG.)

Mr. Bruce's Counsel

SPECIFICALLY APPLIED, MR. BRUCE'S COUNSEL may be said to recommend that business men should read every week THE FINANCIAL POST OF CANADA, to inform themselves concerning current events in the realm of Canadian business and public affairs.

Frank E. Mutton, Vice-President of the International Time Recording Company, of Canada, wrote the following letter to the publishers of THE POST:

Attention, Editor:

Recently we sent you a subscription covering the delivery of THE FINANCIAL POST to each of our Sales Agents and Salesmen throughout Canada. This was prompted by the fact that, in our opinion, your paper is the best barometer in Canada of what is going on in the different industries from one ocean to the other in this country. Your paper contains information invaluable to any traveling representative of any firm.

(Signed) F. E. MUTTON.

Dated Oct. 12, 1917.

IN effect, THE FINANCIAL POST represents a Current Events Club, met weekly for the consideration and study of current affairs in Canada in relation to itself and the world at large. It represents the assembly of many, many surpassingly well-informed contributors who discuss intelligently, lucidly and proportionately, Canada's public and business affairs. No more stimulating and worth-while paper is published in Canada for the man who wants to be able to talk confidently, at the club, luncheon, board meeting, business council, public meetings, about Canadian public affairs.

THE price, $3, is nothing to the man who really wants to know. Three dollars spent for knowledge that multiplies a man's power and pleasure and satisfaction is a small, small sum to pay. We make our appeal for subscriptions to men who really want to know and who will take time each week-end to read profitably.

If you are willing to give this time, prove it by signing and mailing the coupon below

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.....1917

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Talk Current Events

A Talk by H. Addington Bruce, Author of "The Riddle of Personality," "Psychology and Parenthood," Etc.

WHAT do you know about the doings in this great world wherein we live?

Do you try to form a really intelligent and well-considered opinion regarding events the world over?

Do you ever discuss their significance with friends and neighbors?

If asked what you think of any particular event, you are perhaps ready with an answer. Is your answer anything but a snap judgment, determined by prejudice rather than by reasoning analysis?

I put these questions not to be disagreeable, but because, if necessary, I want to spur you to appreciate the value that there is in discussion of current events.

Many people, fortunately, appreciate its value instinctively. Perhaps you are one of these. Many others are beginning to appreciate it.

This is shown by the growing popularity of clubs and classes on current events.

Only a few years ago such clubs and classes were almost unheard of. To-day most of our bigger cities have half a dozen of them or more.

In one city—Boston—a talented woman of my acquaintance draws an income of thousands of dollars a year from her leadership of current events classes.

Other men and women have similarly discovered that interest in current events is increasing so rapidly that they can well afford to organize classes like those conducted by the Boston woman.

Still, there remain many people—thousands of people—who never discuss current events. Many thousands more discuss only such events as come under the headings of "crime," "the theatre," and "sports."

These are the people I want to reach. They are the people I want to rouse to recognition of the practical helpfulness they will find in discussion of current events in general.

Current events clubs and classes might well be organized in every neighborhood, with weekly meetings to take up the outstanding happenings in international affairs, national politics, literature, art, music, science and industry.

Regular attendance at, and active participation in, these meetings will prove to be an education in itself.

It will enlarge the mental horizon and broaden the moral sympathies. By disciplining the mind to active thought it will raise the level of workaday efficiency.

It will make for a more alert, a more conscientious citizenship. It will give zest and color to a life which perhaps has hitherto been pathetically drab.

Unsuspected powers will be awakened. With a better grasp on the realities of life, the whole personality will expand.

One evening a week is certainly not too much to give to a discussion of the day-to-day developments in our wonderful world.

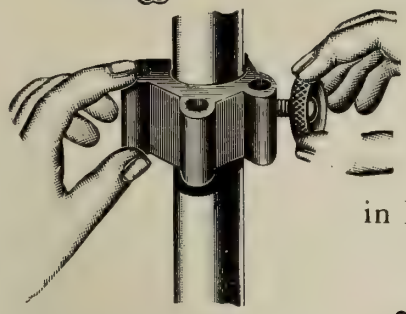
It may mean doing without an evening at cards or at the musical comedy, or at the dance hall. But this, after all, is not a terrible sacrifice.

And from the occasional talk over current events will come more profit than could possibly come from any number of evenings spent in card-playing, dancing, or listening to musical comedies.—Reprinted from the Toronto Daily Star.

TRADE MARK. W.B.&C.P.

WILLIAMS BROS. & PIGGOTT, LTD.

Small Heath, BIRMINGHAM

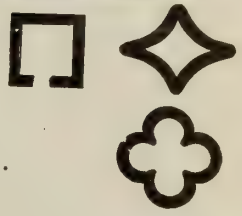


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Specialists in **TUBES** Seamless, Brazed Iron-cased Mouldings, Beadings, Rolled Metals in Brass, Copper, Nickel Silver, and other Metals.

Over 1000 different sections



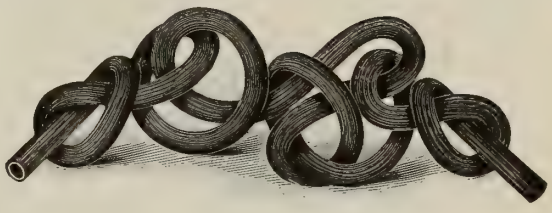
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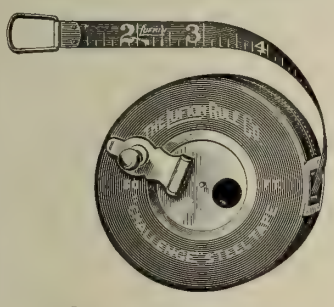
The Garden Hose That Doesn't Kink

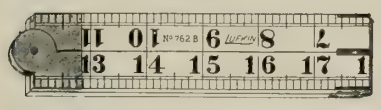


A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

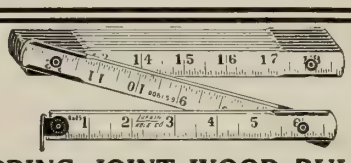
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LUFKIN GOODS ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR ACCURACY AND FAULTLESS SERVICE

STOCKED BY JOBBERS. SEND FOR CATALOGUE.



Talk Number One Hundred and Thirty-One

If being sorry could help the Railroads, they would be as busy as the "Midway" at the Toronto Exhibition. We have hundreds of tons of raw material held up—doing all we can to relieve the situation—so be patient as possible. It can't get worse.

TINKER TOM

Look for Talk No. 132 next week.

DOMINION SHEET METAL CO., Limited

HAMILTON, CANADA



Kyanize
KY-AN-IZE

MOTOR CAR ENAMELS



The New Profit Line

The particular motorist who takes pride in keeping his car in tip-top condition is looking for a strictly high-grade, easy-working, quick-drying, waterproof coating for his car,—one that he can apply himself and be assured of good results.

Here it is,—and under the celebrated Kyanize label,—the motorists in your town who have used Kyanize Varnishes and Enamels in their homes are eager to buy a Kyanize Product for their car.





Opportunity Knocks for Kyanize KY-AN-IZE Dealers

Don't allow this chance to gain the highly profitable motorist trade slip through your fingers. Before you turn the page—right now—take your pen in hand and write for our new, original selling plan. It's a real business-producing novelty that will make the car owners of your town try Kyanize Motor Car Enamels. Once they try, you have made an enthusiastic customer for your store.

Ask Us for Details on the "Free Glove" Offer

you'll get our proposition by return mail, provided there is now no Kyanize Exclusive Agency in your locality. Kyanize Products and Kyanize Profit-Making Plans are for *one live dealer only* in each locality. **Write us before you turn this page.**

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HARDWARE AND METAL

Vol. XXX
No. 3

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

January 19
1918

FAMOUS FIVE FILES

work with minimum effort and give maximum results.

They are efficient. Their qualities have become standardized; and the "Famous Five" file standard is recognized by mechanics, shop superintendents and purchasing agents everywhere.

That's why it pays dealers to handle them.

Specify them when ordering from your jobber.

They are:

KEARNEY & FOOT
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Hack Saw Mileage



Just as some tires puncture and some wear out, some hack saws break, others dull quickly.

The utmost in hack saw mileage requires a saw that is hard enough to cut keenly, yet not too brittle.

Starrett Hack-Saws

give the utmost mileage—they are of the highest quality just as Starrett Tools are of the highest quality. Tungsten steel to start with, milled teeth, the right set, and hardened just right for the metal it is intended to cut. And this hardening is important—combined with the right shape of teeth and the best number per inch it insures quickest cutting, thereby saving mechanics' time—the greatest possible saving. But to get most mileage from a hack saw, even a Starrett, the right saw must be used. It's easy to find out what is the right saw for the metal or shape—from page 208 of the Starrett Catalog No. 21MA.

The L. S. Starrett Co.

The World's Greatest Toolmakers

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STARRETT HACK SAWS CUT QUICKER LAST LONGER

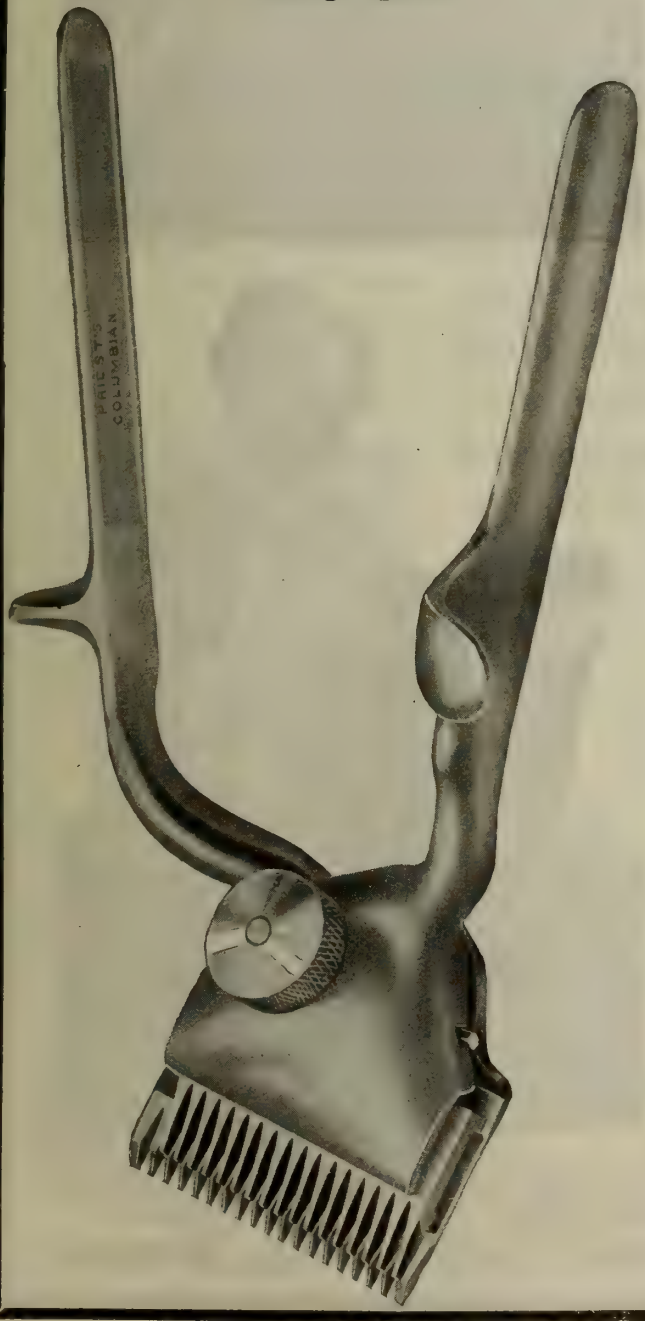
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You will make no mistake in getting acquainted with Priest's Toilet Clippers because you can depend upon them to satisfy your customers.

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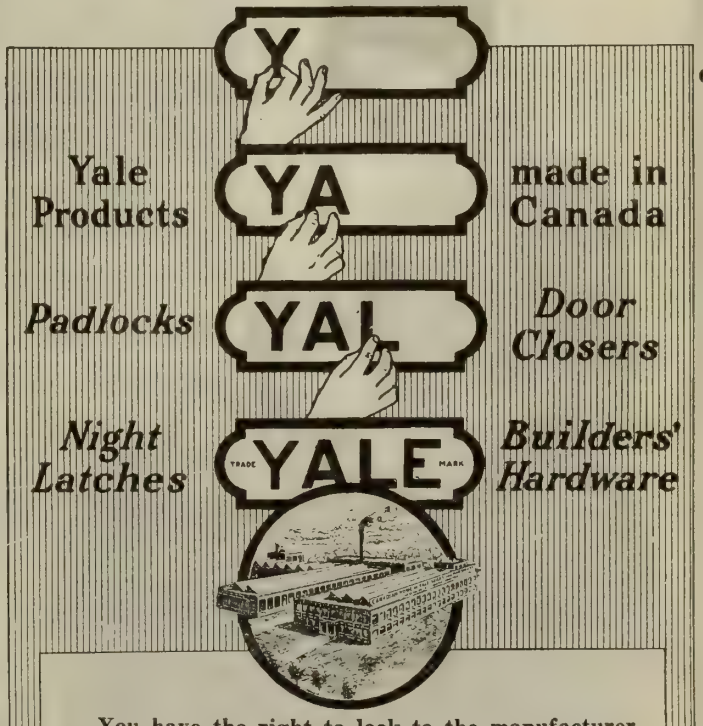
Taps, Dies, Reamers, Milling Cutters, Drills

Highest Grade Materials—Expert Workmen—Quality absolutely guaranteed.

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You have the right to look to the manufacturer for satisfaction. And your customer has the right to look to you. When you stock and sell the Yale line you have done the utmost in guaranteeing your own interests and your customer's.

The name "Yale" helps make the sale.

Canadian Yale & Towne Limited, St. Catharines, Ont.

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UNIVERSAL

New Universal Window Display

These Attention Catchers are for you to use in connecting your store with the Bread Maker, Food Chopper and Percolator business created by our Food Conservation Advertising Campaign.



These window pieces are lithographed in ten colors and stand approximately 29 inches high. All three are sent charges paid with each order for one dozen pieces assorted Universal Food Choppers, Bread Makers, Percolators.

Send in your order to-day and we will start them on the way.





Order by Number D 800

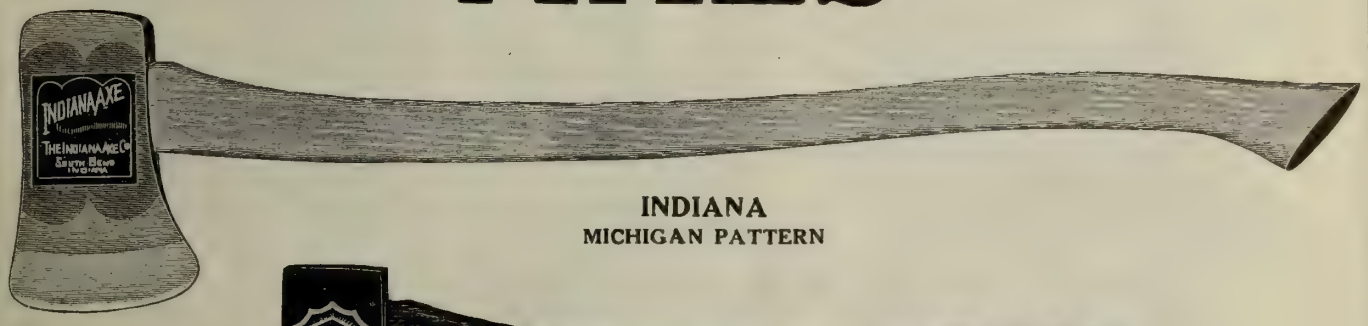
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CANADIAN REPRESENTATIVES:

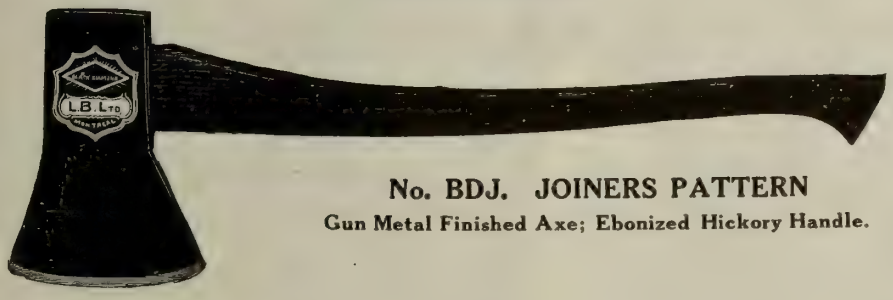
A. MacFarlane & Company, Coristine Bldg., Montreal

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INDIANA
MICHIGAN PATTERN



No. BDJ. JOINERS PATTERN
Gun Metal Finished Axe; Ebonized Hickory Handle.

All popular patterns, finishes and assortments, both single and double bitt.

Axes have again advanced in the United States $2.00 a dozen. Canadian prices are now lower than United States prices. Canadian manufacturers could advance their prices $5.00 a dozen and still be lower than United States prices when duty is added. If the advance was justified in the United States it should be in Canada where the cost of manufacture is higher. It is a wise merchant who will make provision at once for his full requirements for this year.



No. BM. Michigan Pattern

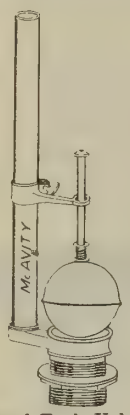


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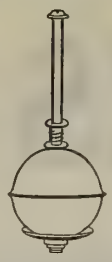
Mail Order Department

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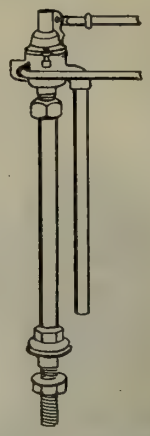
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Low Tank Diaphragm


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McAVITY TANK FITTINGS

Are a Profitable Line for the HARDWARE AND PLUMBING TRADE to handle

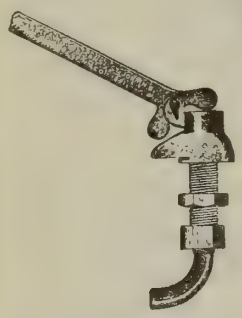
The Fit, The Quality, The Price—IS RIGHT

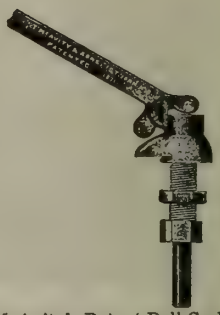
Prompt delivery, with liberal freight allowance.

It's up to you to start business with us; it's up to us to make you continue. *You'll continue* all right!

T. McAVITY & SONS, Limited

MONTREAL ST. JOHN, N.B. WINNIPEG


McAvity's Patent Ball Cock Bent Tail


McAvity's Patent Ball Cock Straight Tail

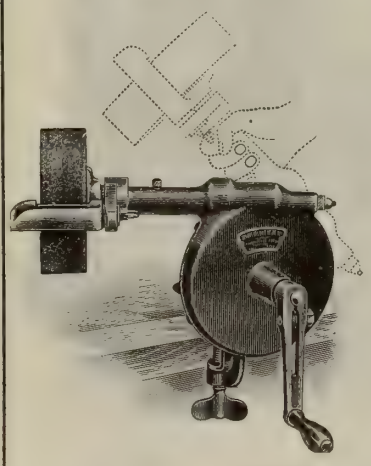


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Manufactured by

American Grinder Mfg. Co.

MILWAUKEE, WIS.



Will find a ready sale in Canadian hardware stores. Anyone who has tools to sharpen will readily recognize the superior features of these grinders. Let us recommend your displaying them in your windows and stores.

Leading jobbers catalogue and sell them.

Agents for Canada

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Wire Bale Ties

There is profitable business to be had in Wire Bale Ties from the hay pressers in your district. This is clean-cut business, bringing goodly returns without necessitating the loading of your shelves with stock. We specialize on this line, carry a large and varied stock, and have the greatest capacity of any like firm in Canada.

We manufacture wire in all sizes and in many varieties, such as Wire Nails, Wire Barrel Hoops, Staples, O. & A., Broom, Brush, Mattress and Florists' Wire, etc.

Ask for quotations on your requirements.

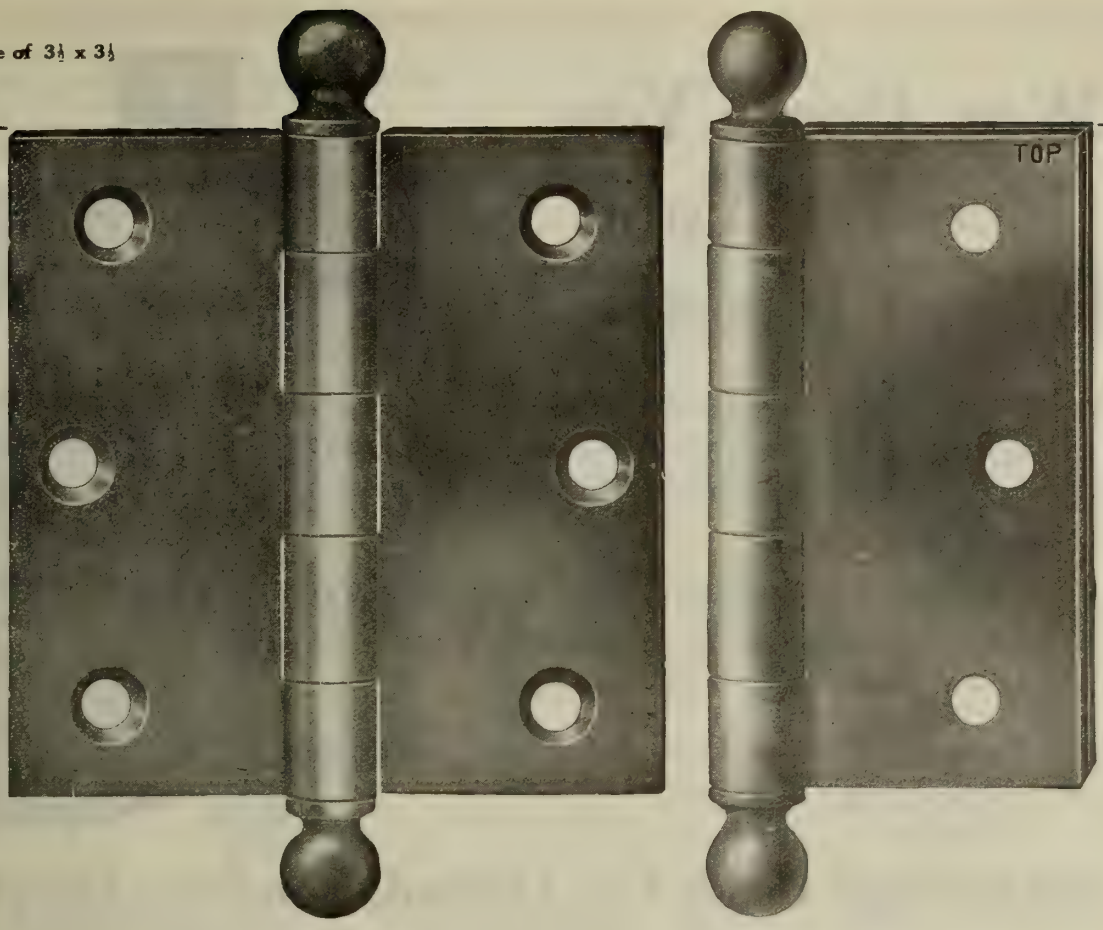
The Laidlaw Bale-Tie Co., Ltd.

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Head Office and Works: HAMILTON, CANADA

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Actual Size of 3½ x 3½
No. 500.



A Good Selling Butt

Our No. 500 Wrought Steel Ball Tip Butt has proven very popular. It can be furnished in Bright Steel, Japanned, or in any one of a large variety of plated finishes. It comes in sizes from 2x2 to 5x5.

No. 500 is packed in the handy, sales-inducing "National" way. The 2x2 size comes one-half dozen pairs to a carton, each pair in a separate envelope with screws. All other sizes are packed one pair in a box, each Plated Butt wrapped separately with screws.

This good seller offers you a good opportunity of getting acquainted with the advantages of handling "National" goods.

Is your name on our list for the 1918 National Catalog?

National Manufacturing Company

STERLING, ILLINOIS

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Why Don't You Increase Your Hanger Business?



The exceptional value of Canada Steel Goods Hangers can only be appreciated by a careful study of the individual features they possess, and by comparing our values with anything on the market.

Each of our trade brands known as *Canada, National, Hatch, America* and *Great West* embody distinct features that make them easy to sell, and show you a good profit.

To-day—write our Hanger Dept. for particulars of how we can help you sell more Hangers.

Canada Steel Goods Co., Limited, Hamilton, Canada

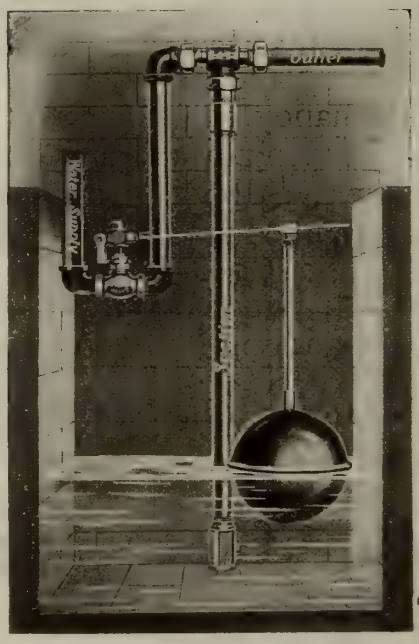
THE "MORRISON"

Automatic Cellar Drainer

For ease of operation and simplicity of construction, this cellar drainer has no equal. It can be installed easily and takes up very little space. No complicated cams or levers to get out of order, and all working parts are placed above water.

This is a very important feature in cellar drainers, because when such an appliance is submerged, it is liable to get dirt into the moving parts.

No such trouble for you if you instal a "Morrison."



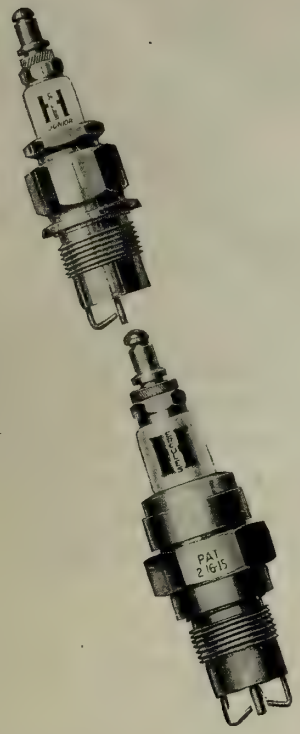
No part of a sanitary system can cause so much damage as can a poorly constructed cellar drainer. The whole contents of a basement are liable to damage.

Building foundations are protected and all other assets below the ground floor when a Morrison cellar drainer is installed. We have been established over 50 years, and all our experience stands behind the "Morrison." Let us furnish you with full particulars and prices before you decide to buy your next lot of cellar drainers.

James Morrison Brass Manufacturing Co., Ltd.

93-97 ADELAIDE STREET WEST, TORONTO

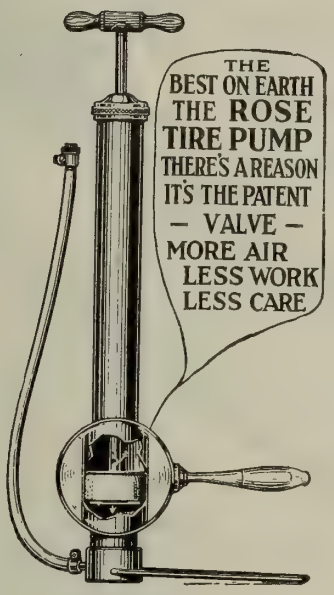
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HERCULES SPARK PLUGS

With their new, exclusive spring gland feature, HERCULES spark plugs offer still further protection against porcelain breakage due to heat expansion or excessive tightening. Every plug is subjected to individual final inspection and test—and guaranteed perfect in material and workmanship. Made in two sizes.

Hercules Giant and Junior

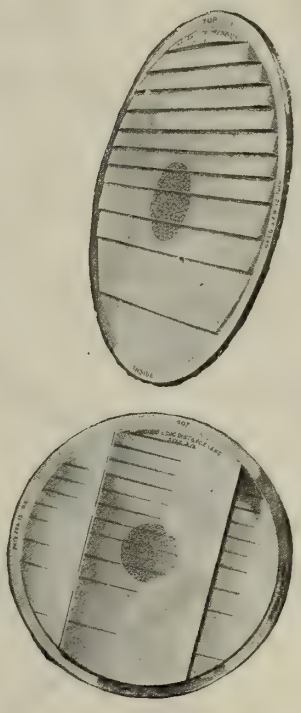


ROSE TIRE PUMP

One of the features of the Rose Tire Pump is its patent valve which gives more air with less work.

It is sturdily made with an enameled tube 20 inches long and 1¼ inches in diameter with steel pump rod and swivel steel rod foot holder, and has a 24-inch rubber tube.

Prices on Application



OSGOOD LENS

The ideal Lens for use on automobile headlights. It throws a waist-high beam of light for one-third of a mile ahead of the car and gives fully 74% more light on the road than plain lens, and is a big seller where stringent headlight laws are in effect. No rays scattered into the air. No glare in the eyes of other motorists or pedestrians.

All Headlight Laws Complied With

HOWLAND'S SAMSON QUALITY
H S HOWLAND SONS & CO TORONTO

H. S. Howland, Sons & Company, Limited
WHOLESALE HARDWARE
TORONTO

HOWLAND'S SAMSON QUALITY
H.S HOWLAND SONS & CO TORONTO

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"YANKEE"

PLAIN RIGID DRIVERS

Cabinet Style No. 95
Standard Style No. 90



They cannot loosen in the handle in use or abuse.

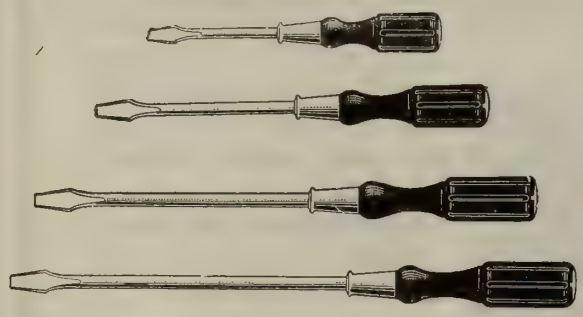
You have our guarantee.

They are as durable as the high-grade steel that composes them, and will render faithful service for generations. The comfortable handle and various lengths of blades make them suitable for all classes of work.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

Stanley Tools



"HURWOOD" SCREW DRIVERS

Unsurpassed for **strength** and **durability.**
Blade, Shank and Head are of one piece of steel.

The Blades are finely tempered and well finished.
The Handles are polished and stained black.
Many styles and sizes from which to select your stock.

"HURWOOD" SCREW DRIVERS ARE MADE IN OUR CANADIAN WORKS

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Handy for Motorists

MENDETS
A PATENT PATCH

Draw the attention of your motoring customers to the quick and effective way in which "Mendets" stop leaks in tires.

Every motorist should carry a packet with him at all times. "Mendets" provide absolutely the quickest method of repair, and they hold tight always.

The following wholesale hardware merchants sell Mendets: Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P. E. I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, Nova Scotia; Caverhill, Learmont & Co., Montreal; A. Chown & Co., Kingston; The Gray-Harvey Co., Limited, Ottawa, Ont.; H. S. Howland Sons & Co., Limited, Toronto; Mills Hardware Co., Limited, Hamilton.

Collette Mfg. Company
Collingwood, Ont., Canada

If interested, tear out this page and keep with letters to be answered.

TACKS



TACKS FOR EVERYBODY

AUTO TRIMMERS
CARRIAGE TRIMMERS
BASKET MANUFACTURERS
CARPET LAYERS
SHOE MANUFACTURERS
UPHOLSTERERS

Heads that will not break off
And Points that meet the demand

THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON **MONTREAL**

If interested, tear out this page and keep with letters to be answered.

There are no "come backs" to Reliable Churn Sales

The only time an owner of a "Reliable" Churn comes back at the dealer who sold it is when she comes back with a friend who wishes to own a "Reliable" also. The "Reliable" is so simple in construction, so easy of operation, so clean, so sanitary, that it never gives trouble, gets out of order or smells musty. Cannot dry up and fall to pieces when not in use and allows of no possibility of loss of cream through leaving plug out or latch unfastened.

The "Reliable" ensures clean butter-making and perfect results with a minimum of labor, and it can be worked with a far greater quantity of cream than any other churn of its size.

Many Hardware Dealers are finding it profitable to supply "Reliable" Churns. It can be made profitable for you.



THE "RELIABLE CHURN" CO., OF CANADA
T. W. Foster, Mgr. 141 King St. E. Toronto

Style "B" Plain With Swing Top



OUR BEAVER HEATERS

are well and favorably known from coast to coast.

Why?

These popular heaters have been on the market for years. They are built to last.

They give the maximum heat with a minimum fuel consumption.

They are particularly attractive in design. There is a Beaver Heater for every home. *Now is the time to buy.*

Orders can be shipped without delay.

The Thos. Davidson Mfg. Co., Ltd.
TORONTO MONTREAL WINNIPEG

If interested, tear out this page and keep with letters to be answered.

When Ordering Spring Goods Write for our Prices on all Lines

Remember the

One Genuine U.S. Poultry Netting

Do not order or accept inferior substitutes.

U. S. NETTING is built for beauty, strength and durability. It lasts longer, looks better, and gives better satisfaction while it lasts than any other netting.

"U.S." Poultry Fence, the kind that stretches perfectly and stays stretched; looks better; lasts longer and gives the maximum of all round general satisfaction, can only be made by the one firm in the United States—who control the patents and have the only equipment for properly making this type of fence at a marketable price.

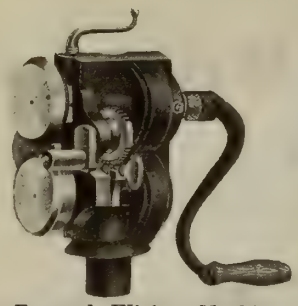
Order through the authorized agents and *know* you are getting the right goods. The Muncie plant covers over twenty acres, is equipped with the latest and best machinery throughout, complete wire drawing, annealing and galvanizing outfits, special furnaces and every known appliance and labor-saving device used in the modern manufacture and treating of wire, and in addition the modern looms, which are patented, as well as many special and improved appliances and machines known only to the firm, which insures the high standard of product and enables the makers to guarantee satisfaction.

Exclusive Selling Agents for "U.S." Poultry Netting in Ontario, Quebec, Nova Scotia and New Brunswick.

Caverhill, Learmont & Co.
Montreal

Rice Lewis & Son, Ltd.
19 Victoria St., Phone Main 4040, Toronto

If interested, tear out this page and keep with letters to be answered.



Encased Wiring Machine

TRADE B B CO LTD. MARK

Small Machines

ARE MADE FOR SERVICE. THEY COMBINE DURABILITY, SPEED AND ACCURACY.

No Tinshop can afford to be without a set of these machines.

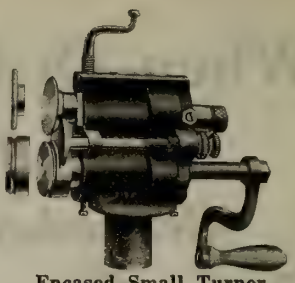
We manufacture a full line of Tinners' Tools.

Drop us a line for full particulars and prices.

The Brown, Boggs Co.

LIMITED

HAMILTON, CANADA



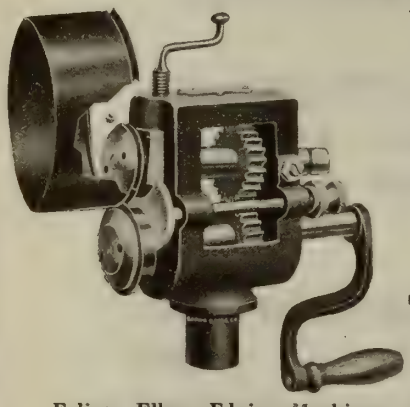
Encased Small Turner



Encased Setting Down Machine

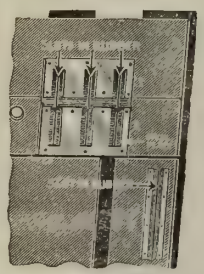


Encased Small Burr



Eclipse Elbow Edging Machine

WINTER BUSINESS— Cold Weather Made Profitable



PRESTO

The Presto-Alweather Protector for Ford Cars insulates the floor and protects the driver from colds and sickness, by keeping the cold draughts from entering the car. Keeps the lever slots closed and does not interfere with the levers in any way. Anyone can install the Presto-Alweather Protector in twenty minutes.

Dealers everywhere find Presto products the foremost and fastest moving line of accessories manufactured.

Write immediately for complete catalog of Presto Heaters and over 100 real, live Blue Ribbon sellers.

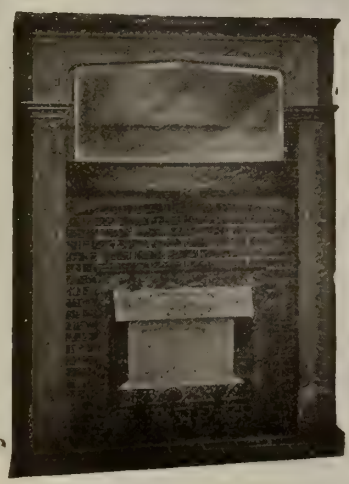
METAL SPECIALTIES MFG. CO., 338-353 N. Kedzie Ave., CHICAGO

EASTERN BRANCH—16-24 W. 61st St. NEW YORK CITY

WESTERN BRANCH—149 New Montgomery St., SAN FRANCISCO, CAL.

Price in Canada $2.25





The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.



If interested, tear out this page and keep with letters to be answered.

"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

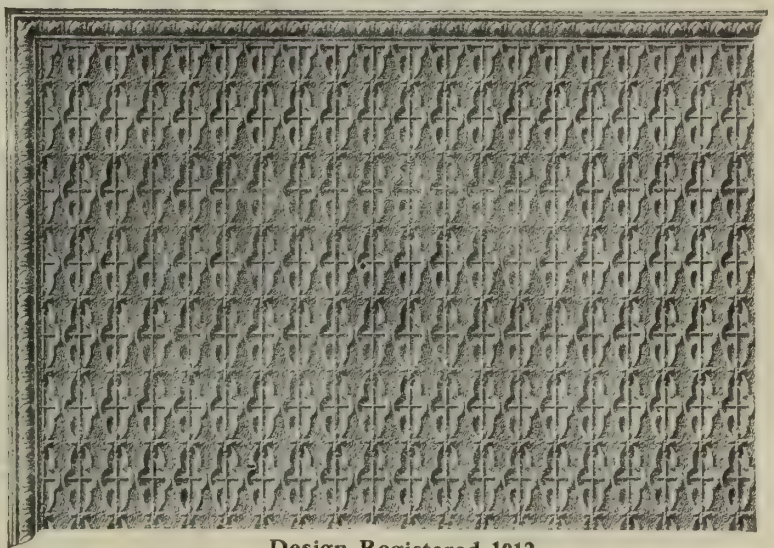
Just a little bit of "hustle"

will land you dozens of orders for "Metallic" wall and ceiling jobs.

We help you in every conceivable way and there's a good profit for you.

Don't overlook this "bet." Drop us a card to-day for our catalogue and full information.

Stock carried by
GEO. W. REED & CO., Ltd.
37 St. Antoine St., Montreal



Design Registered 1912

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG



Canada Foundries & Forgings, Limited

ORIGINAL PRODUCERS AND DISTRIBUTORS

RED WING PUMPS

SEMI-ROTARY. DOUBLE-ACTING.

MADE IN CANADA.

FIG. 120

This type of Pump, formerly imported from Germany but now made by us, is well known to the trade, and its efficiency as a practical and easy-working LIFT and FORCE pump has been fully recognized.

It is finely finished in the interior and absolutely air-tight. The lever is vertical and worked in that position.

Exceedingly convenient for attaching to wall. BRASS VALVES. Fitted for Iron Pipe.

SIZES, CAPACITIES AND PRICES

No.	For Pipe	Full Strokes of Lever per Minute	Gallons Delivered per Minute
0	½ inch	104	4½ Gals.
1	¾ "	100	7 "
2	1 "	90	9 "
3	1¼ "	85	11 "
4	1¼ "	80	15 "
5	1½ "	75	19 "
6	1½ "	60	22 "

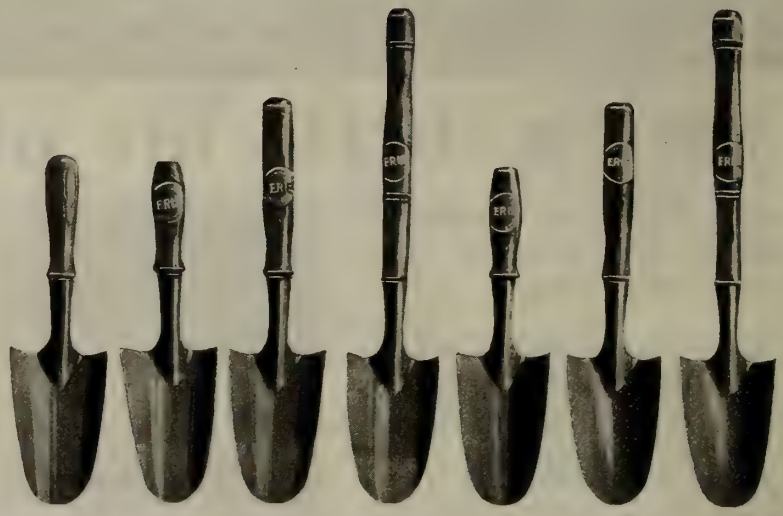
PAINTED RED.

Produced at THE JAMES SMART PLANT, BROCKVILLE, ONT.

Branch: WINNIPEG, MAN.

If interested, tear out this page and keep with letters to be answered.

To meet the new demand for Florist Tools



The added impetus given to gardening by the Greater Production Campaign has revived interest also in flower gardening. There will be more people planting and transplanting flowers this season than ever before. Here is a new demand that will be well worth meeting.

Besides the styles of trowels shown here we have a few English patterns which should prove very popular. We have twelve styles in addition to Transplanting Trowels, Ladies' Spades and Spades suitable for carrying in an automobile. We have also six styles in Forks, twisted and straight handles. We are constantly adding to our lines in order to offer as comprehensive a range as can be obtained anywhere.

These goods are of high grade material and are nicely finished. You can sell them at a good profit. Write to-day for particulars.

ERIE IRON WORKS, Limited, St. Thomas, Ont.

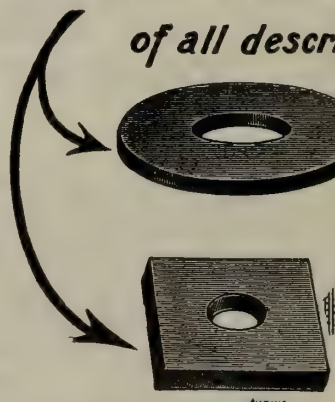
HARDWARE BUSINESS WANTED — IN good Ontario town or city. Replies treated strictly confidential. Box 167, Hardware and Metal, Toronto.

This little advertisement inserted in HARDWARE AND METAL not long ago immediately brought eleven replies to the advertiser. And the cost was only 47 cents, including 5 cents for Box Number.

USE THE WANT AD PAGE

Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs.

Felloe Plates.

Sheared and Punched Plates.

Malleable Washers and Cast Iron Washers.

Round & Square

Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

If interested, tear out this page and keep with letters to be answered.

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company

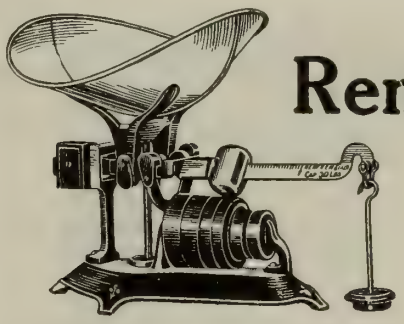
ST. THOMAS -:- ONTARIO

Kills The Losses

Why should housewives take **all** the risk in regard to honest mistakes in weighing? It certainly is easy to convince her she shouldn't, and that a Renfrew scale will save not only risk but many actual losses. That builds up sales for **you.**

An ordinary, doubtful scale would only add useless disputes. The Renfrew is accurate for every weight from ½ oz. to 30 lbs., and its owner can prove her weights every time by means of the Government Inspector's Certificate which goes with every Renfrew.

The Renfrew is made in black finish, or in all-nickel finish suitable for candy stores or homes desiring something a little bit better. Write for literature and attractive selling proposition.



The Renfrew Household Scale

Guaranteed to weigh accurately Capacity: ½ oz. to 30 lbs.

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

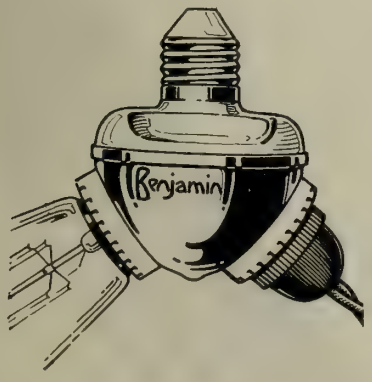
Eastern Branch: Sussex, N.B.

Western Representatives:

P. A. C. McIntyre & Co., 206 Scott Block, Winnipeg, Man.

Foundry Products, Ltd., Calgary, Alta.; Crandall Co., Ltd., Vancouver, B. C.

Our other lines: "Renfrew" Cream Separators; 2,000-lb. farmer's truck scale, tractors, wood-saws, grain grinders, etc.



In every house that's wired

there is need for at least one of these convenient two-way plugs

In nearly every home wired for electricity will be found some device which is heated or driven by power obtained through an ordinary lamp socket. Every time the device is used a lamp must be unscrewed, and the extension from the device attached. The housewife who has to repeat this performance every time she wishes to use iron, fan, toaster, etc., is only too pleased to meet up with Benjamin Two-Way Plug. The Benjamin Two-Way Plug gives an always-accessible outlet for power without in any way interfering with lighting arrangements.

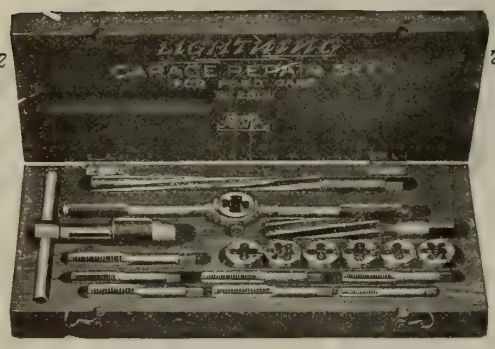
If electricity is used in your locality you should make a sale to every home. Stock up. They're profitable. Standard finish in brushed brass.

FACTORY PRODUCTS LIMITED

220 KING ST. W., TORONTO

If interested, tear out this page and keep with letters to be answered.

TRY THE GARAGE OR AUTO OWNER WITH THIS GARAGE REPAIR SET

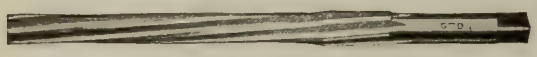


The next time a garage repair shop foreman or manager comes into your store, try him on this

No. 2501 GARAGE REPAIR SET

for Ford cars. Show him one, if possible, and explain its advantages. Ten to one you'll make a sale. Tell him that the Taps and Dies in this set will repair the screw threads most commonly in need of repair on the Ford car. Show him the two Bushing Reamers—one for the piston pin bushings, and a 2-in-1 for front axle bushings. In the 2-in-1 the 5-inch section reams the spindle body bushing and the 1-inch section reams the spindle arm bushing.

Your next move is to call his attention to the high quality and finish of the tools, and your last move will probably be towards the cash register.



2-in-1 Reamer for Ford Front Axle Bushings.

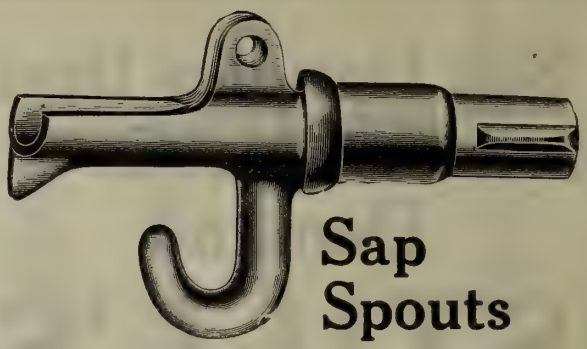


Reamer for Piston Pin Bushings.

Wells Bros. Co. of Canada Limited

GALT, ONTARIO

SALE AGENTS:
The Canadian Fairbanks-Morse Company, Limited
Montreal, Toronto, Vancouver, Winnipeg, St. John, Calgary



Sap Spouts

Don't let Maple Sugar time find you without a supply of sap spouts because you failed to order in time.

Just keep in mind the unsettled state of the metal market and be advised to order early.

Better tell us your requirements now and be sure of getting what you want.

Taylor-Forbes Co., Limited
Guelph, Ontario

A Scientific Sheathing Made From Felt

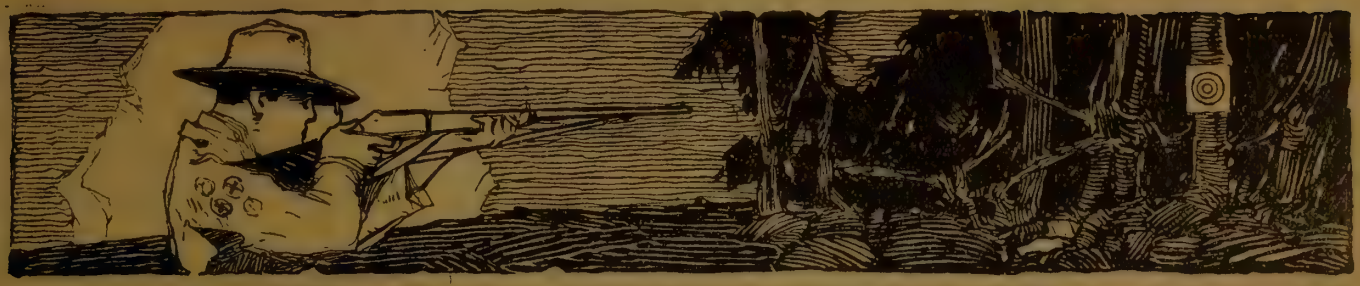
Counterwall

(The Perfect Insulation)

Canadian Roofing Mfg. Co. Limited

Windsor - Ont.

If interested, tear out this page and keep with letters to be answered.





Get the Boys

The quality of Dominion 22's has been demonstrated by their use by members of rifle clubs in Canada and by cadet teams that competed successfully abroad.

22's that stand tests like these, where accuracy, positive operation and penetration are not only necessary but essential, will go over your counter easily.

Thousands of boys are shooting in Marksmen's Clubs throughout Canada. Every marksman is using

Dominion 22's

If you haven't a rifle club in your town let us help you develop one. It will mean new customers for you—the boys of to-day, who are the big buyers of to-morrow.

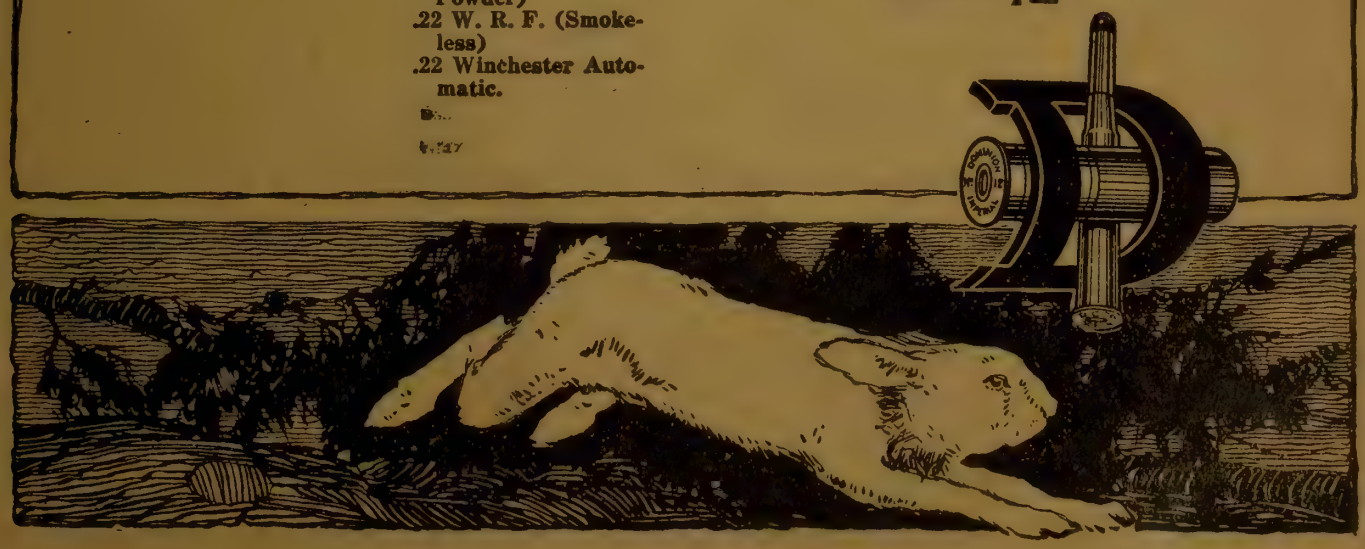
Write for our Handbook on Rifle Shooting and Club Organization.

This, and a full stock of all Dominion 22's, will be a means to new ammunition profits to you.

B. B. Caps
C. B. Caps
.22 Short
.22 Long
.22 Short Mushroom
.22 Long Mushroom
.22 Long Rifle
.22 Extra Long
.22 W. R. F. (Black Powder)
.22 W. R. F. (Smokeless)
.22 Winchester Automatic.

Dominion Cartridge Co., Limited

120 St. James Street
Montreal











FIVE WORKS—OVER 3,000 EMPLOYEES

UNITED BRASS FOUNDERS and ENGINEERS, Limited

It is our intention after the War to devote our energies to the intensive production of the following Specialities:

Gunmetal and Brass Valves and Cocks.
Steam, Water and Compressed Air Fittings generally.
Cast Iron Stop and Sluice Valves.
Semi-Rotary Pumps.
Extruded Brass and Bronze Bars.
Brass Bolts and Nuts, Studs and General Turned Work from the Bar
Cast and Malleable Iron Cocks and Pipe Fittings.
Pressure and Vacuum Gauges.
Injectors, Engine Governors.
Spraying Machinery.
Coppersmiths' Work.
"Stella" Brand Alloys, Manganese Copper, Silicon Copper, Ferro Zinc, Phosphor Copper and Tin, etc.

Business After the War

If you are interested in any or all of the lines mentioned and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office.

EMPRESS FOUNDRY

Cornbrook, Manchester, England

SHARE IN THE GOOD-WILL



PLAYTIME—Hand or Foot Drive

We have letters from users of the Playtime Washer in all parts of Canada, expressing entire satisfaction with the machine.

Good-will that finds unsolicited expression in in this way is a valuable asset, but we share it with the dealers who sold the Playtime. We get credit for making the machine and they get credit for recommending it.

Will you join us in adding to the number of our mutual friends and in developing still further the good-will that makes for permanence and profit?

DOWSWELL, LEES & COMPANY, Limited
HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

EVERYTHING IN RUBBER

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

MADE IN CANADA

Looking Forward

The Dominion Rubber System policy is *"To Serve and Please the Trade."* That policy will be more in evidence during 1918 than ever before.

Despite changed and changing conditions in Trade and Manufacturing, there will be no lessening of our efforts to meet every need in Rubber, no matter from what source it may emanate.

For more than half a century we have set the pace, and our position this year will be more pronounced because of the greater and better service we can and will render.

Our service branches, in the principal cities of Canada, will give prompt and intelligent attention to all enquiries. Our experts are ready with their advice, where needed.

Canadian Consolidated Rubber Co. Limited

Head Office - - MONTREAL

Service Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Kitchener, London, North Bay, Fort William, Winnipeg, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver, Victoria.

The Largest Manufacturers of Rubber in the British Empire.

If interested, tear out this page and keep with letters to be answered.

"Member Audit Bureau Circulations"

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXIX. TORONTO, JANUARY 19, 1918 No. 3

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*

H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

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H. M. REID, Eastern Manager.
J. C. EDWARDS, Toronto Representative.
R. L. NETHERBY, Ontario Representative.
C. W. BYERS, Western Representative.

G. S. WILLIAMSON, Associate Editor.
J. G. LUCAS, Associate Editor.
A. H. ILLSEY, Associate Editor.
H. L. SOUTHALL, Associate Editor.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St.; Phone Main 1004. Toronto, 143-153 University Ave.; Telephone Main 7324. Winnipeg, 1207 Union Trust Bldg., Telephone Main 3449.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director; Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, Room 620, 111 Broadway; Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building, Telephone Main 1024; A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson Street, Chicago, Phone Harrison 1147.

SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year; Single Copies, 10 cents. Invariably in advance.

WANTED — RELIABLE, ENERGETIC hardware clerk, 8 to 12 years' experience. Capable of taking charge. Apply, stating salary and giving full particulars, to Box 170, Hardware and Metal, Toronto.

The firm who inserted the above advertisement in HARDWARE AND METAL showed good judgment.

Naturally, replies would only come from clerks who were in the habit of reading HARDWARE AND METAL—and every hardware merchant realizes that a clerk who reads HARDWARE AND METAL is the kind of clerk he wants, because he will be thoroughly informed on market conditions, new selling plans and the best methods of window display and advertising. The above advertisement brought in 23 replies. It cost only 67 cents.

USE THE WANT AD. PAGE.

Stanley Works

Products are made-to-order

THERE is nothing quite so satisfactory as to make for yourself whatever you want, exactly the way you know you want it. That is the way THE STANLEY WORKS products are made.

The steel used in STANLEY products is manufactured by THE STANLEY WORKS in its own steel mills. THE STANLEY Steel Plant is one of the best equipped Cold Rolling Steel Mills in the United States.

Depending upon the use to which it is to be put, there is considerable difference in the composition of the steel from which the great variety of STANLEY products are made. A STANLEY plated butt is manufactured from one kind of steel; a STANLEY japanned barrel bolt from another.

Tireless experimenting and seventy-three years of experience has shown THE STANLEY WORKS just what kind of steel is best for each and every item it produces. Having once found what kind is best, it is made to order by skillful workmen in THE STANLEY WORKS' own steel mills.

STANLEY products are superior because the material from which they are made is scientifically prescribed in each case, and then carefully manufactured by THE STANLEY WORKS itself to meet the requirements of your trade.

Next time you order shelf or builders' hardware be sure to specify STANLEY products by name and number. If you have not a copy of THE STANLEY WORKS catalog write for it to-day.

The Stanley Works

New Britain Conn., U.S.A.

Canadian Representatives: R. MacFarlane & Co., Coristine Building, Montreal.

If interested, tear out this page and keep with letters to be answered.

Canada's National Hardware Weekly

HARDWARE AND METAL

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Shortage of Merchandise Threatens

Production Suffering Through Want of Coke — Manufacturers of Finished Article Feeling the Pinch—War Industries to Get Preference — Business Outlook Good if Merchandise Available

CONDITIONS in the manufacturing centres in the United States have reached an acute stage. Production of pig iron and steel has been greatly curtailed, and already those steel plants which are not working on government contracts are experiencing considerable difficulty in securing the necessary supplies to keep their plants running. This has, of course, been accentuated by transportation difficulties which the recent storms, in addition to the coal shortage, have greatly enlarged.

In talking to HARDWARE AND METAL, a representative of one of the biggest steel manufacturing plants in the United States, which supply a large proportion of the hardware trade in Canada with their merchandise, stated that they hardly knew where they stood. They had been given to understand that no discrimination against what might be termed non-essential industries would be exercised for some time at least, but the fact remains that this concern is not getting the supplies of steel necessary to carry out their 1918 manufacturing program, and other plants are similarly placed.

Whether relief can be looked for when conditions have reached a state nearer normal is decidedly uncertain. Most assuredly every effort to speed up the production of materials needed in the conduct of the war will be made, and it would appear that all industries not actually engaged in war work must take second place in the matter of materials.

From the States comes the news that blast furnace and steel works' operation are verging on complete demoralization. Conditions are reported to be the worst in the history of the industry. This is bound to have a far-reaching effect on products which can be done without, as it will take weeks, and even months, to overcome the present production shortage and supply those mills which are being held up on their government contracts.

Manufacturers of steel products in Canada depend largely on their supplies coming in from the United States, and embargoes which have been placed on shipments from our neighbors increase the difficulties now being experienced in turning out goods for the regular channels of trade. Only where it is shown that war work is contemplated will shipments be released to Canadian plants at the present time.

EXTRACTS FROM RULES GOVERNING WAR TRADE BOARD'S ACTIVITIES

The War Trade Board, to which all applications for licenses to export must be sent, has, as the basis of its duties, the proclamations issued by the President on June 15 and August 27, 1917, with the list of goods then issued having been added to materially. In part the proclamation reads: "Now therefore, I, Woodrow Wilson, President of the United States of America, do hereby proclaim to all whom it may concern that the public safety requires that, except at such time or times, and under such regulations and orders, and subject to such limitations and exceptions as the President shall prescribe, until otherwise ordered by the President or by Congress, the following articles, namely: Fuel oils, lubricating oils, kerosene, gasoline; pig iron; steel ingots, etc.; tool steel, high speed steel and alloy steels, and machine tools; arms and ammunition, all explosives; turpentine; leather belting; copper; lead and white lead; tin, tin plate; nickel, aluminum, zinc; shall not be exported from the United States."

Following this proclamation additions and reservations have been made which show the following items on the conservation list and subject to approval by the War Trade Board before shipment will be allowed: Articles of bronze (unless containing less than 10 per cent. copper); nickel (more than 5 per cent.); finished articles of hardware containing not more than 10 per cent. of copper; aluminum, and articles made entirely thereof; copper and articles made entirely thereof; silver plated ware; all articles containing tin.

From this list it will be found that many of the manufactured hardware goods will be covered, and delays are bound to occur in securing licenses to ship with a possibility that applications may not be granted. The developments of the future can not be predicted safely—it is to be hoped that no serious curtailment of goods coming into Canada will result.

Another large manufacturer of cutlery and household appliances states that it is now necessary to secure a permit to ship any goods which contain more than ten per cent. of steel, brass, copper, zinc or aluminum out of the country. It may be true that a great deal of red tape has been eliminated from the war machine as now constituted in Washington, but most assuredly delays are bound to occur in making shipments of this firm's product, with a possibility that permission will not be granted when the request is made.

It is being brought home to all manufacturers that the first consideration is war—all other matters are decidedly secondary, and without assuming a pessimistic attitude, it is necessary that the situation be faced fairly and a consideration of possibilities given. There are none who are willing to come out and make a straight prediction as to what is going to happen—those who will even attempt to outline what may happen are few, there are too many angles to the question—all admit, however, that the future is serious, but are hoping for developments of a reasonably satisfactory nature. Six months hence may show improved manufacturing conditions, but it is also probable that the "short lists" will grow longer. Hardwaremen will make the best of the situation, undoubtedly, and push the sale of those goods which are procurable.

In the meantime, reports from practically all sources indicate that business for this time of the year is excellent. It was stated to HARDWARE AND METAL by the representative of one large jobbing concern that the past week's booking business represented a greater volume and greater variety of goods than they had secured during the entire month of January last year. This would indicate a willingness on the part of retailers to take advantage of all opportunities given them to place orders so that they will stand the best opportunity of securing the merchandise.

It is understood that jobbers feel reasonably sure that they will be able to secure the goods on which bookings are solicited, but they are in a rather peculiar position, too, as manufacturers will not guarantee delivery of orders placed with them. However, the system now in vogue has worked out so successfully that it is considered best not only from the retailers' but from the jobbers' standpoint as well. Being covered for the next few months would appear to be good merchandising on the part of all retailers.

Convention Program Taking Shape

Proposed Program For O.R.H. & S.D. Association Convention Announced—Trend of the Markets, Cost of Doing Business, Advertising, Salesmanship, Mail Order House Methods, Will All be Covered

ON the opposite page appears the partially completed program of the Ontario Retail Hardware and Stove Dealers' Association for the fourteenth annual convention to be held at Hamilton Feb. 19, 20, 21. Several prominent figures in trade circles have been asked by the officers of the Association to be present and address the convention on topics of interest to the trade at this time. The officers are determined to institute several features in connection with the coming convention, which were lacking at the last meeting.

The meetings will be called on schedule time—will be run on time—and addresses will be kept within the time allowance. Members of the retail association, only, will be admitted to the closed meetings. Badges will be provided for members and visitors. Several meetings will be open to members, associate members and visitors.

The Markets

Several prominent manufacturers have been asked to address the convention on the market situation and the future outlook. These addresses alone will be well worth the time spent in attendance at the convention.

Unusual market and business conditions have had to be met and dealt with by retail merchants during the past three years of war. The present year presents even greater uncertainties and possibilities. The 10 minutes' addresses which have been arranged will undoubtedly give the merchant a broader outlook on the subjects dealt with. These talks will be given by prominent manufacturers and wholesalers who make a careful study of the primary markets, whose policy it is to study all the elements which may have a favorable or unfavorable influence on their business. The information which they will impart should be of direct interest and advantage to all retail merchants in the successful conduct of their business.

Business Problem

There are many angles to subjects relating to the "Cost of Doing Business" and other business problems that many merchants are not clear as to what is really the correct method of arriving at cost and sales figures. The address to be given by John C. Kirkwood, business counsel, who has made a profound study of the whole subject, will undoubtedly cover the field thoroughly. At the conclusion of the address, members will be given an opportunity for discussion; any point on which they are not quite clear can be brought up and will be answered by Mr. Kirkwood. Several phases touching business problems will be taken up by Mr. Kirkwood, and judging by the manner in which he has handled retailers' meetings on other occasions, this session should be one of the most practical and beneficial of the convention.

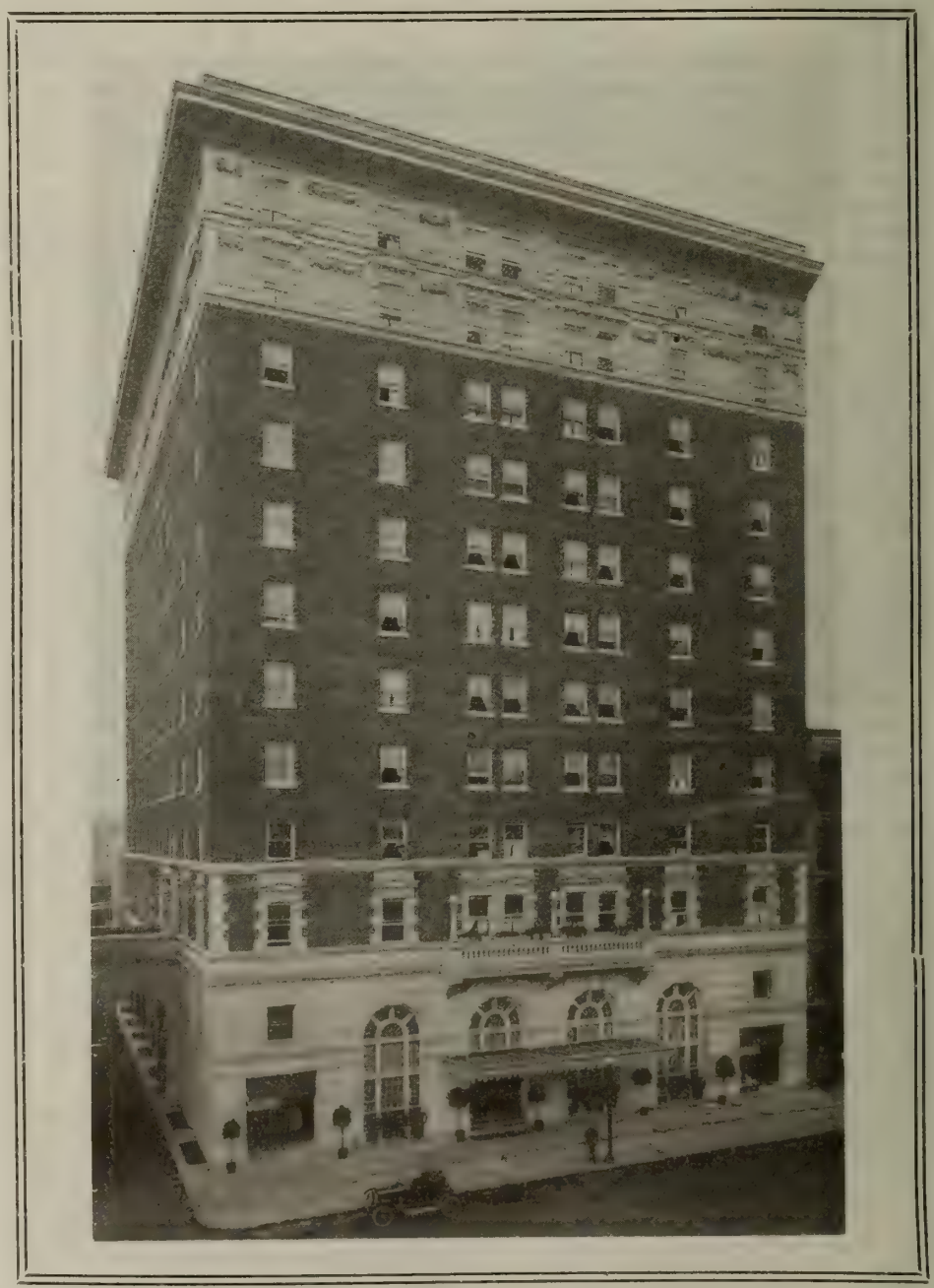
An address and discussion on salesmanship by a prominent speaker, whose name will be announced later, is also a feature of the convention program.

Advertising From All Angles

A. A. Briggs, advertising manager Dunlop Tire & Rubber Goods Co., who has had an unusually wide experience in all branches of advertising, has been invited by the Association officers and has consented to deliver an address on advertising. Mr. Briggs's ability as an advertising manager and public speaker is well known to some members of the trade, and his address will undoubtedly prove of great interest to those in attendance at the convention.

Mail Order Houses

An address on "Methods and activities of mail order houses and department



Royal Connaught Hotel, which will be headquarters for Retail Hardware and Stove Dealers' Association Convention, at Hamilton, Ont., next month.

stores" will be delivered by G. D. Davis, manager HARDWARE AND METAL.

Question Box Sessions

The question box sessions promise to afford solutions to many problems confronting the retail merchant. It has been intimated that these discussions will be in charge of those qualified to speak on subjects which may arise and it is hoped members will avail themselves of the opportunity to secure an outside viewpoint which may assist them in the conduct of their stores. As a matter of fact one of the outstanding features of the convention this year will be the many opportunities for discussion on all subjects brought up. It is often from the questions asked and answers given that the greatest value from many of the subjects taken up is derived.

Manufacturers Will Exhibit

Other details in connection with the program are covered in the panel on this page. It is intimated further that a number of manufacturers have already signified their intention of having displays of their products, and members will be afforded an opportnuity of visiting these to look over any new lines being offered.

Good Attendance Looked For

Altogether it would appear from the program as now proposed that much real good can be derived by all members attending. The subjects to be covered are live and up-to-the-minute subjects which all retailers like to hear discussed and the keynote of the advisory committee's endeavors has been to offer something really worth while—to have a convention which no merchant would want to miss.

Laying the foundation for a bigger and better association has been the basis sought in arranging the program for this year's convention and it is hoped that merchants throughout Ontario will make it a point to be in attendance next month.

A more complete outline of the program and the part to be taken by each speaker will appear in next week's issue, along with the complete program.

Proposed Convention Programme

For Ontario Retail Hardware and Stove Dealers' Association

Tuesday, 19th February—

10.30 a.m.—Meeting of Executive, appointment of Convention committees. Reports of Officers for approval by Executive.

2.00 p.m.—Open Session.

Reception by Mayor and Trade Association representatives.

3.00 p.m.—Business Session for members

President's Address.
Secretary's Report.
Treasurer's Report.
Report of Executive and Advisory Committees.
New Business.

Evening—Open for entertainment.

Wednesday, 20th February—

9.30 a.m.—10 minute addresses on "Outlook for 1918," by following speakers:—

"The Linseed Oil and White Lead Situation," by H. M. Ashby, Esq., Managing Director Sherwin, Williams Co.

"A Forecast on Sheet Metal," A. T. Enlow, Esq., President Dominion Sheet Metal Co.

"Saws and Tool Situation," by H. P. Hubbard, Esq., General Manager E. G. Atkins & Co.

"Shovel Situation, Present and Future, As We See It," by W. E. Skelton, Esq., Superintendent Canadian Shovel & Tool Co.

"Hinges and Wrought Hardware," by A. F. Hatch, Esq., Manager Canada Steel Goods Co.

"Ready Mixed Paint Outlook," by F. J. Penberthy, Esq., Manager Lowe Bros, Ltd.

"The Metal Market," by W. G. Harris, Sr., President Canada Metal Co., Ltd.
Queries from members and consideration of forecasts.

Wednesday Afternoon—

1.30 p.m. Address on "Cost of Doing Business, and Other Trade Problems," by John C. Kirkwood, Esq., Business Counsel.

3.00 p.m. Address on "Advertising," by A A. Briggs, Advertising Manager Dunlop Tire and Rubber Goods Co.
Queries and discussion on above subjects by members.
Question box.

Wednesday Evening—

"Department Store and Mail Order House Methods," by Geo. D. Davis, Manager "Hardware & Metal."
Closed meeting for members.
Question box—in charge of Messrs. Davis and Kirkwood.

Thursday Morning—

Closed Session.

9.30-10.30—Election of Officers and General Business.

10.30 a.m.—Address and Discussion on Salesmanship.
"Mock Sales."
"Demonstration of Actual Salesmanship."

Thursday Afternoon—

New lines for the hardware store.

Above is program so far as completed. Additions will be made during the next two weeks.

Seeds Will Reach High Figures

Late and Short Harvests Produce a Trying Situation — Red Clover Abnormally Scarce—Foreign Seeds in Some Instances Almost Unprocurable

It too early as yet to get definite information on the prices that will prevail during the coming year. There is a certainty however that many of the varieties of seed will reach new records. At present there is such an uncertainty in the market that it is impossible to even get an approximate idea of what the situation will be. For one thing, threshing the seed has been greatly delayed by the severe weather of recent weeks and the freight congestion has added to the difficulty so that seed will not be obtainable for some few weeks, and it may be March before stocks will be available. In that event there is a possibility that panicky buying in order to assure early delivery may still further influence the situation.

As matters stand at present there is the possibility of reasonable prices for timothy and alsike, there having been a good crop of these in Canada during the past year. Red clover, however, was a failure, and the bulk of the supplies must be drawn from the United States, and the figures will unquestionably be high.

In vegetable seeds the same conditions prevail. Turnip seed has sold on the United States market recently for $1.25 a pound. This gives some indication of what may be expected. As a great percentage of both vegetable and garden seed come from France, Belgium and Holland, countries whose labor conditions are becoming more serious every day, there is also this fact to be reckoned with. There is also the difficulty of getting transportation, and the matter of high freight rates. All circumstances seem to be conspiring together to assure high seed prices during the coming season.

NO SHORTAGE OF GASOLINE FOR ALLIES.

There is no shortage in gasoline in the United States, and the armies and navies of the allies are being supplied as fully as shipping facilities permit, according to a statement issued by the United States Petroleum War Service Committee, of which A. C. Bedford, of the Standard Oil Company, is chairman. So long as there is a heavy demand for fuel oil there will be an adequate supply of gasoline, the statement said, as gasoline is obtained in the process of refining fuel oil from crude oil. "As a matter of fact," the statement said, "as a result of the light domestic demand incident to the winter weather, the stocks of gasoline are increasing, and will further increase before the heavy summer demand is encountered."

Use of Wine Measure Prohibited

New Ruling on the Regulation Regarding Liquid Measure—Activity That Will Affect Many Merchants—Dealers Should Examine Stocks to See They Meet This Regulation

FOR a good many years past there has been a certain amount of confusion in the fluid measurements of Canada owing to the use of the wine measure as well as the regular standard Canadian gallon. This wine measure generally used in the United States is approximately 20 per cent short of the regular Canadian measure. Many products imported from the United States have been marketed under this measure, and the uninitiated have been deluded into thinking that they were receiving the full standard quantity. As its use was winked at in Canada many products were put up under this standard. Notably was this the case in the sale of maple syrup in gallon tins, which in many instances were the American gallon. This double standard has caused much confusion in the past and has worked a disadvantage to the merchant anxious to use the standard Canadian measure. The days of this double standard are now over. The inspectors of weights and measures have been notified by J. W. Vincent, Deputy Minister of Inland Revenue, that hereafter whenever any reference is made to the measure, the standard must be the official Canadian standard, and any deviation from this standard, and any marking of quantities in wine measure, the United States standard, shall render the seller liable to a fine not exceeding $20 for every such sale.

As there are probably many articles on the grocers' shelves that come under the condemnation of this new ruling it behoves the merchant to study this matter carefully.

The letter addressed to the inspectors reads as follows:

Department of Inland Revenue.

Wine Measure

Sir,—For many years complaints have been made as to the sale in Canada by wine measure of bottled and tinned goods—e.g., ink, essences, extracts for cold drinks, etc., pickles, olives, condiments, oils, paints, varnish, etc., the same being put up by American houses on the United States Wine Measure Unit.

The United States Unit Gallon is roughly 20 per cent. smaller than the Dominion Unit Gallon, so that United States houses quoting on a basis of pints, quarts, etc., have an improper advantage over Canadian houses engaged in the same business.

Inspectors, dealers, manufacturers and all others concerned are, therefore, advised:—

That the sale of anything in Canada by Wine Measure is illegal.

That the offering for sale of any goods of which the contents are clearly marked in some unit of United States Measure is illegal, e.g., "1 Pint U.S.A. Standard."

That representing unmarked container goods as pints, quarts, etc., when their contents are actually United States Measure (Wine Measure) is illegal.

Packages and container goods may be put up and sold without any reference to the measure of the contents, or the contents may be indicated by weight in pounds or in ounces, but if any reference whatsoever is made to the contents by Measure IT MUST BE IN DOMINION MEASURE only.

Penalties

Secs. 24 and 60 of chap. 52, R.S. 1906, "Weights and Measures Act" provide as follows:—

24. Every contract, bargain, sale or dealing made or had in Canada in respect of any work, goods, wares, or merchandise, or other thing which has been or is to be done, sold, delivered, carried or agreed for by Weight or Measure, SHALL BE deemed to be MADE and had ACCORDING to one of the DOMINION WEIGHTS OR MEASURES ascertained by this Act, or to some multiple or part thereof, and if not made or had, shall be void, except when made according to the Metric System.

60. Every person who sells by any denomination of weight or measure other than one of the Dominion Weights or Measures, or some multiple or part thereof.....shall be liable to a penalty not exceeding TWENTY DOLLARS FOR EVERY SUCH SALE.

Inspectors will distribute this circular to all dealers, importers, and other parties concerned.

Steel Output Suffers from Underproduction

Production Field Engaging Entire Attention of Trade—Coke Shortage Due to Inadequate Transportation Facilities Having Serious Effects

THE entire attention of the trade trade in the United States is devoted to production, and from latest reports the outlook is far from satisfactory. An increasing number of furnaces have been banked and gone out of blast for repairs, which naturally means a decided reduction in output. This comes at a time when the demand was never more urgent, and will be severely felt. Contracts cannot be filled on time and the only answer given to questions asked as to when deliveries will be made is that they are doing their best. The best, of course, depends on the quantity of coke obtainable, and this is largely contingent upon the ability of the Government-controlled railways to transport the fuel from the ovens to the furnaces.

The tremendous shortage of coal in all directions for manufacturing purposes, and the efforts made to alleviate the distress apparent from it has acted against the railroads being able to give the much-needed assistance to the coke ovens and iron furnaces. Until this is done, however, little hope can be held out of improvement in the iron and steel situation.

All the iron that can be sold with safety has been contracted for up to next July, and beyond that producers evidence a reluctance to sell, though consumers are willing to buy. The situation is too uncertain to warrant contract obligations so far ahead; the experience of the present is enough to deter any furnace from speculating on possible production..

Railroad congestion still exists, and this with the shortage of fuel due to the extended inclement weather and confusion of traffic as the result of changes in road administration keep the steel trade in a state of uncertainty. From steel producing sections the consensus of opinion is that conditions may grow worse before improvement will be shown. The new plans for transportation and the production and distribution of fuel will, it is felt, eventually work out to the ultimate good. However, the situation now is most unfortunate and really serious in view of present pressing necessities of the nation. Never in the history of the industry has the situation been paralleled. It is estimated in some districts that mills are working at even less than 75 per cent. of their normal capacity. In view of the fact that many of these mills are already far behind on their contracts, the loss of production is particularly severe. Private consumers of steel who are not working on Government contracts will feel the effects first, as the loss will fall on them first. It is thought the substantial increase in the unfilled tonnage on the books of the United States Steel Corporation for December was due in a large measure to a falling off in the output of their several plants.

Uncertainty as to price changes, which may be made after April 1, is resulting in buyers and sellers showing a tendency to keep away from signed contracts which may be revised from without. Assurance from Washington has been given that no price changes are contemplated which might reduce steel production, but it would appear that

(Continued on page 35.)

Proprietor Should Pay Himself a Salary

Few Retailers Pay Themselves an Adequate Salary—The Clumsy, Loose and Dangerous Methods of Many Retailers—The Matter of Partnerships—The Right Salary the Retailer Should Collect.

By John C. Kirkwood

NOT long ago I addressed a body of fifty retailers on the question of the cost of doing business. I asked for a show of hands from those who kept a record of their business costs, and about half a dozen indicated that they knew what it cost them to run their business. Then I asked for a similar indication by those who paid themselves a salary, and the same men held up their hands. Then I asked, "How many of you who pay yourselves a salary limit your living expense to the amount of this salary?" And not a single hand went up!

One could preach a forceful sermon on this theme of the retailer's neglect to pay himself an adequate salary and to limit his living expense to this salary, but this is not the time for delivering this sermon. I must content myself here and now with urging every earnest retailer to put himself, in regard to his own business, in the position of a salaried employee, and to pay himself each week or month a set sum—probably twice the amount he pays his highest salaried employee—and to live on this salary. Any other plan of remuneration is unsafe and unsound, and upsets all calculations. It takes real backbone to pay oneself a salary, and to live within its limits.

Thieving From One's Own Business

Right here is where 90 per cent. of the men baulk; more probably 97 per cent. of them: they won't do the thing they admit is right and business-like. And why, forsooth? Just because it is uncomfortable, and involves sacrifices.

The average retailer in business is a thief: he robs his own business. He takes goods and does not pay for them. Many retailers do not even make a debit entry of the goods they and their families take from their own store; and it is the rarest thing to find a retailer settling his account with cash in the same way that he requires the other employees of his business to settle for their purchases.

Also, many retailers run contra accounts with local firms, and never charge up against themselves the amounts of these contra accounts, and very rarely settle with cash charges of this nature against their own accounts.

A Retailer Must Be Courageous

All retailers know that they should pay for such accounts, and that their own and family's living expense should be limited to the amount of salary drawn. But where will you find a retailer with the courage to run his business, as it affects his own income, in this way? He simply won't do it, just because to do so will put uncomfortable handcuffs on his wrists and shackles on his ankles, and he does not like fetters.

The average retailer very much prefers to take out of his own store what he wants from it for himself and family, and to take what cash he requires for himself and family, and let things go hang! And he does things this way because he lacks courage to run his business the right and better way. Which means that the average retailer has a yellow streak in him: his grit fails him in this particular matter. He prefers to shut his eyes just at this point, and to go it blind, hoping that he'll come out all right, by the help of God or of the Devil. But to stand up to the matter of paying himself a definite, fair and sufficient salary, and of paying in cash for his own and his family's purchases from his own store and from other stores, and to keep down the living expense of himself and family to the limits of his salary; —to stand up, I say, to this matter, and look it squarely in the face, well, where is the retailer willing to do this?

The Retailer Can Do The Right Thing

Yet this same man, if his business were formed into a limited liability company, or if it were formed into a partnership, or if it became one in a system of chain stores with him as general manager, would have to live on a stated salary; would have to receive this salary at regular times; would have to charge against himself all purchases, and settle for them in cash. All of which means that this man, under outer compulsion, can and will do things which he will not do when the compulsion is self-imposed. It means that most of us have rather flabby wills, unequal to the performance of the commands of our conscience and convictions. It means that when right conduct is left solely to ourselves, when we can do the sneak act, we'll funk duty and become thieves.

Letters Wanted, Please!

Where is the retailer who will write me, saying: "Consarn ye, Kirkwood, you're a sanguinary liar when you tell me I haven't the grit to pay myself a salary **and live on it**; that I am a sneak thief, afraid to charge the goods I take from my own store for myself and family; that I haven't the courage to pay for any purchases with cold cash; that I am afraid to pay cash for purchases made on contra accounts; that I make my employees do what I won't do myself. You're a brute and a liar, and I am goin to prove it to you, to myself and to all the world"?

If any retailer is prepared to say this thing to me, I'll apologise to him publicly, if he will send me his name and address, with the message—"Kirkwood, you're a liar, and I am ready to prove it to you twelve months from date."

Profit a Thing Apart

The salary a man should pay himself should not be confused with the net profits which every retailer should aim to obtain over and above the costs of doing business. The proprietor's salary should be regarded in the same way as the salaries or wages of employees—a charge on the business.

The amount of the salary which the proprietor should draw ought at least to be equal to his own legitimate personal requirements and those of his family, and living expenses ought to be limited to the amount of the salary. But beyond this sum collected from the business weekly or monthly—actually withdrawn from it—the retailer should aim to make a net profit—a profit over and above all expenses. The amount of this profit will have relation to turnover—and may be a percentage of the turnover or of the capital invested; or it may be put down arbitrarily—$1,000, $2,000, $5,000—whatever is a reasonable sum.

What Constitutes The Cost of Doing Business

Here again one must be careful to distinguish between net profit and interest on capital invested. Perhaps it will be made clearer if we put down, in a group way, the several classes of items which aggregated go to make up the cost of doing business.

These are:

1. Interest on capital invested (say 6 per cent. to 8 per cent.)
2. Rent (if you own the premises you occupy, charge as rent the sum another would pay if he occupied your premises instead of you).
3. Freight on incoming goods (including packing, drayage, duty).
4. Salaries (including an adequate one for yourself).
5. Fixed expense (insurance, light, fuel, taxes, water rates, telephone, etc.).
6. Interest (on borrowed money).
7. Incidentals (stationery, postage, cleaning and all miscellaneous items).
8. Delivery (including horse, wagon, stable, motor car, garage, repairs, supplies, twine, paper, etc.).
9. Advertising (including all forms of publicity endeavor).
10. Losses (including bad debts, shrinkage, spoilage, leakage, donations and subscriptions, thefts, etc.)
11. Depreciation (on furniture, fixtures, horse, car, premises, stock, etc.).

These several classes of expenditure, when added, constitute the cost of doing business; but unless all items are charged the cost records are faulty.

From the foregoing it will be seen that no provision has been made for a profit over all expenses. This desired profit

can and should be made a distinct charge, and will become a 12th item in the afore-named groups of cost items, in which case the list of cost groups becomes:

1. Interest on capital.
2. Rent.
3. Freight on incoming goods.
4. Salaries.
5. Fixed expense.
6. Interest on borrowed money.
7. Incidentals.
8. Delivery.
9. Advertising.
10. Losses.
11. Depreciation.
12. Desired year's profit.

These 12 groups of cost items may total $5,000 or $6,000, or $10,000 or any larger sum; it all depends on the magnitude of one's business; but whatever the total may be, it represents the cost of doing business, with a desired trading profit for the year ($1,000, $2,000, $5,000, etc.) figured on. Knowing these costs of doing business enables one to calculate the percentage cost of doing business, and informs the retailer how much goods he must sell in the year to recover all costs, plus the desired trading profit.

A Salary For The Proprietor

But if a retailer omits from his items of expense of doing business a proper salary for himself he throws out of true his calculations, and the error made may be serious. The correct calculation calls for the inclusion of an adequate salary for the proprietor which he will draw out in cash each week or month, and which he will use to pay his own store account, and all contra accounts; and these accounts will represent goods charged at regular retail prices.

The common way on the part of many who are really trying to do business hanestly is to charge all goods used by self or family, and all personal or family contra accounts, into one's personal account, and to charge also all cash taken from the business for personal and family needs, and many good men, and particularly the older men engaged in business, handle their merchandise and cash accounts this way; and some will contend that this is a perfectly proper procedure. And some will say—"It's as broad as it's long. I own this business. What's the use, therefore, of all that nonsensical method of paying cash for goods." I do not propose to argue with these older men, or with the man who insists on doing his business in his own way, defiant of right methods. My message is addressed to that growing class of merchants who really want to know the right way of doing business, and who are ready to do business the right way. Now the right way, in respect of the item of his own affairs, is to pay oneself a sufficient salary—adequate for one's own and one's family needs, and to regard oneself as a salaried employee who must pay cash for all goods purchased, and who must confine his living expenses to the limits of the salary received.

Let the retailer, therefore, withdraw in cold cash, as his own salary $30, $40, $50, $60, $75, $100 a week—whatever sum is right and sufficient for his own and his family's requirements—and let him limit his living expense to this sum, and pay cash for goods purchased from his own store the same as any other customer does. If the retailer will do this he will be a happier man, a better business man, and probably will learn to make a profit on his year's trading—something which 9 men out of 10 in Canada and the United States are not doing.

It is both wrong and fallacious to charge into one's personal account what goods one buys and what cash one withdraws, and to let this account stand unsettled, a charge against one's profit interest; for thus one's cost of living is not fixed or regulated. If you ask 100 retailers, taking them as they come,—"What is it going to cost you this year to maintain yourself and family?" 99 of them will probably say—"I can't answer that question until the year's up." But if these 100 retailers were doing business according to the right method, every one of them would say instantly, "I am limiting my family's living expense to ——" (namely the sum), which sum will be withdrawn, in cold cash, weekly from the business.

A Separate Personal Bank Account.

When I say cold cash, I mean it. The sum may be taken out of the cash drawer on Saturday in the same way that the wages of Smith, Brown and Jones, employees, receive their pay; or the proprietor may draw a cheque against his trading account, payable to himself, and deposit this cheque to the credit of a private or personal account, absolutely distinct from his business account; and all money used by him or his family will come from this private account; and if there's a balance left at the end of the year, good and well.

Finding Out The Profit or Loss

The point I am making is that by the method outlined one can tell absolutely at the end of the year's trading whether or not a profit has been made and how much; and this calculation will not be cluttered up with the confusing items of an unbalanced personal account. One will take his inventory and his total annul sales. The difference will represent the year's trading gain over the invoice cost of goods. Then one can place along side this trading gain the year's cost of doing business (including the desired net profit over all costs). Instantly one will be able to see whether or not these costs have been fully recovered; and the revelation will satisfy or accuse, as the case may be. For example:—

Your costs of doing business (including your own salary and a desired year's profit over all costs) total, let us say, $6.872. Sales are, let us say, $36,856. Invoice cost of goods sold is, let us say, $29,414. Then the record is:—

Invoice cost of goods.—$29.414	
Gross sales 36,856	
Gain over costs	7.442
Costs of doing business.	6.872
Excess profit made.....	$570

By excess profit is meant a profit in addition to the sum figured into the cost of doing business (as set forth in the summary of 12 group items above). We'll suppose that you have figured into your costs of doing business the sum of $1,800—$150 a month. In the illustration above, this desired year's profit of $1,800 has been exceeded by $570, giving you a net trading profit of $2,370—or almost $200 a month. And you have the satisfaction of knowing that this is clear profit over and above your own salary, and is not subject to reduction by unsettled personal and family accounts.

What Is a Right Salary?

The question arises—"What is a right salary to pay oneself?" This is a difficult question to answer definitely, for so many factors have to be taken into account. Some have said—"I will take the sum I pay my highest paid employee." This is arbitrary, and may not be a safe guide.

Again, if one is a single man, without a family to maintain, what should he pay himself? And if the proprietor has a large family, should he draw out more than he would require if his family were smaller? Also the question becomes more complex when the business is owned by partners, each of whom is actively engaged in the business, and one of whom may be a single man, and the other a married man with a family.

In a general way, it may be said that the proprietor should pay himself a salary at least equal to his worth as a manager—the salary he is able to command in the open market, or the salary he would have to pay another to perform equal service; and this applies to the case of partners.

And yet the salary so determined is scarcely sufficient. The principal or proprietor should draw more as salary than an employee should draw, the extra sum taken representing payment for greater initiative and greater responsibility.

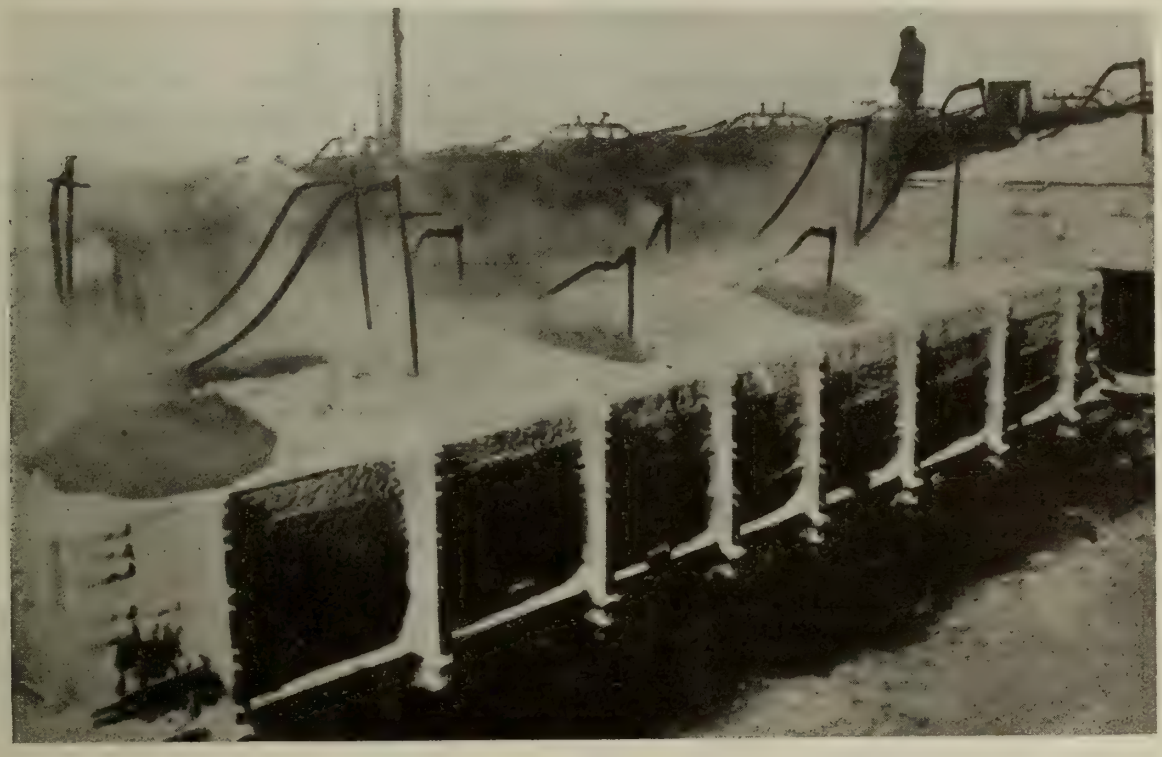
It is probably this view of the question that has led some to say that the proprietor should draw twice as much, in the way of salary, as his highest paid employee. This may or may not be excessive. Certainly one should not draw less than he can earn as an employee with another firm, or than he would require to pay an equally capable man to take his place to perform equal work.

These general suggestions may help the man who asks the question, "What salary should I pay myself?" to get a good working answer.

Turning Salary Back Into The Business

It is the habit of some men in business, especially when capital is very limited, and where every cent is required to finance the operations of business, to pay themselves a salary very much less than their open market value. This practice is scarcely just, for it gives an artificially lowered cost of doing business—one unfairly low. If a man (or partner) is ready to deny himself, to allow a larger sum to remain in the business, as working capital, he can accomplish his objectives by this simple method: (1) Pay himself a salary equal to his open-market

Current Events in Photograph—No. 3



Helping to Relieve the Coal Crisis

IN addition to the difficulties of transporting fuel on account of the rail congestion intensified by the recent snow and very cold weather, the fuel administrators have to contend with frozen coal which must be thawed out before it can be dumped from the cars. A plan to thaw out the coal lying in the yards has been devised, that of thawing with live steam which is forced by means of pipe and hose, into the heart of the frozen "black diamonds."

worth; and (2) re-loan to his business the sum in excess of his personal requirements, thus making himself a creditor of his own business. This is the better procedure—one which will prevent the error of an artificially lowered cost of doing business; and which will commend itself to one's banker. Also, it shows on the books just how much the business is indebted to its proprietor for money loaned it. So may a retailer give his business the assistance it may require; and so may his self-denial be treated in a business-like way.

A Partners' Problem

Recently there came a letter to me from a firm made up of two partners asking what should be the weekly salary withdrawal of each. One had a two-thirds interest in the business; the other one third. One took to the business an experience five times longer than that of his partner. One's personal sales for the past two years were 50 per cent greater than that of the other. With such slender and efficient data, I was asked to say what sum each should draw out as wages. With the data provided it was quite impossible to provide any helpful or definite answer. I mention the case to show how very real is the problem of the right salary one should pay himself.

Two men I know have a business in which they share equally—have an equal capital interest and draw out weekly equal sums, and share equally in the profits and losses of their enterprise. But one man is ten times as valuable to the business as the other who is unimaginative, without initiative, and a dull salesman. Dissatisfaction and eventual dissolution are the sure consequence of such a partnership.

A Day of Better Retailers

This is the day of better business methods, and, I should like to think, of better business men. Retailers everywhere are enquiring into the problems of how to do business better. Two major problems are: (1) How to increase sales and customers, and (2) how to know and recover the costs of doing business which should include an adequate salary to the proprietor and a desired net profit from the year's effort and risk of capital. A minor but most important problem is the question under consideration, the proprietor's own salary—how it should be collected, and its amount. I trust that the answers to the questions contained in this contribution to HARDWARE AND METAL are clear, and will help some retailers to deal with a perplexing problem in a way satisfactory and advantageous to themselves.

EDITORIAL COMMENT

DEMOCRATIC Canada respects only those decorations earned by merit and service. Toronto's second Victoria Cross has been won by a young teamster.

* * *

FROM the Militia Department comes the announcement that it is worse than useless to try to exercise a "pull" at headquarters. Surely a revolution that will be welcomed.

* * *

A CANADIAN General has received the Russian decoration of the White Eagle, the dove of peace probably in disguise.

* * *

UNITED STATES business men who talk of boycotting Germany unless she renounces autocracy are at least using language Germans understand.

* * *

THE Crown Prince of Germany wishes to know whether he would be stoned if he came to Canada after the war. Nothing so crude. He would be treated merely like a case of smallpox.

* * *

AND now the price of the 2½ per cent. has increased. It would seem as though the whole world were conspiring against those thirsty johnnies who have to make that 2½ feel as though it had a real kick in it.

* * *

FIRST Russia lost her vodka, then she lost her punch, remarks the Rochester *Post-Express*. Hope she doesn't let Germany liquor, adds the Kingston *Whig*, which does not want to see the Bolsheviki snared in the gin of the Teuton.

* * *

CO-OPERATION has been exemplified by the nations fighting for the cause of civilization on more than one occasion. One of the latest examples has been given by the United States in the release of ninety million bushels of wheat for the allies in Europe. The people at home are being asked to prevent shortage by lessening home consumption.

* * *

OFFICERS of the Ontario Retail Hardware and Stove Dealers' Association are working along practical lines, and when the program for the 1918 convention is complete it will probably be the best in the history of the association. Retailers attend conventions for the good they can get out of them, and if the association will produce the goods they will get the support of the retail hardware merchants.

IT is rather interesting to note that the despatch stating that the Food Controller will not allow the price of potatoes to go higher also observes that there are large supplies and that prices are naturally tending downward. Still the Controller is hardly to be blamed for taking a little credit if he can get it; he has been made to shoulder the responsibility for many advances over which he had no means of exercising control.

* * *

THE conservation of coal movement is hitting some of the Ontario towns. St. Mary's has passed an ordinance restricting the hours at which stores may be open to from 8.30 a.m. to 5 p.m. and 9.30 p.m. Saturdays. Some Lindsay stores have also decided to adopt the same measure and will open at 9 a.m. and close at 5.00, except on Saturdays. This will continue for a period of two months. Won't that be Heaven for the junior clerk.

* * *

PRESENT conditions make imperative some reforms in delivery systems operated by retailers. War-time conditions, with their need for retrenchments, have forced this matter more and more upon the attention of the merchants and the general public. There are very few towns and cities in which improvements could not be made in delivery systems and considerable waste eliminated. It is not improbable that Government legislation will be put through in an effort to eliminate much of this waste.

* * *

DRASTIC action has been taken by Fuel Administrator Garfield in the United States to relieve the fuel situation. Starting Friday, practically all manufacturing plants will close for a period of five days and for ten weeks following, Monday's have been declared holidays. It is hoped that railroad congestion will in this way be relieved and coal moved to those centres now suffering from shortage. What effect this will have on the nation as a whole is hard to determine. The order authorizing this move has come as a complete surprise and comments are being withheld until a closer study of the situation can be made.

CANADA'S FAVORABLE BALANCE.

DURING November, 1917, probably for the first time, and certainly for the first time in the war period, Canadian exports to the United States exceeded imports from the latter country. This is revealed in statistics for November just issued from

Washington by the representatives of the *Financial Post*. For the month of November, 1917, Canada has a favorable balance approaching $13,000,000. This has pulled Canada's unfavorable trade balance in these markets down to $330,473,580. At the end of the United States fiscal year, on June 30, 1917, Canada's unfavorable balance in the United States had a record total of $486,842,912. In five months' time Canada's unfavorable balance was reduced to $156,369,332.

It has been intimated in the past that the immense war orders which the United States has been sending to Canada have the ultimate result of correcting Canada's trade position. These statistics for November offer the first definite indication of this. The November buying of the United States in Canada was the most important on record. The monthly total of approximately $49,000,000 exceeds by $6,000,000 the previous best month Canada has ever known of United States purchases. Previous record was the month of May, 1917, when the total United States purchases in Canada amounted to $43,244,201.

The United States embargoes on many lines are no doubt responsible to a great extent for a big decline in Canadian imports from the United States for the month of November. Imports from United States in the month of November, 1916, amounted to $62,922,200. During the corresponding month of 1917 total amounted to $36,156,249.

Canada's exports to the United States for November, 1916, amounted to $26,814,240, as against $49,122,505 in November of 1917.

It is becoming increasingly evident that there will be an excessive demand for many raw materials for the home needs in the United States, and while it is generally admitted that Washington will be lenient towards Canada, it is not unlikely that there will be a great dearth of supplies of many lines which Canadian manufacturers need from now on.

Canada, however, has not suffered alone in the matter of embargoes, as it is found that the foreign trade of the United States has been greatly curtailed.

Government restrictions, regulations, and other conditions created by the war, will undoubtedly create many unprecedented situations in trade circles during 1918.

RAILROAD CONGESTION DISAPPEARING

IT IS encouraging to note that under the direction of the Director-General of Railroads in the United States that the serious railroad congestion is disappearing. Since the new arrangement went into effect, Canadian railroads have made a strenuous effort towards having cars belonging to Canadian lines returned to this country. Appeals have received consideration, and every effort is being made to return cars as promptly as possible. It is stated, however, that the congestion on the railroads is of such large proportions that many cars will not reach their home lines for several months. Separation of Canadian cars is also a difficult task, but it is expected that some co-operative agreement will be reached so that Canadian railroads will not be in the least embarrassed by Government operation of American railroads.

The latest prediction is that of Government control of express companies. The Director-General of Railroads has been in conference with the heads of the vaious express companies operating in the United States, and it is said that plans have been discussed for the Government operation of these companies.

It is also pointed out that expansion of industry which is not essential to the war will be provided against by legislation, and it is even proposed that legislation be laid before Congress which will make it necessary for private concerns to apply to the Secretary of the Treasury before issuing securities.

United States industrial resources are now under a single body for war control, but this co-ordination of raw material will not likely affect the purchases of private manufacturers except in so far as the private needs interfere with Government needs.

NEW MINISTER NEEDED

A CONTEMPORARY points out that every new problem in relation to the country's trade or industries which arises at Ottawa brings to the mind of those who are in touch with the practical side of the situation the question: How long will we have to wait for the appointment of an efficient Minister of Trade and Commerce?

Recently the problems have been so many and so vital to the nation's business that the demand for a change has been growing more and more insistent. The recent visit of the deputation from the Canadian Manufacturers' Association to the capital signified that that body had looked in vain to the department for efficient action and had decided to appeal to the Government as a whole in an endeavor to get action along practical lines with regard to needed raw materials from the States. The question is too serious to be bound up in the usual red tape of any inefficiently administered department.

The present Minister of Trade and Commerce is a man of strong personality and is endowed with striking natural gifts and ability. He is an important figure in the administration and he undoubtedly has a proper place in the Cabinet—but not as Minisited of Trade and Commerce. In that portfolio Sir George is a square plug in a round hole.

WANTED—

HUNDRED POINT MEN

By

GEORGE A. SIMPSON

ALL over this great Continent, geographically known as the United States of America and Canada, there are to-day many prosperous industries which were, a few short years ago, facing serious financial embarrassment and failure. ¶ These industries in many instances had been grossly mismanaged, while in others, lack of capital and kindred ills contributed to their condition; but it matters not now what was the cause; it is Results and not explanations we are interested in, as results count and the facts are, these conditions did exist. ¶ Then came the War, and as if by magic all was changed; from Adversity to Prosperity was a short shift and even Industries that were wavering on the ragged edge of failure took on a new lease of life and assumed a prosperous air. The stupendous demand for products of every description was, and is, such that extension of plant and increased production became the order of the day and under these unprecedented conditions, business to-day is pushing the man who, under normal conditions, could not push business. ¶ The whole structure---Agricultural, Industrial, Commercial and Economic---has been undergoing the most drastic change the World has ever known. But how about the man? And how about business, with its increased facilities for production and its corresponding overhead expense, when this demand ceases and Competition sets in? ¶ 'Tis said the leopard changeth not his spots, and this, in a measure, applies to business management. The test of fitness will come when the Commercial War begins and a new order of things exists, to which we must adjust ourselves. A tremendous momentum has been started and maintained on business we did not seek, and the Wheels of Industry have been greased with prices exceeding our wildest dreams. We have been floated into position, on a tidal wave of business, far and above the jagged rocks of competition, which await us when the tide recedes. What then?---is a question worthy of sincere consideration NOW. ¶ To successfully cope with the new conditions and maintain our progress will create a demand for Hundred Point Men. Men who are well balanced---men who are not one-sided in their development, whose energies do not seep into narrow channels, while the main streams of ability are allowed to run dry---men who are broad, who do not take half views of things---men whose education has been received in the school of hard knocks, whose capital is Knowledge acquired through experience, who mix common sense with theory and do not permit the technical to distort their practical viewpoint of everyday life---men who have studied men and mastered conditions, whose love of humanity knows no bounds, who despise pretence and worship a good name---men who can decide and whose decisions are intelligent and just, who see education and development, discipline and character in their occupation---men who can co-operate more successfully than they can compete---men who can honorably and persistently produce results---such men as these are the Executives of the future---HUNDRED POINT MEN.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

BOKO BUCKET AND DEFIANCE FOLDING CAMP STOOL

The Boko Bucket now being marketed by the Defiance Welding Co. of Defiance, Ohio, will, it is claimed, carry either water or gasoline without leaking and it takes up practically no room when not in use. Points emphasized by the manufacturer as important are that



Boko Bucket Open.

it is made of high grade water and gasoline proof fabric, double sewed and tightly cemented; capacity of two gallons—size folded, 10 inches in diameter



Boko Bucket Folded.

by ¾ inch thick; open, 10 inches deep.

A flexible tube at the side fastens over the top when the bucket is full of fluid. This tube it is stated not only takes the place of a funnel, but also eliminates the use of any valves; simply unhook the tube, place it in the opening in the gasoline or water tank, and a slight pressure with the finger on the tube gives perfect control of the flow.

The Defiance folding steel camp stool is recommended by the makers for com-



Defiance Folding Camp Stool.

fort on fishing, autoing, boating or camping trips, etc. The frame of the Defiance camp stool is all steel, 15 inches high; the seat is army khaki. When folded the stool lies flat in a space 7½x 10 inches; the weight is two pounds.

WHITE ENAMEL BATH ROOM FIXTURES

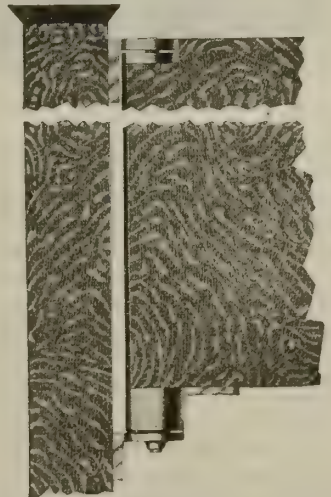
A new line of bathroom fixtures is being placed before the Canadian trade by Messrs. A. MacFarlane & Son, Ltd., Montreal, Canadian agents for Landers, Frary & Clark, Ltd., New Britain, Conn. The new line comes in all the various styles of soap holders, sponge holders, glass and tooth-brush holders, etc., and is of steel with a heavy coating of white enamel. Messrs. A. MacFarlane & Son, Ltd., Montreal, will cheerfully furnish particulars to anyone interested.

CHICAGO "SAGLESS" GATE SPRING PIVOT-HINGE

The Chicago Spring Butt Company of Chicago, Ill., are placing on the market the Chicago Sagless Gate Spring Pivot Hinge for which they enumerate the following as points of advantage in its use. Ease of application, the only tools necessary being a screw driver and bit brace, or if top pivot is applied to the top of the gate, the screw driver only is necessary. The top pivots are round and it is not necessary to mortise these in.

The hinge being of the pivot type, it is claimed that it is impossible for the gate to sag and strike the opposite casing. For the same reason it is not necessary that heavy tension be applied to the spring so that the gate has a very easy action.

It is stated the hinge is noiseless and



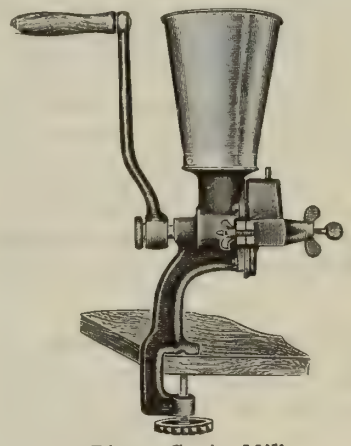
Chicago Spring Pivot Hinge Applied.

it is very neat and compact, and being round there is nothing to catch the clothes.

RIMCO GRAIN MILL

At the present time a great deal is being written about whole wheat flour and it has been proven by authorities that bread made from whole wheat has a tendency to aid digestion.

With the idea of assisting towards household economy, the Rock Island



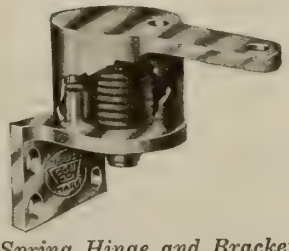
Rimco Grain Mill.

Mfg. Co., of Rock Island, Ill., has endeavored to produce a hand powered mill for grinding wheat into flour. It is claimed its adjustable feature is such that it may be made to grind either into a pulverized or a granulated form—therefore making it suitable for grinding corn into corn meal and coffee and other grains. It is stated the construc-

Top Pivot.



Top Socket



Spring Hinge and Bracket.

tion is simple—using a crusher and combining a grinding feature to pulverize the grain after it is crushed.

EVENTS IN THE TRADE

BUSINESS CHANGES.

Sarnia, Ont.—Martin Bros., hardware, have disposed of their business to H. A. Couse, who will continue under another name. Mr. Couse is a well-known business man locally.

Creelman, Sask.—J. E. Wright has purchased the stock of hardware carried by S. M. Stone and Wm. Ferguson. The stock has been moved into Mr. Wright's hardware store, and in future J. E. Wright will run the exclusive hardware, paint, oil and stove store. S. M. Stone will conduct an implement and pump business, and W. C. Ferguson will run a harness shop and tin shop.

TRADE NOTES.

Bradford, Ont.—Bradford Hardware Co. is selling out stock and fixtures.

FIRE LOSS

Chatham, Ont.—Can. Des Moines Steel Co., Ltd., suffered fire loss.

Gananoque, Ont.—The hammer shop in the axle department of the plant of the Ontario Steel Products Co. here was damaged to the extent of several thousand dollars on Monday morning. The company expects to be in full operation again in about ten days, as reconstruction necessary will be undertaken immediately.

OBITUARY.

Robert Wyatt, pioneer hardware merchant of Winnipeg, and an ex-alderman, died recently.

Thomas W. Breen, for many years in the employ of T. McAvity & Sons, Ltd., St. John, died recently at the age of eighty-four years.

Windsor, Ont.—A. E. Lech, managing director of Nelson Hardware Company, is dead. Deceased was well known in business here and was 57 years of age. He came to Windsor from Peterboro twelve years ago.

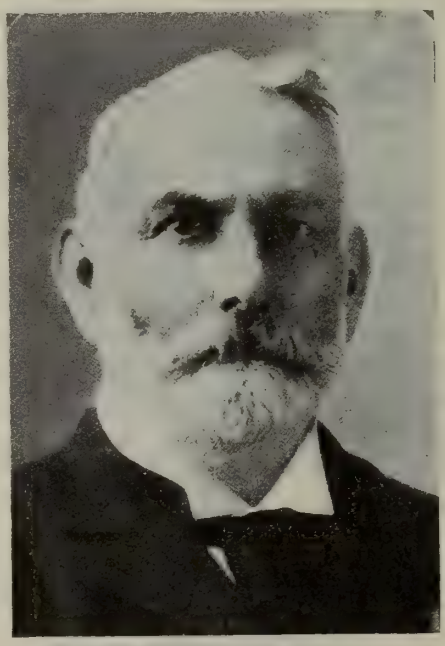
HARRY CUNNINGHAM WITH McKINNON INDUSTRIES, LTD.

The McKinnon Industries, Ltd., and the McKinnon Columbus Chain Company (head office at St. Catharines, Ont.), announce the appointment of Harry Cunningham, formerly manager of Brandram-Henderson, Ltd., Winnipeg, Manitoba, and for many years representing Marshall Wells Company of Winnipeg throughout the entire Canadian West, as their Western Canadian representative. Mr. Cunningham takes charge of all territory west of Winnipeg as far as Calgary, commencing on the 15th of January, and is permanently located at the Canadian Pacific Railway Hotel, Royal Alexandra, Room No. 222, at Winnipeg, Man.

DEATH OF SAMUEL TREES

Samuel Trees, President of Samuel Trees & Co., Ltd., Toronto, wholesale saddlery, died on Sunday last at the Wellesley Hospital in Toronto. Mr. Trees was nearly 80 years of age, and was actively engaged in the conduct of the business until a couple of weeks prior to his demise.

The late Mr. Trees came to Toronto from England in 1866, entering into business at once as an importer of saddlery and trunks. In addition to the Toronto plant, there is a large collar and blanket factory at Whitby, Ont., as well as a distributing warehouse at Winnipeg.



THE LATE SAMUEL TREES.

Apart from business interests, a great deal of his attention was directed to outside interests, financial and philanthropic.

For a period of forty years prior to his death Mr. Trees was treasurer of the St. George's Society and took a very great interest in the work of the society. He leaves four sons: Jas. D. Trees, vice-president and general manager of Samuel Trees & Co., Limited; Samuel L. Trees, manager of the factory at Whitby, and Lieut. C. F. Trees and Lieut. A. G. Trees, both of the 198th Battalion (Canadian Buffs), now at Witley Camp, England, and three daughters at home, Charlotte E., Edith J. and Ethel.

PERSONAL

A. MacFarlane of Montreal was in Toronto on Tuesday of this week on his way to Hamilton, Ont.

Wilfred Aikenhead, of the Aikenhead Hardware Ltd., Toronto, Ont., is confined to his home through illness.

Mr. Miller, representing A. MacFarlane & Co. of Montreal, spent Tuesday in Toronto on his way to Hamilton, Ont.

Morris Wheeler, representing Sargent & Co., New Haven, Con., visited the Toronto wholesalers during the week.

D. George Clarke, advertising manager, McClary Mfg. Co., London, Ont., has been at Camp Travis, San Antonio, Texas, attending the official field kitchen test which is being held by the United States war board.

E. C. Greenwood, late salesman for D. Donaldson & Son, has been appointed manager of the new Sarnia branch of the Auto Sales Co. of Canada, Ltd., with head offices in Quebec City. This company is opening branches in all parts of Canada, and will carry a complete stock of accessories in additon to selling a number of leading lines of automobiles.

MONTREAL NEWS

Robert W. Pain of the American Ring Co., Waterbury, Conn., is in Montreal this week.

T. H. Jordan, vice-president of A. C. Leslie & Co., Montreal is on a business trip to New York.

Mr. Griffith, of Sudpless Dunn & Co., manufacturers' agents, New York, is calling on the Montreal jobbers.

Raymond A. Catlin of the Corbin Lock Co., New Britain, Conn., was a Montreal visiter this week.

J. A. Painchaud is opening a sample room in Montreal and will represent the Springer Lock Co. of Belleville, Ontario.

Mr. Reid of Horrock-Ibbotson Co., manufacturers of fishing tackle, Ithaca, N.Y., was a visitor to Montreal this week.

Morris Wheeler, representing Sargent & Co., of New Haven, Conn., was a business visitor in Montreal during the week.

F. B. Hinchman, representing John H. Graham & Coy., New York, manufacturers' agents in Montreal this week.

W. R. Maxwell, manager of the auto accessory department of the Jas. Walker Hardware Co., Montreal, was a visitor at the New York Motor Show last week and returned to Montreal on Monday.

Mr. Joseph Dowling, President of the Canadian Wholesale Hardware Association is able to attend again to his duties after a period of confinement through illness.

ST. JOHN, N.B., NEWS

Rolley C. Reicker, employed with the Maritime Nail Co. before enlisting, has been awarded the Military Medal for conspicuous bravery at Passchendaele. He is a member of a N.B. infantry unit.

Major Gordon Johnston, sales manager of the James Pender Co., has been elected president of the St. John branch of the Great War Veterans' Association, an organization of upwards of 400 members.

T. N. Bullock, who has been St. John manager of the Imperial Oil Company for many years, and John Thornton, engaged in the cordage business, have announced that they will be among the candidates for the two vacancies in the civic commission in April.

James S. Neill retired from the presidency of the Fredericton Board of Trade at the annual meeting held recently. The new officers are as follows: President, H. S. Campbell; vice-president, J. A. Reid; treasurer, J. M. Lemont; secretary, R. H. Simonds; directors, W. G. Clark, C. F. Chestnut, G. Y. Dibblee, F. B. Edgecombe, Archibald Fraser, G. W. Hodge, W. S. Hooper, J. T. Jennings, J. S. Neill, J. P. Palmer and others.

The St. John Iron and Hardware Association met recently in the Board of Trade rooms for their annual meeting. Informal reports agreed in showing that 1917 had proved a very successful year for the trade. Officers for 1918 were chosen as follows: President, A. M. Rowan; vice-president, S. E. Fisher; secretary-treasurer, W. S. Clark; directors, W. H. Thorne, J. A. McAvity, J. P. McIntyre; executive committee, A. M. Rowan, J. A. McAvity, J. P. McIntyre, W. H. Thorne, S. E. Fisher and W. S. Clark.

Wholesale committee: Emerson and Fisher, W. H. Thorne & Co., The S. Haywood Co., M. E. Agar, Jas. Robertson Co., T. McAvity & Sons, J. & E. R. Burpee, the McClary Mfg. Co., Robertson, Foster & Smith, Jas. Pender & Co., Maritime Nail Co.

Manufacturers' committee: R. T. Sturdee, George McAvity, G. W. Ketchum, R. B. Emerson, John Keeffe, S. E. Elkin and G. S. Bishop.

Pricing committee: J. A. McAvity, H. C. Chase, S. E. Fisher, S. E. White, J. P. McIntyre and A. M. Rowan.

INCORPORATION

Montreal.—Pyrene Mfg. Co. of Canada has been incorporated. The capital stock is $100,000.

Montreal.—The Structural Steel Co. has been incorporated with a capital stock of $5,000 to carry on business of bridge building in all its departments and all classes of steel work.

Windsor, Ont.—The Ripley, Peck Hardware Co., Ltd., has been incorporated with a capital stock of $60,000 to take over the co-partnership business formerly known as the Ripley, Peck Hardware Co.

Montreal.—O'Connors Ltd. have been incorporated at Ottawa with a capital of $100,000 to carry on business as steel and iron founders, tool makers and engineers. The incorporators are Andrew P. O'Connor, Walter P. O'Connor, both of Sorel, Que., and Edward A. D. Morgan of Montreal.

INDUSTRIAL NOTES.

Owen Sound, Ont.—The Nut and Bolt Works was temporarily held up recently owing to the freezing of the water system of the plant during the cold weather.

Tillsonburg, Ont.—At the recent elections, the by-law to grant a fixed assessment of $25,000 to the Maple Leaf Harvest Tool Co. was carried by 312 majority.

Halifax, N.S.—L. M. Trask of this city, who recently purchased the Milton Foundry at Yarmouth, has purchased the Bridgetown Foundry, which is located in the centre of the town near the river front. With his foundries and machine shops connected therewith, Mr. Trask expects to manufacture stoves, ships' castings, hoists and winches, and a complete line of fuel oil engines up to 200 h.p. suitable for vessels of all kinds. He will also make a specialty of traction engines.

NEW FIRM TO SELL SMALL TOOLS

J. A. M. Taylor, who for the past nine years has been manager of the small tool department of the Canadian-Fairbanks Morse Company, has severed his connection with that company and has started in business for himself. Mr. Taylor intends carrying a complete stock of drills, reamers, cutters, chasers, thread milling hobs, files and grinding wheels. Mr. Taylor intends to specialize on Canadian-made goods as far as practicable. His office will be at 318 Stair Building, corner Bay and Adelaide Streets, Toronto.

PLANT IN OPERATION

Mr. George Henderson, President Brandram-Henderson, Ltd., has just returned from Halifax where he reports his company to be again actively engaged in manufacturing on almost a complete operation of this plant. Thus, have they made a record in the matter of rebuilding the large factory there occupied and this will enable them to take care of the present and future business, particularly that for export, and the marine lines will also be handled extensively here. The new changes and improvements will soon be completed.

IMPERIAL OIL SALES CONVENTION

The managers and assistant managers of the various branches from Vancouver to Newfoundland of Imperial Oil, Ltd., are in convention this week at the Imperial Oil Building, Toronto. The meeting, which is being conducted by G. W. Mayer, vice-president, opened on Monday, and will continue until Saturday afternoon. Marketing problems and sales policies are discussed at these meetings, which have become an annual feature of the company's work. The following representatives are present:—R. M. Pidgeon, district manager, St. John's, Nfld.; S. S. Shatford, district manager, Halifax, N.S.; A. W. Oldfield, assistant manager, Halifax, N.S.; James McTavish, district manager, St. John, N.B.; W. W. Oswald, district manager, Montreal, P.Q.; E. A. Hewitt, assistant manager, Montreal, P.Q.; J. F. Donohue, assistant manager, Montreal, P.Q.; J. F. Shatford, district manager, Toronto, Ont.; F. J. Wolfe, assistant manager, Toronto, Ont.; G. I. Hambly, assistant manager, Toronto, Ont.; A. J. Wolcott, district manager, Winnipeg, Man.; Paul August, assistant manager, Winnipeg, Man.; E. C. Halsey, district manager, Regina, Sask.; F. Turley, assistant manager, Regina, Sask.; P. W. Gordon, district manager, Saskatoon, Sask.; M. B. Green, district manager, Calgary, Alta.; J. A. Boyd, assistant manager, Calgary, Alta.; C. M. Rolston, district manager, Vancouver, B.C.; M. A. McDowell, assistant manager, Vancouver, B.C.

NEW PLANT FOR CANADA

It is said that S. C. Johnson & Son, Racine, Wis., manufacturers of floor waxes, motor specialties, ets., are contemplating opening a Canadian plant and that a representative of the company visited Toronto this week in connection with the matter.

CORRECTION

In last week's issue it was inadvertently stated that Geo. B. Haynes and Jas. Donevan of Gananoque had been elected Town Councillors.

STEEL OUTPUT SUFFERS FROM UNDER-PRODUCTION

(Continued from page 26.)

a reduction in prices secured by some companies is planned. Government control is aimed at, which will take over all output though at different prices to different producers. This would mean an average market price and not a level fixed by the cost of high-cost plants. This proposal has resulted in the steel trade modifying its first feeling of satisfaction with the recent official action on present prices.

It is stated that at eastern ports awaiting shipment there are hundreds of thousands of tons of export steel piled up. Sales for export could be greatly increased if bottoms for transportation were available.

Too Late for Condensed Ad Page

FOR SALE

McCASKEY ACCOUNT REGISTER FOR SALE —good as new. Apply Box 727, Hardware and Metal.

AGENCIES WANTED

COMMERCIAL TRAVELER, FIFTEEN YEARS' experience in Maritime Province territory; good reference; open to represent manufacturers on commission basis. Box 728, Hardware and Metal.

THE CLERKS DEPARTMENT

U. S. AIR SERVICE CHIEF TAKES DIRECT ROUTE

Man at Head of Air Preparations is Believer in Efficient Methods—George O. Squier is a Remarkable Machine and a Tremendous Worker

A MAN of galvanic force has been put in charge of everything pertaining to air preparations by the U. S. Government—George O. Squier. He was born on a farm but early graduated into the military service and he has become one of the most efficient men that Uncle Sam has. His career as told by William H. Crawford in *Leslie's Weekly* is a lesson in efficiency in fact:

General Squier is the most perfect specimen of boundless, nervous energy, properly directed and regulated, that I know. He goes at top speed all the time. His mental engines are always at high gear, and can take the steepest grade without a flicker. What impressed me about the General was his directness. He wishes to arrive at definite results by the most direct route. He hates circumlocution and red tape. He would have been a poor judge; he has too little respect for established precedents and former opinions, and would have decided most of his cases by equity, rather than by the learned opinions handed down by former occupants of the woolsack. He has thoroughly mastered geometric problems and knows that a straight line is the shortest distance between two points, and he travels that line. Neither is there any circumlocution in his conversation. He comes directly to the point, hits straight from the shoulder and usually with telling effect. He can avoid more unnecessary conversation than any man I ever knew. In that he is like Von Moltke, of whom some one has said that he could be silent in seventeen languages. He is entirely practical. His duties may be in the clouds, but his feet are firmly planted on the ground. In this he differs from most great inventors, who are commonly supposed to be visionary. His mind works with machine-like regularity, and with such absolute precision that you can almost hear the click of the mental engine.

General Squier's detestation of red tape is exemplified by his work in coordinating the various departments of the Government that use airplanes. The ordinary routine method of communicating between the various departments has been for the man in charge to send a written communication to the chief of his bureau, who sent it to the secretary of the department, who viseed it, and respectfully submitted it to the secretary of the department from which information was desired. It was then forwarded to the chief of the bureau whose co-operation was required, and by the chief to the particular section of his bureau which had charge of the subject matter. Usually not less than a week was taken up by this process. This method got on General Squier's nerves; he wanted his information at once. Now, if he wants to know something of aerial affairs in the Navy, he goes to the telephone and talks to the man from whom he desires information. Time consumed two minutes.

Co-operation is one of the hobbies of General Squier, and the triumvirate which heads the Aviation Board, composed of Howard E. Coffin of the National Council of Defense, Rear-Admiral Taylor of the Navy, and General George O. Squier of the Army, works in perfect unison. Each man fits perfectly into his particular niche. Mr. Coffin is an engineer, financier and organizer. General Squier is an expert in airplanes and in all signal service (the particular field in which airplanes will be most used) and Admiral Taylor is a cautious, careful mathematician, the balance wheel to the other two enthusiasts. Their duties dovetail with perfection. Mr. Coffin as the executive head of the Air Production Board has to handle the finance, to find the material and the places to build the airplanes. General Squier has to draw the plans for the machines that are to be constructed, to determine on the kind and number of machines and to train the men to fly them. The United States Government looks to Squier to have a definite number of air machines and trained operators in France at a definite time, and General Squier looks to Mr. Coffin to supply him with the material, and the planes such as he needs, and the camps in which to maintain and train the fliers, and Admiral Taylor is the wise counselor for both.

General Squier is especially well fitted for the duty assigned him, because he is a brilliant, scientific engineer, having spent five years at Johns Hopkins, under Remsen, preparing for this particular work, and because he knows from actual observation the necessities of aviation in wartime, having spent many months abroad since the beginning of the war as military observer, watching the work of the airplanes, observing their weaknesses and determining where the service might be improved. He can intelligently direct the building of airplanes because he understands their mechanism. He understands the relative significance of tensile strength, wind velocity and air support. The plans of any machine accepted by him will be constructed along scientific lines, no weak points overlooked. No amount of academic or scientific training will ever fit a man so completely for this work as having seen the airplanes in actual operation. Fortunately General Squier possesses both scientific information and actual experience on the field of battle.

General Squier is not a friendly man, not jovial nor jolly; he has not had time to make many friends, but has admirers by the thousands, men who respect his brilliant achievements and his sterling qualities. He has the ability to inspire his fellow workers, and makes them feel that every task must be accomplished at a given time. He has the happy faculty of transmitting to his associates his enthusiasm, and determination to succeed, and to instill in their minds not loyalty to him but to the Government.

Few people appreciate the extreme importance of the task which General Squier has undertaken. It is now universally accepted by military men that airplanes will play an important part in bringing about peace. General Squier is of the opinion that the side that can obtain complete air supremacy will win. Says he: "Wars are usually won by the adaptation of some new device. Frederick the Great owed his wonderful success to the introduction of the drill, the subjugation of the men to the direct control of their officers, and Napoleon became emperor of France because of his introduction of massed artillery attack, and this is the day of airplanes."

The airplane has almost completely supplanted all other forms of scouting. It is the most accurate in securing information, it enables a commander to know the plans of his enemy, to avoid surprise attacks and to discover his enemies' weaknesses. It has become the supreme cavalry of the world. It is more accurate, has a wider field of vision over a larger territory, and can do its work more quickly. In addition to this it has potentialities as an offensive weapon, that so far neither side has been completely able to utilize.

At the beginning of the war the Germans had a decided advantage in the air which accounted largely for their earlier successes. Great Britain and France recognized this, began stupentime the opposing air forces have been dous airplane building, and for some nearly equal. However, when America joined the Allies, another Richmond entered the field. America has the money, the mechanical skill and the men to turn the scales in favor of the Allies. She has entrusted this task to the Aviation Board. General Squier is the representative of the Army on this board, and he is the man who will have direct charge of our Aviation Corps during the war. He will direct the men who are flying in France and will be responsible for the success of our aviation campaign.

The building of the planes and the training of the fliers are the preliminary tasks for our aviation campaign in France, and they are stupendous ones. America expects thirty thousand planes within the year. Some authorities have suggested one hundred thousand planes as the number necessary to secure complete air supremacy. While this number seems remarkably large, it must be

remembered that the average life of the airplane is only about two months; consequently, such a number would give us only five or six thousand planes at any one time in active operation. Another reason why so many airplanes will be required is because Germany is on the defensive. In order to attack her airplanes, it will be necessary to fly over her battle-lines, and our airplanes will be subjected to the attack of her anti-aircraft guns.

Airplane building is practically a new industry with us; while the airplane is an American invention, it has seen little development under American auspices. America, having always been a peaceful nation, has neglected building a requisite number of military planes for war service. In American civil life aviation has never become a popular sport like automobiling, and there consequently has been very little demand for airplanes. Only one or two factories engaged in their manufacture on a small scale.

The first task of General Squier was to find plants that could be quickly and easily converted to the building of airplanes, and to secure a satisfactory motor. Automobile factories produced more motors than any other line of business, therefore they were turned to for the building of motors for this purpose. However, automobile motors are not suited for airplanes. Air fights are taking place higher and higher every day. Major William Bishop of the British aeroplane forces says that it is not unusual for battles to be fought 22,000 feet in the air, and that you cannot then be sure that your enemy will not attack you from above. It must be remembered that the air becomes rarefied and loses its supporting power at high altitude. The higher you fly the less load will be supported by a given amount of wing, and for that reason as little weight as possible must be carried. The motor must be exceedingly light and still very strong. Automobile motors built for running on the ground do not meet the requirements of aeroplaning. The Liberty Motor, built especially for flying machines, has met the requirements, but certain changes are necessary in the automobile factories to produce the Liberty Motors. It is General Squier's duty, as a scientific member of the board and as a representative of the Army, to see that these motors are properly constructed by the various automobile factories. His task is complicated by the difficulty of securing the requisite amount of spruce that is needed for making airplane wings. The demand for spruce has more than tripled since the war because of the necessity for this particular wood in the manufacture of airplanes.

Experiments are being made under the direction of General Squier as to the use of steel tubing, specially prepared, to take the place of the almost unobtainable spruce. Another drawback is the inability to secure the necessary delicate instruments used in air machines, which were formerly imported from Germany. There are a thousand and one things of seemingly minor importance that must be looked after in order to thoroughly outfit the airplane for active service. In addition, however, to getting the planes ready, it is necessary to train men to operate them. Since we entered the war aviation schools have been established for this purpose and thousands of young men are learning to fly. Other thousands are learning the mechanical duties, still others are learning to be observers, topographers, wireless operators and photographers. By the time the airplanes are completed, General Squier will have a trained force to operate them.

In the organization of the Aviation Corps, General Squier has adopted a company as a unit. It has the following personnel: One captain, five first lieutenants, one master signal electrician, one first-class sergeant, five sergeants, nine corporals, two first-class privates, six privates—an organization which a civilian would consider top heavy with officers. The reason for this, however, is apparent to the initiated. In the regular army, officers and soldiers are subject to the command of their superior officers at all times, whereas, in the air the man is master of his own destiny. He must be a man capable of directing his own energies, using his own initiative, meeting the emergencies as they arise without direction.

Possibilities for After-War Trade

The possibilities of trade with the West Indies and South America have been outlined in the article which follows by a hardware buyer of Georgetown, Demerara, who is at present in Canada.

This buyer claims there is a good field for Canadian manufacturers who go after this trade.

BEFORE the war ends, Canada will have a national debt of a billion and more dollars on which to pay interest. Added to this, she must provide for a heavy pension bill, and be able not only to absorb the number of unwounded soldiers into her industrial life, but also to provide work for a large number of wounded returned soldiers of varying degrees of health.

The advent of peace will stop the munition business, which is one of the principal items of manufacture to-day. This can be offset by developing export business for which Canada's industries are well equipped.

A big market for export exists in South America. In area South America stands in proportion to the North American continent as seven to nine. The population is about sixty millions. She is wealthy, and does not need much of our wheat, etc.; but is lacking in the essentials of modern civilization—iron and steel—and is compelled to buy large quantities of manufactured products abroad.

Exclusive of the West Indies and Central America, whose imports amount to over $305,000,000 annually, South America imports are $1,020,000,000 a year, a large percentage of which Canada can supply. The principal items are machinery, manufactured products and textiles.

Canada can improve her industrial position, both during the transitional period and after, by cultivating this market.

The United States manufacturers are sending their own travellers down, as well as appointing representatives in all the principal South American centres. They are also spending a considerable amount of money to get the business, both individually and through their organizations, and have gone so far as to compel their clerks to learn the Spanish language and make a study of export trade, at the expense of the principals.

Banking.—Shipping value and importance of these markets is shown by the rapid extension of the Royal Bank of Canada in Central America, the West Indies and the Northern Coast of South America. The International Banking Corporation, founded expressly for this trade, is also established throughout South America.

Shipping.—Shipping facilities to all these points are still good; several lines maintaining regular sailings both from New York and Halifax. The steamers now being built for the Canadian Government could not be better utilized than in this important trade, as they have already subsidized a line to the West Indies.

This century belongs to Canada and South America. The South American countries are developing rapidly and taking good care of themselves under stable government. Canada in this century must not only develop her enormous untilled acres, but must also develop her manufacturing industries to maintain the favorable trade balance of the last couple of years.

CANADIAN BICYCLE DEALERS' ASSOCIATION FORMED

Hamilton, Ontario.—The Canadian Bicycle Dealers' Association sprang into being at a gathering of the retail and wholesale trades of the Dominion in Hamilton, Ontario, on Wednesday and Thursday, January 9 and 10. On the second day of the congress it was unanimously decided to proceed with the organization of the Ontario section of the national organization, although the retailers of other portions of the country are known to be strongly in favor of organized co-operation. The following officers for this Ontario section were chosen: President, J. R. Dixon, Hamilton; vice-president, A. E. Treadgold, Kingston; secretary-treasurer, G. A. Wenige, Bicycle & Motor Sales Company, London; executive committee, Percy A. McBride, Toronto; N. S. Ferries, Hamilton; W. L. Isaac, Hawthorne Bicycle Company, Brantford, and H. Howe. Ottawa; advertising chairman, W. M. Gladish, Toronto; auditors, Bert F. Brown, Chatham, and C. R. Banks, Peterboro.

Another meeting of the executive may be held in Hamilton at the time of the hardware dealers' convention here in February. The suggestion has also been made that the second annual meeting of the association be held in Toronto at the time of the Canadian National Exhibition next August, when reduced railway rates will be effective and many bicycle exhibits will be seen at the fair.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

ADVICES from Ottawa during the week intimate that the steel production of the Dominion is likely to be increased 20 per cent. as the result of a conference between the War Committee of the Cabinet and the Canadian steel manufacturers. Intimations have been made in some quarters that there is the possibility of establishment of mills for rolling of ship plate by three Canadian producers. If this project is carried through the steel output will no doubt be increased considerably and will place Canada in a much better position in the building of steel ships. At the present time all the ship plate is imported from the United States.

Conditions in the hardware trade give promise of a good year, especially in the trade coming from the farming communities. The farmer has been getting good prices for all his produce and through his somewhat isolated location has perhaps not had the calls upon his purse for Victory Loan, Red Cross and other patriotic purposes that dwellers in the large centres have experienced. Wholesalers anticipate there should be an excellent trade from the rural communities during the coming year.

Price changes, while not as numerous as in some recent weeks, nevertheless include important changes. Table cutlery, cotton twine, skinning knives, butcher knives, bread mixers, food choppers, stove pipes are among the lines to record advances. Some stocks of Canada plate are now available as shipments have reached the Canadian market during the week. Linseed oil is in firm market. White lead in oil holds unchanged at the decline recorded last week.. Business was greatly hampered during the first part of the week through the tie-up of transportation occasioned by recent storms.

MONTREAL MARKETS

MONTREAL, Jan. 16.—Hardware markets are characterized more by the arrival of new lines than by drastic and sweeping price changes. There have been a few changes of a more or less minor nature. Among these are iron pipe. This change is very small and affects only ⅛ inch, ¼ inch and ⅜ inch in both the black and galvanized. Cotton twine is very firm, some asking as high as 63c for the three-ply. Candle wick is selling at 62c and Taylor-Forbes barn door latches No. 9 have advanced from $3.65 to $4.45 per dozen sets. Wood handles are due, say jobbers, for an advance. Remington guns also will be advanced in the very near future. A fair amount of business is passing and dealers are now more ready to accept bookings for delivery later. Canada plate bookings will now be accepted.

Coal Oil And Gasoline Are Both Held Firmly

Montreal.

COAL OIL AND GASOLINE.—This bad weather has had something to do with making stocks appreciably lighter, but there is no real shortage reported. A fair amount of business is being done and the prices are maintained as follows: Gasoline, 32½c per gallon; coal oil, Royalite, at 17c; Palacine at 20c and Electroline at 20c.

Jobbers Now Accepting Canada Plate Bookings

Montreal.

CANADA PLATE.—Some jobbers are now open to accept bookings for Canada plate for next season's delivery, that is, next fall. Supplies will probably not be plentiful and those who will require quantities would do well to anticipate their needs early. The price at which the trade can buy will probably be around $9 to $9.50 per box for the 18 x 24 case of 52 sheets, ordinary grade.

New List Prices Are Out For Made-Up Stove Pipes

Montreal.

STOVE PIPES.—The nested variety of stove pipes have been selling on the basis of plus 40 per cent. on the list. In view of increased difficulties in securing supplies and also in view of the fact that prices have been based on stocks which are now much, if not altogether, depleted, the manufacturers have had to raise this discount to 60 per cent. over list and to be effective immediately. Manufacturers will book certain quantities on this basis, but will not say to what extent they will accept these bookings.

Wire And Cut Nails Are Selling, But Slowly

Montreal.

WIRE, CUT NAILS.—The business passing in nails these days is confined to a small compass and with the exception of a few sorting orders there is very little to report of an interesting nature. There are some nice orders still coming to hand for later delivery and jobbers seem to be reasonably well satisfied with the outlook. Wire nails are still based at $5.50 for the standard and cut at $5.75. There is a possibility of the cut nails soon being quoted lower and next week may see a change put into effect, says one large jobber. Standard steel wire is based at $6.50 per 100 lbs.

Cast Steel Advanced To 21c During Week

Montreal.

IRON AND STEEL.—There is a firm tone to the prices asked for iron and steel products. Only one change is reported in prices which applies to Black Diamond cast steel, now quoted at 20c-21c against the old price of 18c-19c. It is stated that there is likely to be an advance also in the ordinary grades of cast steel, but no new prices are obtainable for the week excepting on the one line above mentioned. A fair business is being done in iron and steel.

MONTREAL—	
Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0.17½-0 19
Black Diamond tool steel, per lb.	0 18-0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20-0 21

Sheets And Plates Can Be Bought Favorably

Montreal.

SHEETS AND PLATES.—Those who require any sheets for manufacturing purposes are now offered somewhat more

favorable quotations and in view of all the circumstances as to tie-ups and probable slow deliveries there would seem to be a better opportunity of buying now for immediate needs than has been afforded for some time. The amount of business being turned is fair, although the season is not one in which heavy deliveries are expected to retail consumers. The following quotations obtain here:

MONTREAL—		
BLACK SHEETS—		100 lbs.
10 gauge	$8 50	$12 50
12 gauge	8 65	11.50-11.60
14 gauge	8 80	8.85- 8.55
16 gauge	9 00	8.65- 8.65
18-20 gauge	9 25	8.75
22-24 gauge	9 40	8.90
26 gauge	9 45	8.95
28 gauge	....	9.05
10¾ oz. (28 English)	10 55	10.75
GALVANIZED SHEETS—		
10¾ oz.		$10 00
28 ga.		9 65
26 ga.		9 25
22 and 24 ga.	9 05-10	45
20 ga.		10 30
18 ga.		8 85
16 ga.		8 70

Old Metals And Rubbers Not Moving Actively Yet

Montreal.

OLD MATERIALS—There is very little movement of the old metal products, and with so much stormy weather and a consequent shortage of cars for moving supplies it is doubtful if there will be any movement of consequence for some time. Prices are holding in a dull market and dealers report the usual conditions as obtaining at this season of the year.

MONTREAL—		
Tea lead	$ 0 04	....
Heavy lead pipe	0 05	0 06¼
Yellow brass	0 13½	0 14
Red brass	0 20	0 21½
Light brass	0 08	....
Scrap zinc	0 06	....
Heavy copper	0 22	0 23
Old cast iron, per gross ton	22 00	25 00
Wrought iron, No. 1, per gr. ton	22 40	23 00
No. 1 machinery scrap	27 00	....
Heavy melting steel	18 00	20 00
Pipe scrap	15 00	17 00
Stove plate, per ton	17 00	19 00
Old rubbers, boots and shoes	0 07½	0 08
Overshoes, lumbermen's rubbers boots	0 07	....
Bicycle tires	0 03½	....
Auto tires	0 04½	0 05½
No. 2 busheling	....	13 00
Country mixed scrap	14 00	15 00
Country No. 1 wrought iron	....	18 00

Pig Lead Is Firmer; Ingot Tin Also Firm

Montreal.

INGOT METALS.—A stronger situation prevails with regard to pig lead and tin is also very strong. Trading in ingots is just fair, the greatest activity reported being in lead.

COPPER.—There is some talk of the government fixing a price of 25c on ingot copper, but nothing definite has been reached. On the other hand it is stated that the present government price has been extended to the end of March. Trading continues to be done on the basis of 33c to 34c per lb.

LEAD.—There is a strong and firming tendency to the pig lead market. Fair sales are being made andthe prices obtaining range from 9½c to 10c per lb.

TIN.—The situation on tin in London exhibits much strength. The market here is strong and trading is being done at 81½c to 82c per lb.

SPELTER.—Spelter is still holding firm, but without change and is selling at 10½c to 11c per lb.

ALUMINUM.—This metal is meeting with but small request for immediate delivery and the price remains at 58c to 60c per lb.

ANTIMONY.—Slow and commanding little interest. The prices hold around 18 cents per lb.

Lead Pipe, Sheets Hold In Firm Market

Montreal.

LEAD PRODUCTS.—There is a firm tendency in manufactured lines of lead, such as sheets, bends, traps and so on. There is but a limited amount of trading and most orders are for small lots. With the outlook for lead so strong there will probably be a maintained price list, although no mention of higher tendencies is made. The following quotations are ruling:

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.	0 14	
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 12½	0 13
Lead sheets, 4 to 8 lbs. sq. ft.	0 11½	0 12½
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 42½	....
Solder, strictly, lb.	0 39½	....
Solder, commercial, lb.	0 36¼	....
Solder, wiping, lb.	0 38½	....
Solder, wire, lb.	0 45	....
Zinc sheets, per lb.	0 26	....

Rope Market Is Steady

Montreal.

ROPE AND CORDAGE.—There is a small movement of rope and cordage here and the feature of the week is characterized by firmness, due to the continued firming of hemp prices. Importers state that there will probably be an advance in the near future, but will not state when this is likely. Transportation has been so poor as to hold back delivery of what they had hoped to receive weeks ago. Stocks are reasonably good, although not excessive.

Prices Are Firmly Held On Stoves And Ranges

Montreal.

STOVES AND RANGES.—Small sales are reported for stoves and ranges. Dealers selling ranges will probably reorder to cover their immediate needs only and such sales are being made on the basis of firmly maintained prices. It is stated by one large manufacturer that retail merchants would do well to anticipate their needs as early as possible for next fall. They state that the prices are likely to hold and that if prompt delivery is desired, the earlier goods are ordered, the better and more prompt delivery will be. Some stoves are now selling for delivery as late as May.

TORONTO MARKETS

Toronto, Jan. 17.—Business has been greatly curtailed during the past week owing to the tie-up on the railways. The roads have not been accepting any freight so far during the present week. Storms during the week have had the effect of paralyzing traffic. Travelers are on the road but are no doubt greatly handicapped in making their calls. Advances have been made in butcher knives, skinning knives, dessert and table knives, brea mixers, farm bells, saw sets, food choppers, cotton twine, waste, sheet iron sap boilers, razors, candlewick. Business has been largely confined to the city trade during the week as a result of the storm conditions prevailing in the country.

New Prices on Spark Plugs Issued

Toronto.

SPARK PLUGS.—New prices for spring shipment have been isued on Champion spark plugs which in some instances provide for an increase in price. Motorcycle mica spark plugs in lots of, less than 100 are quoted at 77c each, in lots of 100 to 500 at 75c each and in lots of 500 and over at 72c each. Heavy duty spark plugs, O spark plug, plugs for Maxwell, Buick or extra heavy long together with the regular spark plug are quoted at 61c each in lots of less than 100, at 59c in lots of 100 to 500 and at 57c in lots of 500 and over. X spark plugs are quoted at 54c in lots of less than 100, 52c in lots of 100 to 500 and at 50c in lots of 500 and over. Following are the prices on the cores for above spark plugs:

	Lots 10-99	Lots of 100	Lots of 500
Priming plug cores, each	50c	45c	43c
Sparks in water cores	55	50	48
Heavy stone cores	52	48	45
Regular cores; cores for Maxwell, Buick or extra long cores	35	33	30
X cores	30	28	27

Cutlery Advances 12½ Per Cent. in Week

Toronto.

CUTLERY.—The Joseph Rodgers line of cutlery has been advanced approximately 12½ per cent. and includes such lines as butcher knives, skinning knives, dessert knives. Following are the prices on the butcher knives: No. 1707 by 5-in., $4.75 dozen; 6-in., $5.55 dozen; 7-in., $6.95, dozen; 8-in., $8.30 dozen; 9-in., $10.30 dozen; 10-in., $11.90 dozen; 12-in., $18.95 dozen; 14-in., $28.90 dozen. Skinning knives are quoted as follows: 5-in., $4.95 dozen; 5½-in., $5.55 dozen; 6-in., $5.80 dozen. Dessert knives No. 3744 $7.65 dozen, table knives No. 3744, $9.70 dozen, dessert No. 3499, $6.45 dozen; table knives No. 3499, $8.55 dozen.

Bread Mixers and Farm Bells Higher

Toronto.

BREAD MIXERS, FARM BELLS.—A considerable increase has been made effective in the price of Universal and Canuck bread mixers. No. 4 Canuck mixer is now quoted at $2.25 each and No.

8 at $2.60 each. Universal bread mixers are quoted No. 4 at $29.50 per dozen and No. 8 at $34 per dozen. Farm bells have been advanced approximately 25 per cent. No. 1 40-lb. is quoted at $4, No. 2 50-lb. is quoted at $5, No. 3 75-lb. is quoted at $7.50 and No. 4 100-lb at $10 each.

Saw Sets and Food Choppers Higher

Toronto.

SAWS SETS, FOOD CHOPPERS.—An increase of approximately 10 per cent. has been put into effect on Taintor saw sets which now makes the price $13.80 per dozen. Russwin food choppers are also quoted at higher prices as follows: No. 0, $17.70 dozen; No. 1, $21.70 dozen; No. 2, $24.95 dozen; No. 3, $34.60 dozen.

Wrapping Twine and Candlewick Go Up

Toronto.

TWINE, CANDLEWICK.—Following the recent advance in all kinds of cotton products a further advance is now made effective on cotton wrapping twine. Range of prices on three-ply cotton twine is now from 52½c to 65½c per pound while four-ply is quoted from 56c to 72½c per pound. No. 4 variegated is quoted at 60½c per pound. Candlewick has also advanced and is quoted from 61¾c to 63c per pound. Sashcord had not advanced at the time of writing but is in very firm market.

Booking Cow Chains; Razors Higher in Price

Toronto.

COW CHAINS, RAZORS, SAP BOILERS.—Wholesalers are now booking orders on cow chains for delivery next fall at the previous discount of 15 per cent. off list. Peerless razors have advanced considerably and are quoted at $21 per dozen. Sheet iron sap boilers are being quoted at $21.60 per dozen, which represents an advance of 20 per cent over the prices prevailing for these articles at this time last year.

Cotton Waste Higher by ¼c to 1c Per Pound

Toronto.

WASTE.—Following the prediction made in these columns within recent weeks higher prices have been announced on cotton waste, increases amounting to ¼c to 1c per pound. Following are prices now prevailing on some of the lines: White wiping—XXX Extra, 21c lb.; X Grand, 19¾c lb.; XLCR, 18½c per pound; X Empire, 17¼c lb.; X Press remains unchanged at 16c per pound. Colored Wiping Waste—Fancy, 16½c lb.; Lion, 15c lb.; Standard, 13½c lb.; Popular, 12c lb.; Keen, 10½c lb.

Booking on Binder Twine Has Been Heavy

Toronto.

BINDER TWINE, CORDAGE.—Manufacturers of binder twine have now about completed their booking orders for delivery in time to take care of the present year's harvest. Reports are made to the effect that booking business has been heavier than ever before. Such a condition indicates that the farmers are likely to raise considerably more grain this year than at any time in the past. The representative of one manufacturer is of the opinion that prices this year will be several cents per pound higher than the price of last season. A recent bulletin from the department of Food Control stated that binder twine for the Canadian market would be available at reasonable prices as an agreement between the United States Food Administrator and the Mexican sisal growers of Yucatan had been reached. Intimation is made by the Department of Food Control that there will be only a slight advance over the prices of last year. The representative of the manufacturing concern in question was pronounced in the opinion that prices would be several cents per pound higher than last year. Prices on rope were maintained at the figures given in current quotations. There is still a strong situation in rope with higher prices anticipated in some quarters. It is understood an embargo has been placed on the shipment of hemp by the New Zealand Government.

Nails and Wire Hold in Firm Market

Toronto.

NAILS, WIRE.—Conditions for the manufacture of wire nails show no improvement within recent weeks. Manufacturers have difficulty in obtaining wire rods in the United States market and when they are secured transportation is so uncertain that delivery can never be counted on. Quotations are still made on the basis of $5.45 per hundred pounds for standard steel wire nails and cut nails at $5.65 per hundred pounds base. Wire products hold unchanged in firm market.

Wood Stoves Again in Good Demand

Toronto.

STOVES, ENAMELWARE.—With the serious coal situation and inability to secure same in numerous small towns there has been a heavier demand for wood heaters. In some districts where wood is available the price has been placed at such an exorbitant figure by the farmers that consumers wonder where the limit is going to be . It is a question of take it at any price, however. Coal stoves are naturally not in big demand at this season of the year. Enamelware is in steady sale and booking is being done fairly free.

No Improvement in Iron and Steel Trade

Toronto.

IRON AND STEEL.— Canadian dealers who are depending upon the United States steel and iron mills for their supplies have received no encouragement recently that conditions are likely to improve. Production is still seriously handicapped through the lack of coke and the congestion of freight. The recent storm has helped further to delay shipments. Furnaces in the United States have declined to take further business. Trade in this market has been fairly good. Prices hold unchanged.

TORONTO—		Per 100 lbs.
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Norway iron	11 00	13 00
Mild steel	....	5 50
Toe chalk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	11 50	15 00
Mining tool steel	19 00	30 00
Sheet cast steel	.....	35 00

Sheets Are Lower; Canada Plate Now In

Toronto.

SHEETS, PLATES.—In some quarters there was a movement toward lower levels on both black and galvanized sheets. Low quotations as given last week were maintained but some of the intermediate quotations on gauges Nos. 14 to 28 inclusive declined 50c per hundred pounds. Premier galvanized sheets declined 50c per hundred pounds and are now on the same basis as Apollo, 10¾-oz. being now quoted at $9.50 and other gauges in proportion. Heavier gauges have not yet been changed in price but intimations are made in some quarters that No. 10 gauge and heavier may be lower. Some stocks of Canada plate came into the market during the week. Ordinary plate 52 sheets to box is quoted at $8.50 and 60 sheets to box is quoted at $8.65. All bright Canada plate 52 sheets is quoted at $10 while 60 sheets to box are quoted at $10.15. There are now fairly good stocks in some quarters.

BLACK SHEETS—	Per 100 lbs.	
10 gauge .....$	$12 00	$12 00
12 gauge 7 55	11 60	11 60
14 gauge 7 45	8 40	11 65
16 gauge 7 50	8 50	11 75
18-20 gauge 7 30	8 05	10 80
22-24 gauge 7 35	8 10	10 85
26 gauge 7 40	8 15	10 90
28 gauge 7 50	8 25	11 00
3-16-inch plate 12 25	....	.....
¼-inch boiler plate... 12 00	....	.....
GALVANIZED SHEETS—		
10¾ oz.	$9 50	$12 00
U.S. 28	9 20	11 70
U.S. 26	8 90	11 40
22 and 24	8 75	11 25
18 and 20	8 60	11 10
16	8 45	10 95
14	8 35	10 85

Shipments of Sheets Are Long Delayed

Toronto.

CORRUGATED SHEETS.—Manufacturers of corrugated sheets in some instances have been waiting for a considerable time for the arrival of sheet stock. In one instance one carload has been on the way for over a month while a second carload has been on the way for an even greater length of time. Demand is light at the present time and this is having a steadying effect on the market.

TORONTO—	Galvanized Per 100 Sq. Feet	Painted
No. 28 gauge .....$ 8 70-$ 9 00		$8 00
No. 26 gauge 9 60- 10 00		9 25
No. 24 gauge 15 00-		12 00
No. 22 gauge 18 00-		15 25

No. 20 gauge	21 00-	18 50
No. 18 gauge	27 00-	24 00

Discount 7½%.

Boiler Tube Prices Have Been Maintained

Toronto.

BOILER TUBES.—Conditions in the boiler tube market are drifting along much in the same condition as they have been within recent weeks. Stocks available for domestic use are very light and these can only be secured when it is shown they are urgently required to further the interests of war-time efforts.

1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Prices Maintained on Lead Products

Toronto.

LEAD AND ZINC PRODUCTS.—Although there is a firmer feeling in the primary market for lead there was no indication that such a condition was to make itself felt in the lead products. Zinc products were also in steady market with prices of the various lines unchanged. Demand is reported fair.

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 16
Lead sheets, 3 to 3½ lbs. sq ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.		0 12½

Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0 42½	....
Solder, strictly, lb.	0 39½	....
Solder, commercial, lb.	0 36¼	....
Solder, wiping, lb.	0 38½	....
Solder, wire, lb.	0 45	....
Zinc sheets, per lb.	0 26	

Old Materials in Very Quiet Market

Toronto.

OLD MATERIALS.—There was no more activity in evidence in the old material market during the week than that which has prevailed for some weeks past. Dullness characterizes the situation, there being neither a desire to buy nor sell. Quotations held unchanged on the various commodities.

Tea lead	$ 0 04½	....
Heavy lead pipe	0 06	....
Yellow brass	0 12	0 13
Red brass	0 20	....
Light brass	0 09	....
Heavy zinc	0 05½	0 06
Heavy copper	0 20	0 21
Stove plate, per ton	17 00	18 00
Old rubber boots and shoes	....	0 08
Old cast iron, per ton	23 50	25 00
Overshoes, trimmed Arctics	....	0 06¼
Auto tires	0 04¼	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	....	22 00
No. 2 railroad wrought	9 50	10 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	14 00	15 00

Stovepipes Make Considerable Advance

Toronto.

STOVEPIPES.—A considerable advance has been announced in the price of stovepipes through the changing of percentage to be added to list. Where formerly they were sold at list plus 40 per cent. they are now quoted at list plus 60 per cent. Above is price on nested stovepipes. Other lines of tinware, enamelware, and galvanized ware hold unchanged in price.

Agitation For Higher Copper Price

Toronto.

INGOT METALS.—Conditions in the ingot metal market for the most part held unchanged during the week. There is an agitation on foot on the part of United States producers of copper, especially the independent concerns, to have the Government revise the price upward but nothing has materialized in this respect as yet.

COPPER.—The copper trade in the United States has been concerned during the past week over the fixing of a price for the ensuing three months. There has been an insistent agitation on the part of some of the independent producers for an increased price, as they claim the present basis does not give any margin. While no announcement has been made with respect to the new price for the first quarter of this year it is accepted by some authorities closely in touch with the situation that the present basis of 23½c per pound will in all probability be maintained for the ensuing three months. In the local market prices were unchanged at 30c to 32c per pound, with a fair demand reported.

TIN.—There is a steadiness in the market for tin, as the situation in the primary market shows but little improvement during the week. Supplies in the United States market are very light and there seems small possibility of replenishing stocks for at least three months hence through purchases in Singapore or the Straits. Stocks may be released by the British Government in the meantime but there is no assurance that such will be done. In the local market prices held unchanged at 78c to 80c per pound.

SPELTER.—There is a steadiness in the market for spelter, the primary market apparently having reached the low level. Until a heavier demand develops to cause more activity there seems little chance of any change in the situation. Locally quotations were made on the basis of 9¾c to 10½c per pound.

LEAD.—Movement of lead from the Western producing sections has been somewhat restricted due to the recent serious transportation troubles. This has caused lead on spot in Eastern centres to be slightly firmer although no change in price has been registered. In the local market there is a fair demand with quotations made on the basis of 8¾c to 9c per pound.

ANTIMONY.—Demand for antimony is light and prices hold unchanged at 16c to 18c per pound.

ALUMINUM.—The market is quiet with no intimation of a probable change in the price in the near future. Quotations are made on the basis of 60c per pound.

PIG IRON.—The market holds steady on the basis of $50 per ton for foundry iron. Manufacturers still view the future with a questioning attitude as to the possibility of being able to secure supplies of coke. This is the disturbing factor in the market at the present time.

LONDON MARKETS

LONDON, Jan. 17.—Some important changes have been recorded in hardware commodities during the week, including advances in cotton wrapping twine, iron pipe, plaster of Paris, canvas belting, sledge hammer handles. Bar iron and steel and roofing nails are easier in price, with slightly lower prices recorded. Business in this district continues seasonably good. Many lines are hard to get at the present time, while deliveries to the jobbers are very slow. The majority of merchants in this district have now completed their stock-taking, and will soon prepare for spring trade by taking their heavy shipments of spring goods into stock.

Cotton Twine Up 5%; Wro't Iron Pipe Changed

London.

TWINE, IRON PIPE.—A further advance of 5 per cent. has been made effective in cotton wrapping twine, which now makes the price of three-ply in balls or cones 63c per pound and four-ply 67c per pound. As shown in HARDWARE AND METAL last week, a change has been made effective in wrought iron pipe. The principal change of interest was an advance of $1 per hundred feet on black ⅛-inch buttweld and $1.50 on standard galvanized buttweld of the same size. New prices will be found in current quotations.

Steel And Iron Easier; Nails And Wire Steady

London.

IRON AND STEEL, NAILS.—There is a slightly easier feeling in the market for iron and steel, common bar iron now being quoted at $4.65 base and bar steel at $4.75 base. Wire nails and wire products are holding steady in price. Standard steel wire nails are being quoted at $4.65 base and bar steel at $4.75 base. Wire nails and wire products are holding steady in price. Standard steel wire nails are being quoted at $5.45 base and cut nails at $5.60 base. Base price on smooth steel wire is still $6.50 per 100 pounds.

Plaster Of Paris Up 10c; Canvas Belting Advances

London.

PLASTER OF PARIS, BELTING.—An advance of 10c per barrel has been

made effective on plaster of Paris, which makes the new price $2.60 per barrel. Canvas belting is also one of the lines to register an advance through the changing of the discount. Maple Leaf brand of belting is now quoted at 32 per cent. discount.

Rope Market Firm

There is a very firm situation in the rope market at the present time, due to the difficulty in getting supplies of hemp from the Philippine Islands. Prices are unchanged in this market, however, pure Manila being quoted at 39c per pound base; British Manila and New Zealand hemp rope at 33c lb. base; sisal rope at 27½c lb. base. Cotton rope, 3-16 in., is quoted at 57c lb., and ¼ in. and larger at 56c lb.

Sledge Hammer Handles Go Higher

London.

HAMMER HANDLES.—New list prices have been made effective on sledge hammer handles, which provides for an increase in price. Following is the list price for second growth stock: 24-in., $2.50 dozen; 26-in., $2.60 dozen; 28-in., $2.70 dozen; 30-in., $3.60 dozen; 32-in., $3.60 dozen; 34-in., $4.30 dozen; 36-in., $4.30 dozen. Above prices are subject to a discount of 40 per cent.

Oil Heaters Going Well

A good sale for oil continues, caused through the shortage of coal supplies. Following prices prevail on Perfection lines: No. 520, $5.75 each; No. 525, $5.50 each; No. 530, $6.25 each. Above prices are subject to discount of 25 per cent.

Hockey Skates, Toe Calks, Horseshoes

Starr hockey skates continue to be quoted at 20 per cent. off list. Neverslip toe calks and horseshoes are unchanged in price at 15 per cent. off list for former and 10 per cent. off list on horseshoes.

Hockey Sticks Hold Steady

Hockey sticks hold steady in price, with a fairly good sale still in progress. Boys' white and red are quoted at 85c dozen, men's Rock Elm at $2 dozen, Spalding at $3.75 dozen, and MicMac at $4.75 dozen.

Snow Shovels Have Been In Active Demand

London.

SNOW SHOVELS, SCRAPERS, SLEIGHS, WARMERS.—Due to the recent heavy storms there has been an active demand during the week for snow shovels. Wood No. 118 are quoted at $5.75 dozen, galvanized No. 127 at $8 dozen, galvanized No. 128 at $8.50 dozen. Steel snow shovels are quoted at a discount of 12½ per cent. off list prices. Sidewalk scrapers are quoted at $4 and $5.50 per dozen. Handsleighs are unchanged in price at a discount of 35 per cent. off list prices. There is a good sale for foot warmers at the present time, due to the continued cold weather. Clark's No. 5B are quoted at $1.95 each and 7D at $2.50 each. Coal for these warmers is quoted at 80c dozen.

Ankle Supports Moving

With the favorable skating weather ankle supports have been in fairly good demand. Leather, assorted sizes, are quoted at $2.65 dozen pair, and Perfection steel, ladies' and men's, are quoted at 75c pair.

Lawn Mowers, Spades And Shovels Unchanged

London.

LAWN MOWERS, SPADES, AND SHOVELS.—Prices on lawn mowers hold unchanged at 40 per cent. off list for Daisy, Star, Woodyatt and Empress. Prices on spades and shovels also were in steady market, firsts being quoted at 30 per cent. discount from list prices, seconds at 20 and 2½ per cent., and fourths at 5 per cent. discount. Harvest tools are quoted at a discount of 25 per cent. off list.

Netting, Screen Wire Unchanged

Prices on poultry netting, Canadian make, are unchanged at 15 per cent. discount for 1-inch and 2-inch mesh. Black screen wire in 100-foot rolls is quoted at $3 per 100 square feet, while bronze screen wire is quoted at 14c per square foot.

Hinges Hold Steady

Screen door spring hinges held unchanged in price at $17.70 per gross pair for No. 20 cast and $20.20 per gross pair for Nos. 7 to 11 steel.

Horse Clippers, Cultivators, Lanterns

The market for horse clippers, hand cultivators and lanterns contained nothing new so far as price changes are concerned. Handicap horse clippers are quoted at $1.50 each, Newmarket at $2 each, Stewart No. 1 power at $8.25 each. Plates for Stewart clipper top are quoted at 94c each and plates for bottom are quoted at $1.31 each. Buco hand cultivators are quoted at $9 per dozen, while Pull Easy cultivators are quoted at $18 dozen. Lanterns, long and short pattern, are quoted at $12.50 dozen. Lantern globes, both long and short pattern, one dozen to case, are quoted at $1 per dozen, three dozen to case at 90c dozen, and in cases of six dozen at 85c dozen.

Roofing Nails Show An Easier Tendency

London.

ROOFING NAILS.—There is an easier situation in American roofing nails; prices in this market have been slightly reduced during the week. In 100-lb. kegs the new price is $7.70 per 100 lbs., and in 25-lb. boxes $7.95 per 100 lbs.

Glass in Firm Market

Although glass is in a firm market, there has been no change in price during the week, prices quoted on single and double diamond being on the basis of 40 and 10 per cent. off list, with cut lights at 33 1/3 per cent. off list.

White Lead In Oil Holds At Reduced Price

London.

WHITE LEAD IN OIL, PUTTY.—Recent reductions in the price of white lead in oil have been maintained during the week. Pure grade is still being quoted on the basis of $15.20 per 100 lbs. in ton lots and $15.55 in less than ton lots. Putty prices were maintained on the basis of the advance recorded last week. Standard grade in 25-lb., 50-lb. and 100-lb. drums is quoted at $5.15 per 100 lbs. Pure putty is $1.75 per 100 lbs. higher than standard.

Linseed Oil And Turpentine Firmer

London.

LINSEED OIL, TURPENTINE.—Although there is a very strong situation in linseed oil, prices have as yet not been changed in this market. For 1 to 2 barrels raw oil is quoted at $1.50 gallon and boiled at $1.53 per gallon. In 3 to 5 barrel lots, raw $1.49 gallon, boiled $1.52. In 6 to 9 barrel lots, raw $1.47 gallon, boiled $1.50 gallon. Turpentine is in slightly firmer market, due to a considerable advance in the primary market. Prices locally hold unchanged at 71c per Imperial gallon in single barrel lots and 70c per gallon in 2 to 4 barrel lots. In 5-gallon lots the price is 78c per gallon.

WINNIPEG MARKETS

WINNIPEG, Jan. 17.—Markets for the past week show an upward trend with but one exception, that being Eley's loaded shells, which show a decline of $1. Among the advances appear: Formaldehyde, burlap, Winchester metallic ammunition, rifles, shotguns, loaded shells and primers, clay pigeons, tennis tapes, window glass, and Big Ben alarm clocks.

Business still continues quiet, and reports from many points indicate that experienced help is very scarce. The recent military draft has been seriously felt among the hardware trade, who have been compelled in many cases to employ inexperienced men.

Formaldehyde Higher; Size Containers Changed

Winnipeg.

FORMALDEHYDE.—At the time the price was established on bluestone, HARDWARE AND METAL predicted that the price on formaldehyde would be in the neighborhood of 30c lb., and present prices just issued show that the estimate at that time was only 1c per lb. too high.

Several alterations have been made in the containers for 1918 as follows:—125-lb. kegs are replaced by 200-lb. kegs, 60-lb. kegs replaced by 100-lb. kegs, 24-oz. bottles replaced by 5-lb. jugs, 12-oz.

bottles replaced by 2-lb. jugs; the change from bottles to jugs has been found necessary owing to the inability of manufacturers to obtain a supply of bottles.

The new prices show an increase of approximately 70 per cent. over last year's price, which was 17c per lb. in bulk. To-day's market prices are quoted herewith:

400-lb. barrels, 29c lb.; 200-lb. kegs, 30c lb.; 100-lb. kegs, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each. The price on bluestone remains at 12c per lb.

The price on bluestone remains at 12c per lb.

Burlap Makes Further Advances

Winnipeg.

BURLAP.—Following the advance of other textiles, comes a further advance in burlap of 5c per square yard over the former price, being quoted to-day at 34c per sq. yd. Prices on dyed burlay is not quoted owing to the numerous grades, but the advance on the dyed is proportionate with drab.

Guns, Rifles, Ammunition Higher By 15%

Winnipeg.

GUNS AND RIFLES.—New prices have just been issued here covering the recent advances put into effect by the American ammunition manufacturers and shows advances in guns, rifles, loaded shells, rifle sights and metallic ammunition of approximately 15 per cent. to take effect at once, owing to the extensive line manufactured. To-day's prices on only a few of the more familiar lines of guns and rifles follow:

Winchester Rifles—Model 1890, 22 long, 22 short, 22 W.R.F., $20.60 each; model 1902, 22 cal., $7.75; model 1904, 22 cal., $9.25; model 1906, 22 cal., $19.05; thumb trigger, 22 cal., $6.95.

Savage Rifles—22 caliber, model 1914, $7.75 each; model 1914, $21 each.

Iver Johnson Guns—Single barrel, auto. ejector, 12 ga., $7.75; single barrel, heavy breech, auto. ejector, 12 ga., $10; 410 gauge, $7.75.

Winchester Repeating Shotguns—Model 1897, solid frame, 12 ga., $36.05; model 1897, take down, 12 ga., $39.15; model 1912, take down, 12 ga., $43.25; model 1912, take down, 16 ga., $43.25; model 1912, take down, 20 ga., $43.25.

Winchester Primers—1½W to 4W, $4.25.

Clay Pigeons Advance $1.50 Per Thousand

Winnipeg.

CLAY PIGEONS.—Trap shooters will be compelled to pay more for clay pigeons during the coming season, as the new advance just effective shows an advance of $1.50 per thousand over last year's prices, making to-day's market price $9.50 per thousand.

Tennis Tapes And Staples Higher

TENNIS TAPES.—Prices on tennis tapes and tennis staples for 1918 show strong advances, especially the former, due to the high prices ruling on cotton and are quoted to-day at the following price: Tennis tapes, double court, $6 set; tennis stapues, 60c per 100.

Window Glass Takes 10% Advance

Winnipeg.

WINDOW GLASS.—The market on window glass has shown increasing strength during the past few months due to shortage of fuel and experienced labor which in some cases have caused factories to shut down. HARDWARE AND METAL predicted an advance some time ago. These have been fulfilled in the advance just put into effect, amounting to 10% over former prices. To-day's market prices are herewith quoted:

	Per 100 feet Single	Double
10- 25 in.	$10 50	$15 25
26- 40 in.	11 50	17 25
41- 50 in.	15 00	19 50
51- 60 in.	16 50	20 50
61- 70 in.	18 00	22 00
71- 80 in.	.....	23 75
81- 85 in.	.....	27 25
86- 90 in.	.....	28 50
91- 95 in.	.....	30 25
96-100 in.	.....	34 50
101-105 in.	.....	38 25
106-110 in.	.....	44 25

Single lights are to-day quoted at 40% off list.

Clocks Advance 20%; Shipments Are Slow

Winnipeg.

CLOCKS.—New prices have just gone into effect on Big Ben and Baby Ben alarm clocks showing a 20 per cent. advance. Factory shipments remain very slow and Winnipeg stocks are very limited. Prices quoted to-day are as follows: Big Ben, $2.90 each; Baby Ben, $2.90 each.

Eley Loaded Shells Decline In Price

Winnipeg.

ELEY LOADED SHELLS.—Following the adjusting of prices on many lines of sporting goods for spring, Winnipeg jobbers have announced a reduction of $1 per thousand on Eley's loaded shells to include both black and smokeless powders. Prices prevailing to-day are as follows: Black powder, soft shot, 12 ga., $30; 16 ga., $28.50 per M. Smokeless Powder, chilled shot, 12 ga., $37; 16 ga., $34 per M.

Linseed Oil And Turpentine Unchanged

Winnipeg.

LINSEED OIL, TURPENTINE.—Although Eastern markets report an increase in linseed oil, Winnipeg markets remain steady as formerly quoted with the demand very limited. Prices are as follows: Raw, $1.65; boiled, $1.68 per gallon, in barrel lots.

No change is reported in turpentine prices, the market holding firm with ruling prices as follows: Barrels, 80c gal.; ½ barrels, 83c. gal.; 5 gal. lots, 85c gal.; 1 gal. lots, 85c gal.; with the usual extras for containers.

PITTSBURG MARKETS

PITTSBURGH, Pa., Jan. 12.—During the past ten days the Pennsylvania, Baltimore & Ohio and New York Central lines have declared more or less complete embargoes, refusing to accept freight for many points, excepting Government material, blast furnace raw material and perishable freight.

These embargoes almost completely prevent the Pittsburgh district from shipping its product, while the Youngstown district has only the Erie road to depend on, and it is partly embargoed. No statement is vouchsafed in railroad circles as to how long the embargoes will be kept on. They are strictly an emergency measure, calculated to relieve congestion, and are not directly an outcome of the Government having taken over the roads.

Embargoes Affect Steel Mills

The steel mills cannot stock their product for any length of time, and within a week, if the embargoes continue, some curtailment of operations at finishing plants will be forced. Hitherto the iron and steel industry has felt results from the insufficiency of transportation facilities only in respect to receipts of coke and coal. The restriction in coke movement was such that pig iron production in the country dropped from a rate of 39,400,000 tons a year in November to a rate of 34,300,000 tons in December. The loss in production was chiefly in the Pittsburgh, Youngstown and lake front districts, which depend largely upon Connellsville coke, and the restriction in these districts has at times been as high as 30 to 50 per cent.

Strenuous efforts have been made along individual lines to improve conditions. Blast furnaces have employed many experts to work in the Connellsville region, routing shipments and frequently following them through to furnaces, also in discovering coke stalled en route and getting it started moving again. The railroads, by means of embargoes and otherwise, have sought to relieve the general congestion.

In this and other work that has been done there has been no co-ordination. Each interest has striven merely to improve conditions with respect to its own case. Even since the Government took over the railroads, at the close of December, there does not seem to be any comprehensive plan under consideration for utilizing the facilities of the railroads for various services in the order of their importance. What is being done, and no doubt being done intelligently, is to relieve the congestion in general, whereby there will be a freer movement of freight in general.

Maximum Production Desirable

The practical point is that full production by the iron and steel industry would pave the way for lower selling prices, if indeed it would not produce lower prices merely by the operation of the law of supply and demand. Washington, it is well known, desires lower prices, the set prices now in force being the result of a voluntary agreement between the War Industries Board and the producers, Sept. 21, 1917, and being regarded as temporary. Originally they were set to run to the end of the year and when, late in December, it was decreed they were to continue to March

31 next, the postponement of revision was regarded as a necessity arising out of the circumstances and not as a particularly desirable thing in itself. With co-ordination between those in Washington who desire to see lower prices for iron and steel and the railroad system the way could be cleared for lower prices. Production costs would decrease and there would be more material to sell.

At the present time the whole situation as to production, prices and consumption is an extremely confusing one. Some plants are running full, some are running at restricted rates, and some are closed entirely, while there are

Steel Corporation Activities

As to prices, the set prices govern, in nearly all instances, when there are transactions, but to all appearances the market is stagnant. Producers do not report making any sales to speak of, except to observe that they are receiving Government orders, and details of these are witheld, according to Washington's request months ago. This week, however, has come the puzzling fact of the United States Steel Corporation reporting an increase of 484,612 tons during December in its unfilled obligations. During the seven months preceding the Corporation had been reporting decreases, averaging nearly 500,000 tons a month. Shipments in December were curtailed by only 100,000 or 200,000 tons a month, and where the heavy bookings indicated came from is a mystery. Possibly the Corporation sprang a coup, and quietly booked some large tonnages with industrial consumers. If so, it must have offered inducements. A fact to remember in this connection is that in the Government's announcement of Dec. 29 that the set prices were to continue to March 31 there was a decree to the effect that any contracts made meanwhile should provide for price readjustment on any material delivered April 1 or later to any price that might subsequently be named by a Government agency. The Steel Corporation's December bookings would not be subject to that proviso, and buyers might find it to their advantage, in the matter of priority of deliveries, to have contracts at above the Government prices ruling later.

There is practically no market to report at this time and the whole interest of the trade is as to what is going to develop so as to give the market a definite color. Deliveries on current contracts are behindhand in nearly all cases, and there is naturally no particular occasion for producers and consumers to enter into additional contracts. The striking fact is that, although production has been additionally restricted for several weeks past, there is no evidence that consumers are proportionately incommoded thereby.

Capacity Exceeds Production

[illegible]ime for a twelvemonth or more [illegible]ustry operated at capacity, and the existing capacity, in both pig iron and steel, is much greater than the production has ever been. At the present time pig iron production is at the rate of about 33,500,000 tons a year, or approximately 9,000,000 tons less than the capacity, while production of steel ingots is at the rate of about 38,000,000 tons a year, or 10,000,000 to 12,000,000 tons less than existing capacity.

The question is, what would occur if transportation conditions should be made such as to permit full production. The improvement in traffic conditions might conceivably increase greatly the consumptive requirements, but it would seem rather more probable that steel would become much more plentiful.

LIGNITE BRIQUETTES

That lignite coal briquettes can be laid down at many points in the Prairie Provinces, but more particularly in Manitoba and Saskatchewan, at a lower cost than anthracite is the finding of the committee on minerals of the Commission of Conservation just made public. The report was prepared by W. J. Dick, mining engineer to the Commission, as the result of an investigation made by him into the possibilities of the lignite coal fields of Western Canada as a source of coal supply for domestic purposes.

Mr. Dick gives the following estimate of the saving which would result from the use of carbonized briquettes instead of anthracite in certain cities and towns in Manitoba, and points out incidentally that the price of anthracite is certain to increase. Portage la Prairie, nothing to 45c; Carberry, 80c to $1.30; Brandon, 85c to $1.10; Virden, 95c to $2.30; Moosomin, 95c to $2.20; Wolseley, $1.45 to $1.70; Regina, $1.75 to $2.40; Moose Jaw, $1.70 to $2.50.

The estimated cost of laying briquettes down at Winnipeg is $10.50 per ton, or slightly more than the cost of anthracite.

THE TIN SITUATION

It is stated that at the present time there is a more serious aspect to the tin situation than some surmise. In London, it is stated that there are slightly less than 4,000 tons of Straits and Australian tin, and of this 3,000 tons have been bought and paid for by American manufacturers or dealers. This leaves less than 1,000 tons in the hands of British concerns. There are some 5,000 tons in addition to this afloat and in England of the standard tin. The seriousness of the situation rests in the fact that, although the tin has been purchased in the regular way, the government will not let it out of the country. Shipping permits are held up absolutely in England. It is just about as difficult also to anticipate any delivery from Singapore.

TINNING PLANT INSTALLATION AND JOB TINNING

The New Standard Hardware Works of Mt. Joy, Penna., has made an addition to their plant and organization. The addition to the plant is an increase equipment for all kinds of hot tinning of grey iron, malleable iron, steel and brass stampings, etc. and in connection with this new addition they are in a position to take care of increased quantities of hot tinning.

The new organization is qualified to advise on the outfits, installations and any information regarding tinning plants.

American Industries Ordered Closed

MANUFACTURING enterprises in the United States, with few exceptions, in all States east of the Mississippi, have been ordered by the Government to suspend operations for five days beginning Friday morning. It was further directed that industry and business generally, including all normal activities that require heated buildings, observe as a holiday every Monday for the next ten weeks. This will close down on Mondays not only factories, but saloons, stores, except for the sale of drugs and food, places of amusement and nearly all office buildings.

Shipyards will be permitted to continue operations, but munition plants will be closed. The Government's move came without warning in an order issued by Fuel Administrator Garfield, with the approval of President Wilson, prescribing stringent restrictions governing the distribution and use of coal.

The order is expected to go far towards relieving congested railroad tracks and terminals, and it is possible a rail embargo may be declared against shipment of the products of the plants closed down if necessary further to relieve the roads.

Leaders in the steel industry at Pittsburg have expressed satisfaction with the measure, as at least half of the steel mills are now closed, half of the blast furnaces banked, and it would probably have meant a complete suspension within a few days, even though no order had been issued.

Some opposition has developed which states the order is unnecessary under the fast improving conditions. The opposition goes on to say the order will dislocate industry, throw millions out of work and impoverish families who depend upon daily wages. It is impossible to estimate what the outcome will be.

WEEKLY PAINT DEPARTMENT

Freight Rates to Affect Paint Prices

Long Haul Shipments Will Feel it Most—Consumer Will Pay Advance of Few Cents—Half Gallon and Half Pint Containers May Vanish

INCREASED freight rates are a factor to be considered in connection with the paint business this Spring. Of course Spring bookings in certain cases are accepted on a basis of f.o.b. at many distributing centres which are convenient for a great proportion of the country dealers, but such bookings have to be made within time limits as bona fide Spring bookings. On heavy goods like white lead in oil the freight rate advances will certainly be felt over the long hauls. The manufacturers are going to feel a considerable share of the advances in any case. The consumer is not going to get any share he's likely to notice very much. The increased cost of carrying the paint from factory to counter is going to be shared between manufacturer and distributors without any very serious weight on the retailer. These are views of men in close touch with the situation.

Large Consumer Will Pay Some

Some of the extra cost of carriage will be paid by the consumer. Some will be difficult to pass on. The large consumer of paint, the man who uses gallon and five-gallon cans of paint at a time, will notice a small advance in cost due to the freight rates having been increased. The consumer of the little cans of paint for domestic use will probably get off scot free unless freight rates go a lot higher than the fifteen per cent. East, and ten per cent. West, so far proposed. Retailers who go in for carload lots and have their carloads shipped over a long haul will notice quite a difference on the total freight bill, but when it comes to distribute this extra freight on the ultimate consumer it will be found hard to get the little cans to carry any of it. For it means little picayune two cent advances per gallon which the retailer in many cases cannot profitably pass on to the consumer. In many instances the manufacturer will share the burden with him, and the consumer will get off lucky as consumers have in connection with paint in many cases since the war began.

Won't Affect Demand For Paint

Freight advances will, therefore, not affect demand for paint very seriously. Even the man who has a whole new house to paint will not find the advance in cost of paint much more than twenty-five cents or so on his whole consignment. This makes the outlook for Spring trade in paints very good, indeed. There is every prospect of the demand being at least as good as last year's, and according to present indications it may even be better. Many a carload of paint will roll westwards to Winnipeg, advanced freights or no advanced freights. The farmers' demand is likely to be bigger than ever.

There is less dread of railway delays at present. It is probable that the retailer will get his supplies of paint on time, and as Spring approaches there will be plenty of opportunity to work up a good brisk demand for paint and deliver the goods for the jobs. The car shortage of last Winter is said to be less acute, and improvements in rail transportation are looked for. No doubt with advanced freight rates in sight the railway companies will do better, and in any case last Winter's troubles made remedial steps necessary.

"Freight cars seem to be more easily available this year than last year at this time," said an executive of one large paint manufacturing concern, "and we figure that Spring deliveries of paint will all go out on time. If the increase in freight rates is to mean improvement of equipment and facilities for transportation then so much the better."

The Container Question

In connection with food products the tin container is being done away with as far as possible, and the small package is under a ban. Since tinplate is scarce and costly and the making, packing, and handling of small cans of paint involve extra labor and production cost there has been talk of cutting out the small containers in paint lines as far as possible. Not, perhaps, the small cans of paints for household use. To cut these out would certainly restrict sales of these lines of paints for a household paint-brush wielder will not want to buy a great bulk of paint for a small job. But where paint is being used on a fair-

(Continued on page 50.)

Varnish Stains and the Window Display

Making a Drive on Varnish Stains—The Display Windows an Important Factor—Features That Count—Interiors That Sell Goods

HARDWAREMEN generally are fully awake to the possibilities that await them in the careful, well-planned window display. More and more is the importance of the store front becoming realized by merchants everywhere. It is true of a hardware store as of a dry goods store that attractiveness, brightness, and cleanliness in a store front add a measure of prestige to that store which cannot be easily overcome. The dress of the store very materially affects the class of business done; those that are neat, that make a direct appeal to the man-on-the-street, are sales agents which it should be the endeavor of every merchant to keep primed up to the limit.

Year Round Displays From Paint Department.

It is undoubtedly true that a merchant is not always sure just which lines to display and how to display them. With some lines it is only at certain seasons that displays can be made, with others the appeal can be varied to suit the season. Under the latter category can be classed paints, for under this heading come lines for which, if pushed aggressively, a sale exists during the entire year.

What items sell now from this department? Who wants to buy paint at this season of the year? Isn't it only possible to effect sales in the spring, summer and fall months? These are questions which crop up before some merchants and they wonder how up-to-date, attractive windows can be arranged that will sell goods from the paint department now. It is to those merchants who overlook the possibilities for sales during the winter months that special attention is given in this article.

Varnish Stains and the Window

It need only be necessary to take one line, though others may be covered briefly further on. Let varnish stains be taken as an example from this department. Practically all manufacturers furnish these goods in tins which are at-

tractively labeled. Is there anything which really catches the eye more quickly than brightly-colored cans of stains? Right there, then, the merchant has a big factor to play up in his windows. The tins themselves furnish an attractive appearance—a display of them arranged in almost any fashion is bound to catch the eye.

Planning the Window.

But it is more than just to catch the eye that windows are dressed. There must be an element that will hold the mind. It is not enough that people admire the beautifully lithographed tins—there should be something which even in a glance conveys a distinct impression to the mind. This is the factor which makes for success in this form of advertising—it is to influence the mind to a consideration of individual requirements—to have the onlooker say to himself: "How does that appeal affect me?"

Getting the Customer Into the Store.

The window dresser who succeeds in creating a question in the minds of his customers as to how they can use the varnish stain which he is showing, who can develop a line of thought that will bring them into the store to make inquiries, is accomplishing what is really the aim of all who study this question thoroughly. Once in the store, it should not be impossible to close the sale or give such information as will bring the customer back.

Giving Them Something to Carry Home.

It is by no means likely, however, that all those in whom the germ has been sown immediately enter the store. There must be something tangible which can be carried around, which sticks to a man, which will bring him to your store two or three days, weeks, or even months, later when he is considering the use of varnish stain.

Features That Count.

What, then, should be incorporated in the window besides a neat arrangement of the cans themselves—in what way does that adhesive substance mentioned emanate from the store window? Bright, snappy display cards on which is outlined the work possible to accomplish should be in evidence. Tell your customers that varnish stain can be used on the floor, on the doors and windows, on the furniture. Tell them that it is easily applied, even mentioning that they can do it themselves. Show color cards which will give them evidence of how the line has been extended so that they may employ it to correspond with any finish of furniture which they possess.

And by all means quote them a price. Because paints and varnishes are now higher in price than they were three years ago is no reason why this important factor should be omitted. Varnish stain is not alone in this respect, for other lines have kept steadily climbing, and in giving prices you create a feeling of confidence that your goods are worth the money. It is more than likely, too, that in quoting prices people will realize that the big advances which they had expected have not materialized. True it is that a tin of stain which formerly sold at 75c may now be $1.00, but people look at the dollar price and think that is not so bad. An advance of 25c does not sound as great as though you were to say the advance amounted to 33 1-3 per cent. And what, in actual cost on any work which the householder is considering, does the increased price of stain amount to? It will be found to be very, very little, and when the value of keeping their homes well decorated is pointed out, householders will not grumble seriously, if at all, over the figure asked.

Window displays, then, should carry a neat arrangement of the goods. There should be color cards, and in this connection it might be mentioned that many merchants have samples of boards stained to show just how the product is applied. These are very effective, giving as they do a clear idea of the nature of the work which can be accomplished. Display cards to point out concisely points in connection with how the work is done, how easily the goods can be used, and giving prices, are strong sales points in any window display. These should be borne in mind by the window dresser.

Other Lines Possess Sales Value Now.

Other lines which could be played up from the paint department stock now are floor paints, wall paints, kalsomines, varnishes, enamels, furniture polish and floor wax. These are active at all seasons of the year, but when some items of the paint department do not move, special pressure could be brought to bear on those lines, which will keep the cash register busy.

Interiors That Sell Goods

Interior displays should never be allowed to grow stale. Freshen them up, change the goods around, get the brighten-up idea working in your own store and see how great an affect this will have on sales. Keeping the goods in front of your customers in an attractive way helps the work of the staff materially. Increased sales result with less effort, and in the present times of labor shortage all methods which will keep sales up to a high standard with the least effort should be vigorously employed. Do not overlook the possibilities of the window display, create a favorable impression on the outside and back it up with an interior arrangement of merchandise that will help close sales. The paint department can be kept active with very little effort, it responds with very little coaching in a manner that means profits. Think what an aggressive campaign would bring and you will start planning now. It is by no means too early.

Will Increase Steel Production in Canada

CANADIAN manufacturers of steel have been in Ottawa conferring with the War Committee of the Cabinet relative to steel production. As a result of the conferences held, an increase of twenty per cent. in the steel production of Canada over that of last year is promised.

Full details as to how this will be accomplished are not available, but it is thought the Government plans for speeding up the shipyards may play an important part in securing the results looked for.

In the program which will be followed it is noted that rolling mills are to be established to provide steel formerly secured from the United States. These mills will be employed in making plates, and it is thought they will be located in connection with existing plants at Sydney, New Glasgow, Hamilton and Saut Ste. Marie. The present total capacity of the Canadian mills is 300,000 tons per year.

The Government in the consideration of this question realized that the chief difficulties in the way of successfully carrying on a construction program lay in the fact that steel plates and shapes were not made in Canada. The advantage to Canadian industry as well as to the general cause in making Canada self-contained in this respect are obvious. Negotiations are under way with the object of establishing at some suitable place or places mills for the rolling of ship's plates and shapes to provide maximum requirements.

Whether the proposed program will curtail the amount of steel available for other manufacturing industries is still uncertain. It is more than likely the Government will exercise a measure of control over distribution, and if this is the case those manufacturers not on war work may have to gradually curtail their output.

DEBT OF THE U. S. GROWING

The United States enters the new year with a national debt of $5,615,000,000, more than five times greater than when it entered the war nine months ago; but only one-third of the debt which promises to develop by the first of next year. The debt per capita is about $51 and the percentage of debt to estimated national wealth is 2½ per cent.

Owen Sound, Ont.—The Great Lakes Steel Corporation has been incorporated by Frank Regan, William N. Irwin, and E. J. Murphy, all of Toronto, to manufacture iron and steel products of all kinds, with a capital of $1,000.000.

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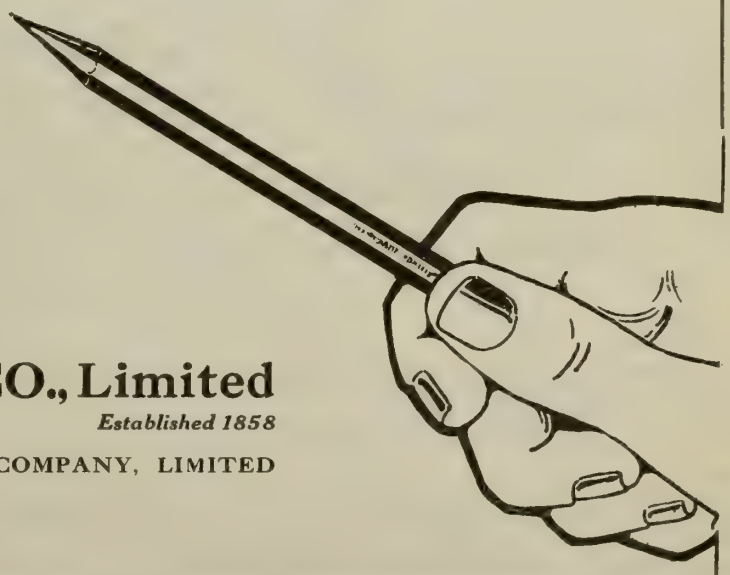
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WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Jan. 16.—The paint markets are normal for this time in January and all jobbers and grinders are well-pleased with the outlook for business during the coming season. Bookings continue to come to hand in very reasonable volume. Once in a while the retail dealers are careful as to their bookings and in this respect there is an evident desire upon the part of the salesman to go over the matter of next year's supplies carefully with the customer and help select as circumstances justify. In the long run it will be well if dealers choose lines and colors that can be sold to the trade which they serve. There is a noticeable activity in lines sold for export and certain shipbuilding supplies are reported to be moving. One of the large paint makers has been able to begin operations at the Halifax plant and is busy with accumulated orders. Linseed oil is firm as are all products. The bad weather has affected seed delivery and this is very poor.

Linseed Oil Feverish With Upward Tendencies

Montreal.

LINSEED OIL.—The feature of interest in the linseed oil situation is the decreasing size of spot stocks. There is little movement of seed, in fact it is almost nil and the stocks that are on hand must necessarily be reduced. Notwithstanding this, crushers are still operating and are living in the hope that conditions as to weather and also delivery will improve before a great while. It is probable that the present tie-up will make a difference of two to three weeks in the deliveries of oil; one dealer is not anxious to make quotations at all for present delivery. Prices are maintained and while there has been a fluctuating condition to the market, the close leaves quotations as made last week, which are as follows:—

Linseed Oil—	Raw, Imp. gal.	Boiled, Imp. gal.
1 to 4 barrels	$1.48	$1.50½
5 to 9 barrels	1.47	1.49½
10 to 25 barrels	1.46	1.48½

Turpentine Maintained With Higher Tendency

Montreal.

TURPENTINE.—There is not a great deal of demand for turpentine at present. Paint makers state that they have no trouble in securing their needs and that the amount of business coming from the retail trade is still small. Prices at primary points are high and maintained, and the outlook would indicate a rising market. The quotations as made in HARDWARE AND METAL last week are held, with prices ranging at 70 to 73 cents per gallon in barrel lots.

Turpentine—	Per Imp. gallon
5 bbls. and over	$0.69-$0.71
1 barrel lots	0.70- 0.73
Small quantities	- 0.83

Jobbers Expect Advances For White Lead In Oil

Montreal.

WHITE LEAD IN OIL.—A matter on which jobbers seem agreed is that of the probable trend of white lead in oil. The decline of a week ago seems to have had some effect in reducing stocks of the dry white lead. In view of the strong position of pig lead jobbers maintain that the present price of white lead in oil will not continue for any length of time, and that prices may probably be revised within a few days. Quotations are based as revised last week and for five ton lots $14.50 per 100 lbs. is asked; $15 per hundred for ton lots, and for smaller lots $15.35 per 100 lbs.

PAINT IN LARGE TINS TO ADVANCE

Present indications are that a decided advance in the present price of paint in large-sized tins is imminent. The present scale of differentials does not cover the increased cost of production and distribution, and it is understood that advances now under consideration may show a 75 per cent. change over existing prices. Increased cost of tin, manufacturing and handling are factors which enter largely into the reason for this contemplated change.

Will Mixed Paint Be Higher Than At Present?

Montreal.

MIXED PAINT.—There are indications that the mixed paint business for spring will be satisfactory. It is evident that dealers are anxious to buy carefully and in such quantities and assortments as are justified by their individual needs. There are some who have been a little diffident about placing their business, thinking that the price might be somewhat reduced. It is stated that in view of every circumstance, little possibility of a lower price can be entertained. One jobber expressed the opinion to HARDWARE AND METAL that prices would reach higher levels. In the meantime there is a firm tendency and bookings as received by many of the large paint makers are of continued satisfactory volume. Some activity is also reported in export business.

Putty Price Maintained On Recent Schedules

Montreal.

PUTTY.—There is a firm tone to the putty market and jobbers think this will continue. The situation with regard to linseed oil continuing firm, the scarcity and higher price of whiting and the cost of containers will all be factors in the probable maintenance of prices for the immediate future at least. The 25 and 100-lb. drums are selling at $4.95 per 100 lbs.; bulk, in casks, at $4.10 per 100 lbs. and bladder putty in barrels is selling for $5.20 per 100 lbs.

TORONTO

TORONTO, Jan. 17.—Interest in the paint and oil markets largely centred around conditions in white lead in oil. There were rumors afloat during the week that the old price had been restored but inquiry just before going to press elicited the information that prices are still being quoted on the basis of the reduced price recorded last week. Linseed oil is in strong position with a movement upward on the part of some concerns making the low quotations last week. Some lines of varnish have been advanced in price. Stovepipe varnish has also been advanced in one instance. Water paints were also quoted higher by some manufacturers. Booking business for spring delivery continues to be encouraging. Travellers were handicapped in making their rounds during the week through the tie-up on the railways during the first part of the week.

Linseed Oil Moved To Higher Levels

Toronto.

LINSEED OIL.—The low quotations of last week on linseed oil have moved higher by 2c per gallon and the high range has also been increased considerably. Linseed oil is getting scarce owing to the failure of seed to reach the Eastern market in any quantities. In one instance a sale was recorded in single barrel lot at $1 60 per gallon for raw oil. There was a slightly easier tone to the flaxseed market during the week, the net decline in cash seed being 2½c per bushel during the week. For the May option



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there was a strong position maintained and prices during the week showed a net concession downward of only ½c per bushel. There seems little prospect of any easier feeling in the market until the railroad situation improves. Receipts of flaxseed at the Western centres during the week were light, movement in all probability being hampered by storm conditions and congestion on the railways. Oil cake is still in active demand with prices being firmly maintained. Oil supplies are light at the present and with any considerable demand higher prices would in all probability ensue.

	Raw, Imp. Gal.	Boiled, Imp. Gal.
1 to 2 bbls.	$1.50-$1.55	$1.55-$1.58
3 to 5 bbls.	1.49- 1.54	1.52- 1.57
6 to 9 bbls.	1.47- 1.52	1.50- 1.55

Less than barrel lots 10c per gallon higher than single barrel price.

Turpentine Is In Much Stronger Market

Toronto.

TURPENTINE.—There was a noticeably stronger feeling in the turpentine market during the week as a result of an advance of 4c per gallon in the primary market. As the result of this condition prices were advanced 2c per gallon in certain quarters which widens the range of prices in single barrel lots to 70c-73c. The differential between single barrel price and 5-gallon lots has also been increased to 10c per gallon in some quarters, showing an increase of 3c in the differential. Demand for turpentine is light in the local market. With a development of demand prices would take an increased firmness.

	Imp. gal.
1 barrel	$0.70-$0.73
2 to 4 barrels	0.69- 0.72
5 gallon lots	0.77- 0.83

White Lead In Oil Holds At Reduced Price

Toronto.

WHITE LEAD IN OIL.—Prices on white lead in oil held steady at the reduced prices announced last week. There was a firmer tone to the market, however, in that rumors were current that the old price had been restored. Inquiry from those who are closely in touch with the situation showed that this commodity is still being quoted on the basis of $15.20 per hundred pounds in ton lots and $15.55 in less than ton lots. It is understood the reduction in price was made with a view to reducing stocks, but reports indicate that booking during the past week on the new basis has not been heavy.

Putty Advance Holds; Glass In Acute Market

Toronto.

PUTTY, GLASS.—Prices of putty were maintained during the week at the advance recently recorded. With linseed oil in light supply and crushers finding it difficult to get seed from the West there is a strong market for that commodity. Whiting supplies are reported light and difficult to obtain owing to the shipping situation. Bulk in casks is quoted at $4.30 per hundred pounds, 100-lb. drums from $5.05 to $5.15 and 25-lb. drums at $5.15 per hundred pounds. Bladder putty in barrels is quoted at $5.40 per hundred pounds.

Glass market is still in a very strong position. Brokers in touch with the situation in the United States have been advised that stocks are within narrow compass in that market and that there is talk of the output being still further reduced. At the present time production is already reduced to about 20 per cent. of normal. Stocks of certain sizes of glass in the local market are also getting within narrow compass. Higher prices seem highly probable should a demand develop for glass in the near future.

Booking Business On Paint Promising

Toronto.

MIXED PAINTS. — Reports from manufacturers indicate the booking business on mixed paints has been very satisfactory during the week and quite as good in most instances as at the same time last year. Some of the manufacturers received requests to ship forward stocks that had been on order and the intimation was made that they are selling freely in that particular locality even under present winter conditions. Conditions so far seem to indicate a fairly good year for the paint trade.

Varnishes And Water Paints Advance

Toronto.

VARNISH, WATER PAINTS.—Advances have been recorded during the week on certain lines of varnishes and water paints. The concern in question has changed their selling basis from net list to list and discount on varnishes, and the new arrangements provides for an increase in price. Following are the list prices on lines changed: Gold Medal varnish, $3.60 in gallon tins; Everlastic, $5.25 gallon; Depend-on, light, hard, oil varnish, $3.35 gallon; Maritime Spar varnish, $7.90 per gallon. Above prices are subject to a discount of 40 per cent. B.H. stovepipe varnish has also been advanced in price and is now quoted at $1.40 per dozen net. B.H. Frescota water paint in 5-lb. packages, white, has been advanced to $6.50 and colors to $7 net. Prices on water paints represent an increase of $1.

FREIGHT RATES TO AFFECT PAINT PRICES

(Continued from page 45.)

ly large scale for outside or inside purposes and is purchased in convenient sized cans in quantity there is a possible economy in cutting out certain sizes.

"The half-gallon, and perhaps, the half-pint cans may be done away with," said a manufacturer in close touch with affairs.

A pint of paint probably meets the requirements of most household purchasers, and to abolish the half pint can may possibly increase consumption of paint for household refurbishing. In the fancy lines of decorative paints and enamels little cans may still hold their own.

Important Differential Change

More likely to come into effect than the abolition of small size cans in the opinion of some paint manufacturers is the alteration of differentials between prices of paints in larger bulk and paints in the small containers. "There seems to be tinplate available in sufficient amounts still," said a manufacturer, "but it costs much more than formerly, and the difference in the cost of handling, filling, and making the small cans, etc., makes a wide difference in price of paint in large bulk as against paint in small cans. I should not be at all surprised to see the differentials between gallon containers of paint and all containers under gallons nearly 100 per cent. higher. They will be from 60 to 75 per cent. I am almost positive."

Colors Available But High Priced

Opinions of manufacturers as to colors which have been scarce since the war fairly got its work in on paint markets incline to the view that this situation is better in hand now but not entirely satisfactory. All colors will be available but not in any amounts, and not at any old prices. The fine quality colors of guaranteed permanence and purity will be available but at high prices.

NEW OFFICIALS

Four Men Advanced to Posts of Greater Responsibility

Four Pratt & Lambert men have assumed the duties and responsibilities of new offices. Three out of the four are occupying entirely new berths, created to fill special needs which the war and growing business have made necessary. R. W. Lindsay, formerly chief chemist, has been appointed Manager of Industrial Sales, with headquarters at Buffalo. Mr. Lindsay has been with the company for ten years and is an authority on varnishes and enamels. Much of his time during the past year or two has been devoted to research and sales work along industrial lines.

A. D. Graves has been made Manager of Trade Sales, with headquarters at Buffalo. During Mr. Graves' ten years with Pratt & Lambert Inc. he has devoted his efforts to the development of the company's dealer trade in Philadelphia. He was one of the "P. & L. Tourists"—salesmen who in 1914, as a regard for unusual sales, were sent on a three months' tour of England and the continent.

H. M. Guisey, who has been with the company ten years, has been appointed assistant resident manager of the Buffalo office. This is a new office, which has been made necessary by the expansion of sales through the Buffalo office.

Clarence Roth succeeds Mr. Guisey, and will conduct the work in the sales department formerly handled by him. Mr. Roth has had a rapid rise, and has made creditable records both in office work and "on the road."

We help you to sell

Automobile Skates

WE supply Hockey Year Books for your Customers. Hangers and Display Cards for your Store, Electros, Moving Picture Slides and Street Car Cards with your name as Agent. We help to make Automobile Skates better known and easier to sell each season.

Canada Cycle & Motor Co., Ltd.

Makers of Good Bicycles and Automobile Skates

Montreal Toronto WESTON Winnipeg Vancouver



METALS · CHEMICALS · GLASS
B&SH Established 1790

CHINA WOOD OIL
BARYTES
LITHOPONE
RED LEAD
LITHARGE
ORANGE MINERAL
ZINC OXIDE
BLUE VITRIOL
BORAX
GLYCERINE

B.&S.H.THOMPSON & COMPANY LIMITED MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.
Canadian Sales Agents: United States Steel Products Company
Exporters for American Sheet & Tin Plate Company

BERRY BROTHERS' CELEBRATED MADE IN CANADA BRILLIANT DURABLE UNEXCELLED VARNISHES WALKERVILLE, ONT.

A Varnish Selling Advantage

The reputation for quality so widely enjoyed by Berry Brothers' products is a valuable asset for the varnish dealer.

"Berry" Finishes produce handsome interiors that last. This means economy, and there was never a time when economy was so vital as now.

"Berry" brands are easy to sell because of their recognized merit among all consumers. They are a sure foundation for a bigger varnish business.

Write for descriptive price list and interesting dealers' proposition.

BERRY BROTHERS (INCORPORATED)
World's Largest Varnish Makers

Established 1858

WALKERVILLE, ONTARIO

(643)

If interested, tear out this page and keep with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 10% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W. and 5, and 5½, 100, in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½% to 60 and 5%. London, 60%.

Ford's Auger Bits, 35 to 27½%.

Gilmour Auger Bits, 55 to 60%.

Gilmour Car Bits, 37½%.

Gilmour Eye Augers, 37½%.

Gilmour Ship Augers, 12½%.

Rockford Auger Bits, 50 and 10%.

Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.

London, 25%.

F.O.B. Toronto, Montreal London and Hamilton.

AXES

Single Bits, doz.	$11.25	$13.50
Double Bit	14.30	16.00
Boys' Axes	9.00	10.00
Hunters' Axes	8.00	9.50
Bench—No. 2, doz.	10.75	11.25
No. 3, doz.	11.50	12.15
No. 4, doz.	12.50	13.05

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.

Standard Quality, 40%.

Side Lace Leather, lb. $1.40-$1.75

Cut Lace Leather, lb. 1.60- 1.95

F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50 lb.	5 00
No. 3 x 60 lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.

Carriage Bolts ($1 list), 7-16 dia. and larger, net list.

Machine Bolts, ⅜ in. dia. and smaller, 10%.

Machine Bolts, 7-16 in. dia. and larger, net list.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 25%.

Skein Bolts, 20%.

Square Head Blank Bolts, net list.

Bolt Ends, net list.

Plow Bolts, net list.

Elevator Bolts, 5%.

Fancy Head Bolts, net list.

Shaft Bolts ($3 list), net list.

Step Bolts, large head ($3 list), net list.

Whiffletree Bolts, net list.

Nuts, square, blank, add to list $1.50.

Nuts, square, tapped, add to list $1.75.

Nuts, hexagon, blank, add to list $1.75.

Nuts, hexagon, tapped, add to list $2.

Stove bolts, 55%.

Tire bolts, 35%.

Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 12-13c

F.O.B. Montreal, London, Toronto.

BRASS

Per lb.

Spring sheets, 24 gauge and heavier, base $0 43

Rods, base ½ to 1 in. round 38-40

Tubing, seamless base 45½-50

Tubing, iron pipe size, base ¾ in. and up to 3 in. 45½-50

Copper tubing, iron pipe size, base ¾ in. up to 3 in. 47½-53

F.O.B. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz.	$5 50
3 sections, 5 ft., doz.	7 00
3 sections, 6 ft., doz.	8 50

F.O.B. Stratford.

BOILERS (Range)

30-gal. extra heavy	$14.50-$17
30-gal. Standard	13 00

F.O.B. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.

F.O.B. Stratford.

No. 1—18 in. x 24 in.	$ 7 35
No. 2—18 in. x 28 in.	8 10
No. 3—20 in. x 30 in.	8 85

Ironing Boards

Size 12 x 60 ins., doz.	$ 9 00
Size 13 x 66 in.	10 00
Folding, 14 x 58 ins., doz.	18 25
With sleeveboard attachment	22 00
Folding sleeveboards, per doz.	4 50

Boards, Stove

See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony ..... Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4.45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (glass)	....	5 00
Western King (enamel)	....	5 25
Wood, double faced	....	2 20

Subject to small discounts for quantities

F.O.B. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.

Triplex Spring Hinges, 20-10-5%.

Chicago Mortise Floor (5000), 33 1-3%.

Chicago Relax Floor (6000), 25-10-10-7½%.

Chicago Premier (4000), 16 2-3%.

Chicago Ajax (3000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.

Chicago Screen Door (2000), 40-7½%.

Chicago Screen Door (3000), 16 2-3 and 5%.

Non-Hold Back Screen Door, on application.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, $20.50; ¼, $15; 5-16, $12.50; ⅜, $10.75; 7-16, $10.50; ½, $10.35; 9-16, $10.35; ⅝, $10.20; ¾, $10; ⅞, $9.90; 1 inch, $9.75.

Fire Welded B.B.B. Chain — ¼, $18.50; 5-16, $16; ⅜, $12.90; 7-16, $12.70; ½ in., $12.50, ⅝, $12.30; ¾, $12.20; ⅞, $12; 1 inch, $11.90.

Electric Welded B.B.B. Chain—¼, $11.50; 5-16, $11; ⅜-¾ inch, $10.

F.O.B. Montreal.

Canadian coil chain, 40 and 10% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.55 in carlots; $3.15 bbl. in small lots.

F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 25% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 22½% f.o.b. Montreal, Ottawa, Kingston, St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—Montreal		Toronto
No. 0	$15 20	$15 20
1	18 80	18 80
2	23 95	24 00
3	30 35	30 35
Russwin—		
No. 0	$17 70	
No. 1	21 70	
No. 2	24 95	
No. 3	34 60	

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. length	5 25
18—6-strand, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$42 50	$43 00
Plain sheets, base 16 oz. and heavier	46 00	44 00
Copper sheet, tinned, 14x60 in., 14 oz.	48 00	....
Copper sheet, planished, base 16 oz. and heavier	57 00	45 00
Braziers' in. sheets, 6x4 base	45 00	44 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	63-65
No. 7, lb.	62-64
Nos. 8, 9, 10, 12	61-63½

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

	Montreal	Toronto
Prices nominal.		
Ordinary, 52 sheets.	$11 75	$ 8 50

	Apollo	Galvanized Crown	Gorbals
18x24x52	.....	....	....
60	.....	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base (nominal)	32 00
IXX, 20x28 base (nominal)	36 00
IXXX, 20x28 base (nominal)	40 00

F.O.B. Toronto

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	$40 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets. 25 00

F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—

14x20 IC, base	$17 00
20x28 IC, double box	34 00

F.O.B. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2.40-$2 65
Good Morning, each	1 15
Lookout	1 45-1 50

F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 40%.

Rd. Shk., 30 to 40%.

Wood Drills, 20%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.60 doz.

EMERY CLOTH

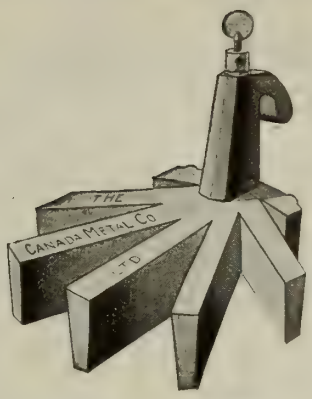
See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.



Babbitt Metals



Battery Zincs

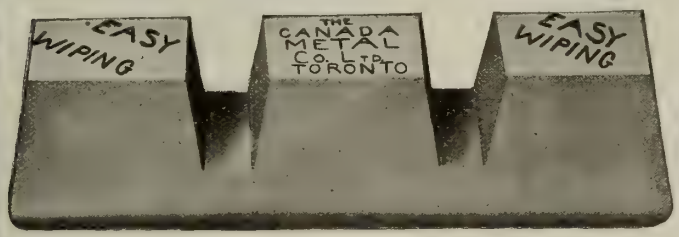


Imperial Solder Paste

PIG LEAD, PIG TIN, INGOT COPPER, ZINC, ANTIMONY, ALUMINUM

THE CANADA METAL CO. LIMITED TORONTO

The Plumber's Favorite



Wiping Solder

SHEET LEAD, SOLDER, BLOCK LEAD

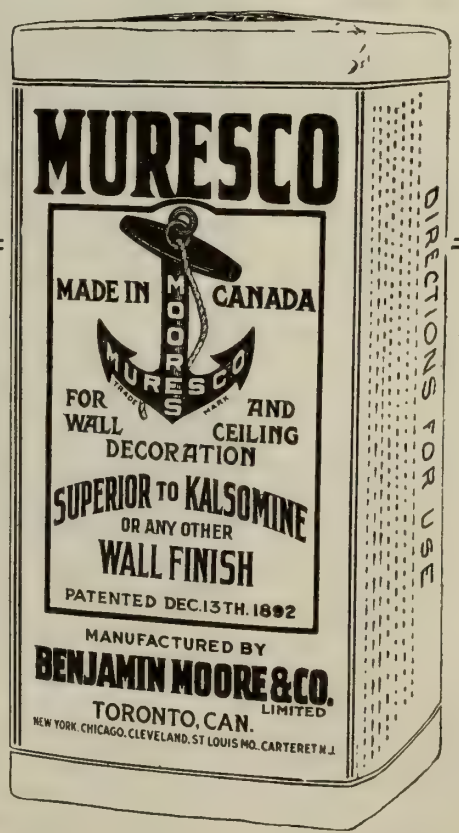
THE CANADA METAL CO. LIMITED TORONTO

It should be easy to sell Muresco this year

As a really decorative wall covering there is nothing more economical than Muresco and certainly nothing more sanitary. With the minds of all people concentrating on economy and saner living, Muresco should show vastly increased sales this year. Where under normal conditions wall papers would be used, Muresco will be used, because it is cheaper and costs less to apply.

Suggest Muresco in your windows and in your store displays and lay stress on the economy it means.

BENJAMIN MOORE & CO.
Limited
WERT TORONTO, CANADA



If interested, tear out this page and keep with letters to be answered.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.O.B. Toronto, Montreal, London, and Hamilton.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick	1 90
Under 40 lbs.	2 00
Bi-Treadle, each	5 90

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$9.10-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12.50- 13.85
Hand sewn, no shank, 1 in.	16 20
Hand sewn, no shank, 1¼ in.	18 00

Halters (Sisal).

7-16 in. gross, $25; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

	List
Can., 5 lbs. and over, cwt.	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All handles, neckyokes, whiffletrees and doubletrees, hay rakes and horse pokes, 40%.

Maple and ash pike poles, 35%.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 86
BT barn door track, round, per ft.	0 24

Discount from above, 45%.

Atlas, No. 0	8 15-8 45
Atlas, No. 1	8 95-9 25
Steelall, No. 50	11 00
Steelall, No. 51	12 50
Atlas, No. 2	10 40-10 75
Stearns, 4 in.	7 40- 7 65
Stearns, 5 in.	10 25-10 65
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz.	10 25-10 65
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5-in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	7½
Extra hooks for above, ¾ in., per lb.	7¼

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	Fox
No. 2, per doz.	$3 45	$4 00
No. 3, per doz.	4 00	4 50
No. 4, per doz.	4 60	5 10
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
Light iron	0-7	$5 75	$6 00
Long heel light iron	3-7	5 75	....
Medium iron	1-8	5 75	6 00
Heavy iron	6-8	5 75	....
Snow	1-6	6 00	6 25
New light "XL" steel	1-6	6 20	6 45
Featherweight "XL" steel	0-4	7 60	....
Special countersunk	0-4	8 10	....
Toe weight (front only)	1-4	8 60	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½", 100 ft.	$14.85-$15.75
Corrugated, ⅝", 100 ft.	17.80- 18.75
Corrugated, ¾", 100 ft.	20.45- 21.50
Corrugated, 1", 100 ft.	31.50- .....

Less 5% for full reels, 500 ft.,

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 75
Mrs. Potts, No. 50, nickel-plated, set	1 85
Mrs. Potts, handles, japanned, doz.	$1.15-$1.30
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons, each	3 38
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.	Per ft.
Shelf-lock	16c ft.
Ontario	21c ft.
Faultless	24c ft.
Mechanics	31c ft.
Hercules	28c ft.
Perfect	26c ft.
Faultless, extra heavy	29c ft.
Hercules, extra heavy	33c ft.
Mechanic, extra heavy	36c ft.
B.T. Standard	21c ft.
B.T. Economy	16c ft.
B.T. Iron Bound, 4-8 ft.	28c ft.
B.T. Iron Bound, 10-14 ft.	33c ft.
B.T. Iron Bound, 16 ft.	43c ft.
B.T. Iron Bound, 18 and 20 ft.	53c ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	19c ft.
34 to 44 ft.	21c ft.
46 to 60 ft.	31c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	15c ft.
18 ft. to 22 ft.	16c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

	Per doz.
Short Globe, doz.	$12 50
Jap'd Dash, doz.	15 00
Search Dash, doz. X-ray	15.75-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.	18.25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen	
Cold blast, short	1 00	1 10
Cold blast	1 00	1 10

3 doz. cases, 90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby	4.00-4.20
Cold blast, common ruby	4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Easywork	19 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	7 50
B.T. Bonnie, style B	8 00
B.T. Ideal	11 00
B.T. Ideal Power	12 50
B.T. Ideal Water Motor	20 75
B.T. Cyclone	10 50
B.T. Vollmar, No. 2	10 60
B.T. Vollmar, No. 3	11 50
Forest City, engine-driven	37 50
Forest City, electric	80 00

Discount on B.T. goods, 27½%.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	1.75-2.00
Carpenters', No. 3	3.50

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
Sprustex No. 2, doz.	8 00
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	2 00
Crescent, doz.	2 60
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1	inch....$1	3 inch	10c
1½	inch....$1	3¼ inch	10c
1¼	inch....65c	3½ inch	10c
1½	inch....40c	4 inch	5c
1¾	inch....40c	4½ inch	5c
2	inch....30c	5 inch base.	
2¼	inch....30c	5½ inch base.	
2½	inch....15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory points, carload freight allowed,, $5.47½.

Sault Ste. Marie, Port Arthur, Fort William, $5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.65 base; London, $5.60; Hamilton, $5.65. No equalization of freights.

Roofing Nails — American, large head, keg, $8.45. London, $7.70. F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand	Per box of 25 lbs.
No. 3		$19 50
No. 4		9 50
No. 4½		8 25
No. 5		4 50
No. 6		4 25
No. 7		4 00
No. 8		4 00

WHEREVER YOU SEE THIS LABEL IT'S

The Right Paint To Paint Right



A. Ramsay & Son Company

Makers of Paints and Varnishes Since 1842

TORONTO Montreal VANCOUVER

If interested, tear out this page and keep with letters to be answered.

No. 9 ..... 3 75
No. 10 ..... 3 75
No. 11 ..... 3 75
No. 12 ..... 3 75
Discount from above is 10% in small quantities and 10 and 5% in larger quantities.
F.o.b. Montreal, Toronto, Hamilton, London

"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$18 75
4	1¾"	8 75
5	1 15-16"	3 50
6	2⅛"	3 25
7	2 5-16"	3 00
8	2½"	3 00
9	2 11-16"	2 80
10	2⅞"	2 80
11	3 1-16"	3 00
12	3¼"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾-inch mesh and 20 ga. wire)

24 inch...	$10 50	36 inch...	$15 00
30 inch.....	12 75		

½-inch mesh and 22 ga. wire)

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)	$21 50
U.S. Navy (unspun)	20 75
Clipper (unspun)	21 50
U.S. Navy, Eng., unspun	20 00
U.S. Navy, Eng. (spun)	21 00
Plumbers (spun)	$8 50 $10 50

F.o.b. Montreal, Toronto

OIL	Montreal	Toronto
Royalite	0 18	0 17
Palacine	0 21	0 20
Gasoline, gal.	0 32½	0 31½
Castor oil, per lb.	0 55	0 50
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 18	0 15½
Cylinder Green, med.	0 55	0 56
Capital cylinder	0 50½	0 49½
Machine oil, regular grades	25½-42	29½-30
Standard gas engine oil	38¼	38¼-37½
Paraffine	0 21	0 21
XXX machine	0 24½	0 28
Fuel oil, bbls.	0 14	0 13
Fuel oil, tank cars	0 12½	0 11½

OLD MATERIALS
See weekly report.

PACKING	Per lb
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 70
Surprise Fibre	0 66
Tarred felt, per cwt.	3 25-3 35
Asbestos sheeting (per 100 lbs.)	$12-$15
Carpet Felt, 16 oz., per 100 lbs.	$4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.	$8 35	$ 9 00
6 to 7 lbs., doz.	8 90	9 65
7 to 8 lbs., doz.	9 45	10 30
8 lbs. only		10 55

Rock—

5 to 6 lbs., doz.	8 85	9 00
7 lbs., doz.	9 40	10 80
8 lbs., doz.	9 95	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT
Effective Jan. 7, 1918.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 6 00	$ 8 00
¼ in.	5 10	7 23
⅜ in.	5 10	7 23
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 70
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00
Standard Lapweld.		
2 in.	29 28	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	88 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 40-45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Prices net list.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD
See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	35, 2½
8" soil pipe	35	30
Medium and extra heavy fittings, 6" and under	50	40, 2½

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	40%
Cistern Pumps	40%
Set Lengths	40%
Brass Lined Cylinders	40%
Brass Body Cylinders	40%

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 15%; Iron Burrs, 15%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	1 90
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	$5-$5.50
Roofing Pitch, 75 to 85c per cwt.	

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	61½-67
5-32 in.	60½-65½
3-16 in.	57 -62
¼ in. and up	56 -61

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS
Net list.

SCREWS
Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs
10¾ oz.	$9 50
U.S. 28	9 20
U.S. 26	8 90
22 and 24	8 75
18 and 20	8 60
16	8 45

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 8 35
16 gauge	12 05	8 45
18-20 gauge	10 30	8 60
22-24 gauge	10 45	8 75
26 gauge		8 90
28 gauge		9 20
10¾ ozs.	11 05	9 50

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$ 8 70
18-20	12 55	12 55	8 85
22-24	12 25	12 25	9 05
26	12 25	12 25	9 25
28	13 00	13 00	9 65
10¾ oz.			10 00

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES	Per sq.
Standard galvanized	$11 00
Shipping weight, 90 lbs.	
Standard painted	8 50
Shipping weight, 80 lbs.	

Discount 7½%.
F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL	
Standard galvanized	$9 25
Standard painted	7 50

Discount 7½%.
F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS
Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR
See Weekly Report.

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	5 00

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 520 (120), each	$5.75
No. 525 (125), each	5 50
No. 530 (130), each	6 25
No. 630 (230), each	8 25

Discount 25% off list.
F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

SPRING OF 1918

WILL BRING BIG DEMANDS

for

SHERWIN-WILLIAMS PAINTS



Homes must be painted—Our Big Consumers Campaign this Spring will teach your customers this fact, and what paint or varnish to use.

BE READY TO PLEASE AND SATISFY YOUR CUSTOMERS by having the paint or varnish they ask for in stock.

Do not let a sale go by. Each sale means a profit for you. Increased sales mean increased profits and better business.

See that you have in stock, or on order, all that you will possibly need. The uncertain condition of the raw material market means a shortage that may occur any time. Have your requirements bought and don't worry.

If you are not a Sherwin-Williams Agent, write us for particulars and participate in this Big Advertising Campaign for S-W Agents.

THE SHERWIN-WILLIAMS CO.

of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	.....	net list
Hollow Back No. 2 Shovels	30%	.....	5%
Hollow Back Sand Shovels and Coal Shovels	30%	.....	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	—Per Dozen—		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	17 80	.....	14.80
Coal Shovels, No. 3 Black	22.00	.....	14.50
Sand Shovels, No. 3, black	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black	19.00	18.00	17.00

For polished goods the following net extras apply:
Full polished .....$1.00 per dozen net
Half polished .....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's
American Queen, nic'd trim, ball bearing .....Doz.	$39 00
Club, nic'd trim., "Cyco" bearing	32 00
Champion, nic'd trim	30 00
Champion, Jap'd trim	27 00
Elite, nic'd trim., B.B.	41 00
Grand Rapids, nic'd trim., B.B.	36 00
Grand Rapids, Jap'd trim., B.B.	32 00
Parlor Queen, nic'd trim., B.B.	42 00
Princess, nic'd trim., B.B.	37 00
Standard, nic'd trim	32 00
Standard, Jap'd trim	29 00
Universal, nic'd trim, "Cyco" bear.	34 00
Universal, Jap'd trim., "Cyco" bear.	30 00

F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim	$1 00
Household, Jap'd trim	67 00
Superba, nic'd trim	96 00

F.o.b. Toronto, Hamilton, London.

TACKS

Discount
Wire Tacks .....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1. 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount. Samson, 20% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10		

Prices net list.

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME)

	Doz. with chain
Victor No. 1	$2 05
Jump, No. 1	2 65
Hawley & Norton, No. 1	3 15
Newhouse, No. 1	4 30

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder)

	Per lb.
500 ft.	$
550 ft.	
600 ft.	
650 ft.	

In 5-ton lots ½c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 52½-65½
4-ply wrapping, lb.....56 -72½

F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz	$16 50
No. 1, per doz	14 25
No. 2, per doz	12 00
No. 3, per doz	10 50

F.o.b. Newmarket

VALVES

	%
Ground work	50
Compression work, standard	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	net
Radiator valves, standard	15
High grade	7½
Globe, angle and check valves, standard	10
Do., high grade	7½
Patent quick opening valves	35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 30%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 20%.
Railroad Cans, list, plus 10%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Sniders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 60%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 75
Sectional, ½ lb., per 100 lbs.	4 45	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 1v

WHEELBARROWS

Navvy, steel wheel, doz. .46.20-48.00
Garden steel wheel, doz. .57.60-63.00
Light garden, doz. 43.00-54.00

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton Montreal

Cut Hay Baling Wire

	Per 100 lbs
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Hay Wire in Coils

No. 13	6 80
No. 14	6 90
No. 15	7 05
No. 16	7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 50

Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 66
No. 11	6 72
No. 12	6 80

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire.

	Toronto
Barb	$5.50-$6.20
No. 9 pl. galv.	4.70- 5.90
No. 12 pl. galv.	4.85- 6.00
No. 13 pl. galv.	4.50- 6.15
No. 9 coil sp.	5.00- 5.90
No. 12 coil sp.	- 6.20

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 50
Fence staples, galvanized.$6.25-6.50
In 25-lb. boxes add 25c extra

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.

Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.....10%
Brass wire, 3 to 24 gauge, add.40%
25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 00
In 50-ft. rolls 3 05
Bronze, sq. ft. 0 14

F.o.b. Toronto, Hamilton, London

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass, screw eyes suits, A.B.C. 70%
Brass Screw Hooks 70%
Brass Gate Hooks and eyes 70%

F.o.b. Toronto, Montreal, London. Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$34 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 80
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$14 00	18 in.	$31 20
10 in.	15 60	24 in.	45 25
14 in.	21 85		

Coes—	Doz. net		Doz. net
6 in.	$13 00	15 in.	$31 20
8 in.	15 60	18 in.	41 60
10 in.	18 20	21 in.	50 70
12 in.	23 40		

Stillson—	Each	Dozen	Net
6 in.	$1 10	$12 00	$12 50
8 in.	1 25	13 50	14 00
10 in.	1 40	15 00	15 60
14 in.	1 95	21 00	21 85
18 in.	2 75	30 00	31 20
24 in.	3 95	43 50	45 25
36 in.	....	81 00	84 25
48 in.	....	....	124 80

ZINC

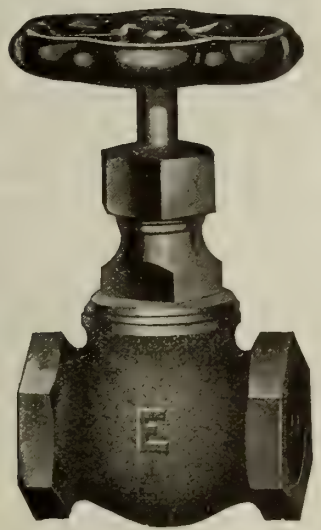
For zinc products and zinc sheets See weekly report.

EMPIRE MFG. CO., LIMITED

LONDON - - TORONTO

Brass Valves, Bibbs, Basin Cocks, Steam Stops, Plumbing material for country homes.

Water Closets,



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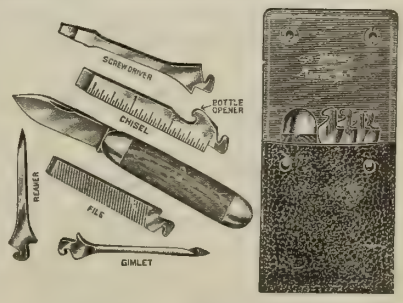
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No matter what a man's occupation may be, he will find daily use for the "So Handy" Pocket Knife Tool Kit. Autoist, Sportsman, Hunter, Farmer, Boy Scout—these, especially, will find it a pleasing and practical pocket companion. Excellent, too, for use around the home.

Outfit comprises a splendid Jack Knife with cocoa handle and an exceptionally good blade, and the following tools which can be instantly attached to the knife handle: File, Chisel, Reamer, Screw Driver, Bottle Opener, Gimlet and Rule, all made of high grade steel, carefully hardened and oil tempered.

The So Handy Kit is made in five styles. Jobbers—get posted about this good specialty.



RETAIL PRICE $1.50.

THE BRIDGEPORT HARDWARE MFG. CO. BRIDGEPORT, CONN., U.S.A.

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX

	Per lb.
Small quantities	$0 40 $0 45
Larger quantities	0 38 0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1. $1.50-$2.00
Banana oil, gal. 3.50- 4.25
F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each. $1.35 $2.00
Weighted, 20 lbs., each. 1.60- 2.25
Acme, 15 lbs., each 1 75
Acme, 20 lbs., each 2 00
Acme, 25 lbs., each 2 85
F.o.b. Toronto.

COATING

Cement Coating $3 00 $3 75
F.o.b. Montreal, Toronto.

COLORS (DRY)

	Per lb.
Raw Umber, 100-lb. kegs	7-15c
Burnt Umber, 100 lbs.	7-15c
Raw Sienna, 100-lb. kegs	7-15c
Burnt Sienna, 100-lb. kegs	7-15c
Imp. green, 100 lb. kegs	0 23
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k.	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	2½-3¼
Spruce ochre, 100-lb. kegs	4c-6c
Canadian red oxide, bbls.	2 -2¼
Super magnetic red	2¼-2½c

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

	Gal.
Venetian red, 1 lb. tins, pure	0 15
Indian red	20-26
Chrome yellow, pure	45
Golden ochre, pure	22
French spruce ochre, pure	16-18
Chrome green, pure	18-26
French permanent green, pure	24
Signwriters' black, pure	25
Marine black, 5 lb. irons	0 17
Lampblack	0 24

F.o.b. Montreal, Toronto.

ENAMELS (White)

	Gal.
Duralite	6 50
Albagloss	5 50

GLUE

	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs.	$28 00
Case No. 8—100 ½-lb. pkgs.	31 00
Case No. 9—200 ¼-lb. pkgs.	38 00
Discount.	
French medal (prices withdrawn)	
English common sheet	30-35
English prima	0 38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	30-32
Ground glue, No. 2, 112-lb. bags	23½-24
Do., No. 2, less than bags	25

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$10 75	$15 60
26 to 34	11 20	16 85
35 to 40	11 70	17 85
41 to 50	15 40	20 35
51 to 60	16 10	20 80
61 to 70	17 20	22 05
71 to 80	19 35	24 10
81 to 85	....	29 85
86 to 90	....	31 95
91 to 94	....	32 80
95 to 100	....	38 05
101 to 105	....	42 00
106 to 110	....	48 55

F.o.b. Montreal. Discount 15% on box glass.

Discount from pane list 20 and 5%.

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount box glass, 40 and 10%. Cut lights, 33 1-3%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price, 10% off list; country, 5%.

For shipments of glass outside of Toronto, Hamilton or London, 10% discount from the list. Freight charges paid to destination, provided the gross list value of the glass is $75 or over. Under $75 in value, 10% discount from the list, f.o.b. Toronto. These prices apply to glass under 90 inches in height. Over 90 inches, then special flat car rates apply.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.52 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	$15 00	$15 20
Crown Diamond	15 00	15 20
Crown Pure	15 00	15 20
Green Seal	15 00	15 20
Tiger Pure	15 00	15 20
Ramsay's Pure	15 00	15 20
Moore's Pure	15 00	15 20
O.P.W. Dec. Pure	15 00	15 20
Red Seal	15 00	15 20
Decorators' Pure	15 00	15 20
O.P.W. English	15 20	15 40
Elephant Genuine	15 60	15 70

B.B. Genuine Lead, less than tons, $16.80 Toronto; $16.60 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00 $14 50
Genuine, 100-pound kegs, per cwt.	14 75 15 50
Less quantity	16 00

F.o.b. Montreal. Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Paste
1-lb. tins	
2-lb. tins	
5-lb. tins	
10-lb. tins	
25-lb. casks	
50-lb. casks	
100-lb. casks	
300-lb. casks	
600-lb. casks	

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.20; white, 5-lb. packages, $6.60.
F.o.b. Toronto.

LINSEED OIL

For prices see weekly report

PAINTS, PREPARED

Price per gallon

Elephant, white	3 45
Elephant, colors	3 05
B.H. English, white	3 55
B.H. English, colors	3 30
Minerva, white	3 40
Minerva, colors	3 15
Crown Diamond, white	3 30
Crown Diamond, colors	3 05
B.H. Fresco-tone, white	3 05
B.H. Fresco-tone, colors	2 85
Moore's House Colors, white	3 25
Moore's House Colors, colors	3 15
Moore's Egyptian paint, all colors	2 50
Moore's Floor Paint	2 65
Moore's Sani-Flat	2 75
Jamieson's Crown Anchor	3 05
C.P.C. Pure, white	3 55
C.P.C. Pure, colors	3 30
O.P.W. Can. Brand, white	3 10
O.P.W. Can. Brand, colors	2 90
O.P.W. Can. Brand, floor	2 45
O.P.W. Flat Wall, white	2 80
O.P.W. Flat Wall, colors	2 60
Ramsay's Pure, white	3 40
Ramsay's pure, colors	3 10
Martin-Senour, 100% white	3 55
Martin-Senour, 100% colors	3 30
Martin-Senour, Porch Paint	3 30
Martin-Senour, Neutone, wht.	3 10
Martin-Senour Neutone, col.	2 85
Senour's Floor Paint	2 75
Sherwin-Williams, white	3 55
Sherwin-Williams, colors	3 30
Flat Tone, white	3 05
Flat Tone, colors	2 85
Lowe Bros. H.S., white	3 55
Lowe Bros. H.S., colors	3 30
Mellotone, white	3 10
Mellotone, colors	2 95
Sanitone, white	3 05
Maple Leaf, white	3 55
Maple Leaf, colors	3 30
Maple Leaf, floor	2 75
Maple Leaf, flat wall	2 85

F.o.b. Montreal, Toronto.

PARIS GREEN

Prices withdrawn.
600-lb. bbls.
250-lb. kegs
100-lb. drums
50-lb. drums
25-lb. drums
1-lb. 100s, papers
½-lb. 200s, papers
Prices f.o.b. Toronto, Hamilton, London.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY	Standard Montreal	Less than tons Toronto
Bulk, in casks	$4 10	$4 30
Bulk, 100-lb. drums	4 95	5.05-5.15
Bulk, 25 lb. drums	4 95	5 15
Bulk, 12½-lb. irons	5 20	5 40
Bladder, in bbls.	5 20	5 40

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $1.75 cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $4-$4.50.
Pure Orange, gal., $3.75-$4.25.
Gum Shellac, TN, 70-74c lb.; finest orange, 83-86c; bone dry white, 80-83c.
F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 00
B.H. Vanisher	$2 75
Cumoff	3 00
O.P.W. Presto	2 65
Lingerwett	3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING

	Gal.
Liquid Slating, B.B.	$2 20

VARNISHES

	Per gal.	cans
No. 1 Furniture, extra, barrels, $1.10 gal.; gal. tins	$ 1	32
B.H. Stovepipe Varnish, ½ pints, per dozen	1	40
Everlastic, gal. list	3	25
Depend-on, list	3	25
B.H. Maritime Spar, list	7	90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.		
Elastilite	2	50
Granitine	2	40
Hydrox Spar	3	25
Sun Varnish	2	40
Sun Spar	4	18
Sun Waterproof Floor	2	75
Jasperite Interior and Exterior	2	40
Jasperite Pale Hard Oil	1	75
Jasperite Floor Finish	2	40
Jamieson's Copaline	2	75
M-S Marble-Ite Floor	2	99
M-S Wood-Var	2	99
M-S Durable Spar	4	16
M-S Finest Interior	3	51
Elastic Interior	2	40
Quick Action House	2	25
Mar-not	3	20
Rexspar	4	20
Scar-Not	3	03
Kyanize Spar	4	50
Kyanize Cabinet Rubbing	3	50
Kyanize Interior	3	50
Luxeberry light	3	00
Luxeberry granite	3	20
Luxeberry spar	4	50
Ramsay's Universal	2	40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $6.50; colors	7 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 20
XX Quality	0 18
X quality	0 15

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 21
X Grand	0 19¾
XLCR	0 18½
X Empire	0 17¼
X Press	0 16

WASTE, COLORED WIPING

Quality I	0 14
Quality 1A	0 12
Quality 1B	0 10
No. 5	0 15
No. 6	0 13
No. 7	0 12
Japanese	13½

WIPING WASTE, COLORED

Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	..

This line subject to trade discount for quantity.

WAX	Per lb.
C. & B. Floor Wax	$0 35
B.H. Wax	0 35
Ronuk Floor Wax lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 30
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 45-0 55
Johnsons	0 45-0 55
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 40

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2.00
Gilders, bolted, in bbls.	2.50

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL

	Per gal.
In five gallons	$1.80-$1.90
In barrels	1.70

$1 extra for barrels
F.o.b. Montreal, Toronto, London.

Quality Equal to the Best. Service Better Than That.

BOLTS
NUTS
SPECIALS



RIVETS
NAILS
WIRE

Winnipeg
C. C. CARTWRIGHT
85 Water St.

THE NORTHERN BOLT SCREW & WIRE CO., LTD.
Owen Sound, Ont.

Montreal
EDWARD ROY
75 St. Timothy St.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO



RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.
Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $6.10; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Black, $7.65 per M. net. Center Fire Pistol, 5%; Center Fire Sporting, 5% off list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regal Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $41; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$12 00	$14 50
Double Bit	14 50	16 50
Broad axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen			
3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin 20%
Gilmour 60%

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.05 base; other sizes, $5.60 base; Swedish iron, $5.25; sleigh shoe steel $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 33 1-3%; over 6 in., 20 and 10%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOARDS—Wash

	Doz.
Improved Globe	$4 00
Diamond King, Glass	4 75
Western King, Enamel	4 75

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	35
3 x 3 in.	37
3½ x 3½ in.	38
4 x 4 in.	47
4½ x 4½ in.	68
5 x 5 in.	80

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; ¾, $7.25; Logging, 5-16, 11c; ⅜ 10c; ½, 9¾c; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20. No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 40
Baby Ben	2 40
America	1 25
Lookout	1 50
Sleepmeter	1 55

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks

8, 9, 10 .56 lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 5 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe	Discount 45%
Nicholson Gen.	Discount 35%

FITTINGS

Malleable	Black	Galv.
Class B	$ 26	$ 36½
Class C	17	26
Bushings	25%	..
Unions	35%	..
Nipples 4" and under	45%	..

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. barrels, 30c lb.; 100-lb. barrels, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$10 50	$15 25
26 to 40	11 50	17 25
41 to 50	15 00	19 50
51 to 60	15 50	20 50
61 to 70	16 50	22 00

GLASS (Plate)

5% off list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $6.75; No. 2 and larger, $6.50; snowshoes, No. 0 to No. 1, $7; No. 2 and larger, $6.75; steel, No. 0 to 1, $7.20; No. 2 and larger, $6.95; featherweight, $8.35.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED

	Apollo	Premier	"Fleur de Lis"
10¾ oz. or 28 Eng.	$11 20		$11 20
28 Am. or 26 Eng.	10 90		10 90
26 Am. or 26 spec.	10 60		10 60
24	10 45		10 45
22	10 45		10 45
18 and 20	10 30		10 30
16 Am.	10 20		10 20

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb.; 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set. $1 80
Mrs. Pott's No. 50, set. 1 90

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $2 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$12 50
No. 25, Dash-board	16 25
Short Globe, doz.	12 50

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 00
3	2 70
4	4 75
Barn Door	
5	2 70
8	2 90
9	4 10

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$4 75
New Century B	10 15
New Idea	11 35
Snowball	8 50

MATTOCKS

Pick, $10; cutter, $10.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	4 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$7 75	$8 25
Empress	10 00	10 60
Daisy	6 15	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING—POULTRY

Net Prices Per Roll

1 in. mesh x	24 in.	$5 95
	30 in.	7 20
	36 in.	8 50
2 in. mesh x	24 in.	2 90
	30 in.	3 40
	36 in.	4 05
	48 in.	5 25
	60 in.	6 55
	72 in.	7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots, all styles, 1c less than above

OILS

"Buffolite," 22½c; Ideal Thresher, 37c; "B" Castor machine oil, 32½c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 22½c; "Engoline engine coal oil, 18½c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $19; less quantities, 20c.

PICKS, Clay, 6-7, $9.60 per doz.

POLISH—

	Doz.
O-Cedar—	
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page.)

Stephens
REGISTERED TRADE MARK

Take your customer's word for it



We do make claims for Wa-Ko-Ver Stain. We do say it will do all that any varnish stain can do, and a little more. We do know that your customer will be thoroughly pleased with Wa-Ko-Ver—so thoroughly pleased that he'll thank you for having recommended it.

But—we do not ask you to accept our estimate of Wa-Ko-Ver. We leave it to your customer to convince you.

We guarantee every single tin of Wa-Ko-Ver. If your customer isn't satisfied, we're not satisfied—our guarantee means something.

Wa-Ko-Ver is the Varnish Stain you've always wanted to push — the kind that you can safely recommend to your best customer. If there is no Stephens' Dealer in your locality, let's hear from you right away.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers

WINNIPEG - - CALGARY

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER. Paris, per bbl., $3.75.

PLATES, CANADA

18x21 per box, half polish, $10.25; full polished, $11.75; 18x24, half polished, $10.25; full polished, $11.75; 20x28, half polished, $10.25; full polished, $11.75.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 30
1½-lb. tins	0 09

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope, ¼ and over, 52½%.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $9.00; Watch Spring, $9.40; Lance Tooth or Lightning Blades, $10.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 loop	11 50
Bush	13 00

SWEEPERS, Carpet—	Each
Bissell's Grand Rapids, jap'd.	$2 85
Bissell's Grand Rapids, nick.	3 20
Bissell's Vacuum	8 00

STEEL SHEETS, BLACK

10 gauge	$8 50
12 gauge	8 50
14 gauge	8 40
16 gauge	8 50
18-20 gauge	8 80
22-24 gauge	8 85
26 gauge	8 90
28 gauge	9 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr Pt., $12.40 per doz.; D.H. Rd. Pt. $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd Pt., $13.30; L.H., Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30. Black Cat and Crescent Scoops—No. 4, $15.80 doz.; No. 6, $16.80; No. 8, $17.80; No. 0, $18.80; Moose & Jones Scoops, No. 4, $16.90; No. 6, $17.80; No. 8, $18.70; No. 10, $19.60.

SOLDER. Per pound, 43 to 44c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95 ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring $7.50; machine, $8.00 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.80 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $9.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

Net list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TRAPS, GAME—	Doz. Victor	H.& N.	Jump
No. 0	$1 80	....	....
No. 1	2 12	$3 25	$2 75
No. 1½	3 17	4 88	4 12
No. 2	4 44	6 83	6 05
No. 3	5 90	9 10	8 05

TUBS—	Wood	Fibre
No. 0	$18 30	$18 75
No. 1	15 65	16 10
No. 2	13 20	13 40
No. 3	11 45	11 45

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply	$0 57½
Cotton, 4-ply	0 60

Dozen

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.

Scotch Grey, 40, 12½% discount.

Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, 17½% discount.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.6[illegible] less than ton lots, $17.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Fort William, $5.10, Winnipeg, $5.50; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40, 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 00
8 in.	7 20
10 in.	8 40
12 in.	10 80
15 in.	14 40
Perfect Handle—	
6 in.	13 00
8 in.	15 60
10 in.	18 20
12 in.	23 40
15 in.	31 20
18 in.	41 60

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 13
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 60
36 in.	6 75
Trimo—	
10 in.	$1 45
14 in.	2 00
18 in.	2 90
24 in.	4 15

Dozen

Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Royal Canadian, $51.90 per doz., Eze, $56.10 per doz.; Bicycle, $6[illegible] per doz.; Ajax, $125.80 doz.

Setting a standard-and then-living up to it

We have set for ourselves a standard of excellence – not that we might tell you of it, but that we might live up to it. And we are living up to it in a way that is proving satisfactory to Hardware Merchants who require accurate service on their orders of Electrical Supplies and Automobile Accessories.

If you are particular as to the goods you buy and the service you get, let us prove to you the value of the standard we are living up to.

Great West Electric Co. Limited Winnipeg

ESTABLISHED 1849

WOOD, ALEXANDER & JAMES

Successors to WOOD, VALLANCE & CO.

WHOLESALE HARDWARE MERCHANTS

SHELF AND HEAVY HARDWARE

CONTRACTORS' and MILL SUPPLIES

BAR IRON AND STEEL

BUILDING PAPER AND ROOFINGS

AUTOMOBILE ACCESSORIES

BRANCHES: Toronto Office, 25 Front Street East; Wood, Vallance, Limited, Winnipeg, Man.; Wood, Vallance & Leggat, Limited, Vancouver, B.C.; Wood, Vallance Hardware Co., Limited, Nelson, B.C.; Wood, Vallance & Adams, Limited, Calgary. Alta.

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Canadian B. K. Morton Co., Montreal.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Ware Mfg. Co., Oakville, Ont.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Auto Accessories
Canadian Carbon Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg.
Hyslop Bros., Toronto.
Interstate Electric Novelty Co., Toronto.
Line, Hansen & Kimball Co., Moose Jaw, Sask.
McKinnon Chain Co., St. Catharines.
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Axes
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian Carbon Co., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co., Toronto.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Empire Mfg. Co., London, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bends, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Bibbs, Basin and Bath Cocks, Fuller
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brass Castings and Goods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets and Rods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boilers, Heating and Range
Empire Mfg. Co., London, Ont.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Bone Grinders
Toronto Lock Mfg. Co., Toronto.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Weston, Ont.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Builders' Hardware
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.
The Stanley Works, New Britain, Conn.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Specialties
Vol-Peek Mfg. Co., Montreal.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Faultless Caster Co., Evansville, Ind.
Landers, Frary & Clark, New Britain, Conn.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clothes Racks
Walter Woods & Co., Hamilton.

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

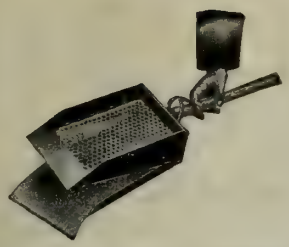
Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Crowbars
B. J. Coghlin & Co., Montreal.

Conductor Pipe, Hooks, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., Toronto.
Scythes, Ltd., Toronto.



Why not stock these lines, which will bring you good results

Ironing Tables, Garden Seats, Sleighs, Folding Chairs, Kiddy Karrs, Toboggans, Lawn Swings, Iron Washers, Mail Boxes, Chair Seats, Snow Shovels, Games, Knife Sharpeners, Auto Tyre Vulcanizers, Orange Peelers, Sifting Shovels, Croquet Sets, Hibernocycle, Tennis Rackets.

J. E. Beauchamp & Co., Montreal

Agents: Lynch & Manley, Toronto, Ont.; H. C. Brennan Co., Ottawa; Landry & Simard, Quebec.

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Practically an indestructible enamel which will not crack or chip off. Will stand washing and will never change color, either indoors or out. Made in pure white but can be tinted any color.

This is a line of sterling quality that will mean steady sales for you.

Let us send you full particulars. It will pay you to investigate.

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Montreal

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Cultivators
J. E. Gilson Mfg. Co., Port Washington, Ill.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
John Chatillon & Sons, New York, N.Y.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Culverts, Corrugated Metal
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Cameron, Toronto.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg.
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures
Barton Netting Co., Windsor.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Toronto Lock Mfg. Co., Toronto.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Interstate Electric Novelty Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Electro-plating
Toronto Lock Mfg. Co., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Expansion Tanks
Pease Foundry Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

Extinguishers, Fire
Booth-Coulter Co., Toronto.
Northern Electric Co., Montreal.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Ferrules, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.

Files
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Department Supplies
Booth-Coulter Co., Toronto.
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co. Montreal
Pedlar People Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co, Winnipeg.

Garden Cultivators and Weeders
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Glass, Window, Plate, Ornamental
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue, Sheet and Ground
Brantford Glue Co., Brantford, Ont.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.
A. Ramsay, Son & Co., Montreal, Que.

Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Dom. Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Dom. Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Machinery & Supply Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Door and Track
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.

Ferrules, Brass, Iron, Lead
Empire Mfg. Co., London, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg.
Interstate Electric Novelty Co., Toronto.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flint Cloths
John Oakey & Sons, London, Eng.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire
Canada Metal Co., Ltd., Toronto.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.

The Publisher's Page

TORONTO JANUARY 19, 1918

The Great du Pont Company Has Doubled Its Advertising Appropriation for 1918. Why?

This Extract From an Article In *Printer's Ink*, By George Frank Lord, Director of Advertising, E. I. du Pont de Nemours & Co., Wilmington, Del., Is an Official Answer and Is of Great Significance to Manufacturers Who May Now Be Hesitating as to Their War-Time Advertising Policies

CONTRARY to general opinion, military sales are in normal times, a negligible factor of this business. The dependable business of a manufacturer of explosives is the sale of dynamite and blasting powder for industrial and agricultural purposes, and of sporting powder for hunting and trap-shooting. But the war in Europe caused a sudden, enormous demand for American military explosives, successfully met by the du Pont, and later, other concerns, through heroic effort, large investment in plants and equipment and the organization and training of thousands of workers. It is not too much to say that American efficiency in meeting this emergency saved the Allies from utter rout in the first year of the war, and hence saved America from the projected attack following the expected fall of France, Russia and England.

This tremendous military business has supplied the du Pont company with great chemical and mechanical plants, necessitated increased capitalization, the employment of thousands, and the creation of two cities.

What will happen to our sales possibilities when peace comes?

How will we earn dividends on the capitalization war requirements made necessary?

How may we fill the war plants with peace products and give peace employment to the thousands of skilled workers living in the war-built cities?

Surely not by wondering what may happen in business when peace comes, but rather by making to happen, what must be to employ these facilities.

We are now engaged in developing to maximum sale possibilities all our old-time peace products: dynamite, blasting powder, sporting powder, pyroxylin chemicals and leather substitutes. We are also entering new but related lines of business: the manufacture of Py-ra-lin, of paint and paint chemicals, of varnish, commercial acids, dyes, drugs and miscellaneous chemicals.

This development calls for extensive, continuous advertising to let all America and the buying world know that the du Pont company which they thought was chiefly a manufacturer of military explosives, is really the world's largest diversified industrial manufacturer producing more than a thousand peace commodities.

We are advertising not merely for current sales results, but for the development of future markets. Our advertising is institutional. We are less concerned with the sale of whatever illustrative commodities we may advertise than with selling the du Pont oval, our trade-mark, and the big idea of du Pont American industries, designed to play a most important part in the post-bellum development of America and the reconstruction of Europe.

Our advertising effort in 1918 will be double that of 1917, and we expect results will justify continued if not increased effort after 1918. In adopting this policy, we believe we are serving not merely the interests of our stockholders, but of the country, and that this service in commercial preparedness is second only to the service that we can render in helping to win the war.

We have no doubt that many other of America's business organizations will in like manner save permanently for American business the fleeting advantages gained through foreign war business.

This should mean an increasing volume of broad, constructive advertising that will forever establish with the American public America's ability to supply all our necessities, utilities and luxuries, and have plenty left over for the markets of the world.

Incidentally, E. I. du Pont de Nemours are advertisers in Hardware and Metal, and have doubled their appropriation for advertising in Hardware and Metal during 1918.

THE BUYERS' GUIDE

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Hardware Specialties
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Canada Steel Goods Co., Hamilton.

Heaters
Beauchamp, J. E., Montreal.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ice Scrapers
James Bros. Co., Perth, Ont.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Boards
J. E. Beauchamp & Co., Montreal.

Iron, Corrugated
Metallic Roofing Co., Toronto and Winnipeg.
Canada Metal Co., Toronto.

Iron Sheets, Black and Galvanized
Dominion Sheet Metal Co., Ltd., Hamilton.

Iron and Steel Bars
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.

Jack Planes
National Machinery & Supply Co., Hamilton.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Kettles
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hulton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extension, etc.
Beatty Bros., Ltd., Fergus, Ont.

Lath, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Spielmann Agencies, Ltd., Montreal.

Lamps, Lanterns, Electric, Hand
Canadian Carbon Co., Toronto.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Spielmann Agencies, Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago, Ill.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.

Oil, Coal
Imperial Oil Co., Toronto.

Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.

Lace Leather
Wm. Taylor, Parry Sound, Ont.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Mantels and Grates
Barton Netting Co., Windsor.

Marine Brass Work
Empire Mfg. Co., London, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mendets
Collette Mfg. Co., Collingwood.

Meters
Canadian General Electric Co., Toronto.

Menders, rGnaiteware, Pot and Pan
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Monel Metal
International Nickle Co., New York.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil Cups
Canadian Winkley Co., Windsor.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
R. E. Bloomer, Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.

Packings
Consumers Cordage Co., Montreal.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

MacLean's Magazine

for JANUARY

Chasing the Submarine---by a Canadian

A CANADIAN, whose name is withheld, in the Motor Boat Patrol Service in the North Sea, tells in the January MACLEAN'S the story of the work and life and triumphs of the Service to which he is attached. It is a fine performance by MACLEAN'S to get this story for the Canadian people. Successes of this sort have made MACLEAN'S go far forward in public favor during past months.

If the horrid and terrible submarine warfare and the conquest of this pest of the deep interest you, learn more about submarines and their capturing in the January MACLEAN'S, and pass on to others the news of this unsigned contribution.

Ships---more ships---and yet more ships

THIS is a very strong article which Miss Agnes C. Laut contributes. As usual she is very well informed. Regarding the duration of the war she voices American opinion when she says that it is likely to be long drawn-out. The United States people are buckling down to a stern struggle. At this time we want very much to read what well-informed, virile thinkers and writers have to say about the war, since things are not any too bright in certain directions. Miss Laut has a good deal to say about the shipping programme of the United States, and certainly she gives facts and sets us thinking as few writers do.

"Jim" by Robert W. Service

A POEM by this strong poet—a poem wrought amid the smoke and hell of battle, yet fanciful and tender. One wonders how men can write fanciful verse amid surroundings that seem so adverse to thinking and writing, yet some gifted can detach themselves and let fancy play; or is it that their minds see through the real and horrible—through the immediate environment into inner things? Whatever it may be, we ought to be glad for the verse that men like Service give us, remembering how and where it is produced.

Adam and Arthur William Brown, Brothers

ADAM BROWN is a Canadian short story writer of large promise. His brother, Arthur William, is one of New York's foremost illustrators. Both brothers have joined their gifts to make Hannibal Helps a mighty good feature of the January MACLEAN'S.

A New Serial by Alan Sullivan

ALAN SULLIVAN'S recent novel, The Inner Door, is being well received. Perhaps we have no better novelist of his type in Canada to-day. He writes books that show introspection and fine analysis. This serial, The Magic Makers, adds venture and mystery to psychological study, and is a rare good thing. Arthur Hemming illustrates the story, which begins in Scotland and is transferred to Canada where the stage is set.

The Regular Departments of MacLean's

REVIEW of Reviews, Women at Work, The Business Outlook—are present in goodly measure. Oppenheim's The Pawns Count, Trench Pictures, and first-class illustrations by artists of note help to make the January MACLEAN'S good value for money.

At All News Stands, 20c

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto

Pipe, Galvanized, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Tools
Empire Mfg. Co., London, Ont.

Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Poultry Netting
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pumps
Beatty Bros., Ltd., Fergus
Canada Foundries & Forgings, Brockville
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville

Radiators
Empire Mfg. Co., London, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto

Rakes
Ward & Payne, Sheffield, Eng.

Ranges, Coal and Wood
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Wrought Iron Range Co., Toronto

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.
Butterfield & Co., Inc., Rock Island, Que.
Wells Bros. Co. of Canada, Ltd., Galt

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Shades, Electric
Canadian General Electric Co., Toronto.

Sinks
Empire Mfg. Co., London, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Solder
Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Champion Spark Plug Co., Windsor, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Montreal
Northern Electric Co., Ltd., Toronto
Eclipse Mfg. Co., Indianapolis, Ind.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Stoves
Enterprise Foundry Co., Sackville, N.B.
Canada Foundries & Forgings, Brockville.
Clare Bros. & Co., Preston
Findlay Bros., Carleton Place
Gurney Foundry Co., Toronto
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

Sweat Pads
American Pad & Textile Co., Chatham

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Montreal.

Supply Pipes, Iron and Brass, Bath and Basin
Empire Mfg. Co., London, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Galvanized Steel
Empire Mfg. Co., London and Toronto
National Equipment Co., Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. of Canada, Galt

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wrought Iron Range Co., Toronto

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber Co., Toronto.
McGraw Tire & Rubber Co., East Palestine, O.

Tools
Buck Bros., Millbury, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Toys
Buck Bros., Millbury, Mass.
J. E. Beauchamp & Co., Montreal

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

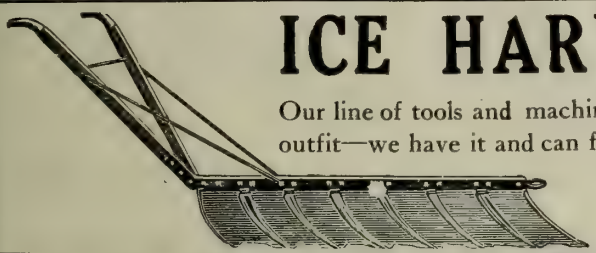
J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.



ICE HARVESTING MACHINERY

Our line of tools and machinery is complete. Whether you require a hand saw or a complete outfit—we have it and can fill your requirements.

Get quotations on our sidewalk snow plows and ice levellers for municipal work.

Send for Complete Catalog.

ROBERT DONALDSON & SONS, Montreal

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

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Goodell-Pratt Co., Greenfield, Mass.
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Tools, Woodworkers'
National Machinery & Supply Co., Hamilton
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Kinsinger Bruce & Co., Niagara Falls, Ont.
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Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
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Oneida Community, Ltd., Niagara Falls, Ont.
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Beatty Bros., Fergus, Ont.
Trammel Points
Stanley Rule & Level Co., New Britain, Conn.
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H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
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Trucks, Warehouse
Canada Foundries & Forgings, Brockville
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Cleveland Stone Co., Cleveland, Ohio
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Canadian Tungsten Lamp Co., Hamilton, Ont.
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Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
United Brass Founders, Ltd., Manchester, Eng.
Valves, Radiator adn Air, Iron Body, Composition, Globe, Angle, Check
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G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton
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Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
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Canada Foundries & Forgings, Brockville
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
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Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
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The Stanley Works, New Britain, Conn.
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Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Dowswell, Lees & Co., Hamilton.
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Scythes & Co., Ltd., Toronto
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Swan Mfg. Co., Winnipeg
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Metallic Roofing Co., Toronto and Winnipeg
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B. Greening Wire Cloth Co., Ltd., Hamilton
Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal
Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton
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Canadian Tube & Iron Co., Ltd., Montreal
British Aluminum Co., Ltd., Toronto
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Laidlaw Bale-Tie Co., Ltd., Hamilton
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B. Greening Wire Cloth Co., Ltd., Hamilton
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Bridgeport Hardware Co., Bridgeport, Conn.
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L. S. Starrett Co., Athol, Mass.
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Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal
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Canadian Tube & Iron Co., Ltd., Montreal
Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
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BROOMS

First Cars 1917

Broom Corn

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Quality Goods may always be had by ordering our brands.

Wooden Ware Willow Ware Brushes

Walter Woods & Co.
HAMILTON and WINNIPEG

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is a big business-builder, no doubt—but—you've got to have the best of goods behind that window to hold the trade.

Take FILES, for instance. Why not stock the best—they're none too good for that discriminating customer of yours.

You'll never go wrong if you stock and sell

P H
TRADE MARK

Quality Files

They're the kind that attract and hold a good customer, for they are "The Standard of File Efficiency."

Port Hope File Mfg. Co., Ltd.
Port Hope, Ont.
Ask Your Jobber.

If interested, tear out this page and keep with letters to be answered.



VOL-PEEK

Repairs Leaky Utensils in Two Minutes

VOL-PEEK is a war time specialty that is making a tremendous hit wherever introduced. Leaky pots and pans, holes in graniteware, aluminum, enamelware, tin, iron, etc., can all be quickly and easily made perfectly watertight with Vol-Peek. Applied with the fingers. No tools required. Article as good as new in two minutes. Supplied dealers in handsome display stands. At your wholesaler or

H. NAGLE & CO.
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Hardware & Metal
143 University
Toronto

The above is all that is necessary to get you acquainted with our electro service.

If you are getting out a catalog or circular, our service will prove a boon to you.

INVESTIGATE

WRITE US TO-DAY. IT WILL PAY YOU

Hardware & Metal
143 University Ave., Toronto

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

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British Columbia—McPherson & Teetzel, Vancouver

Reliable QUALITY

I.N.C. NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

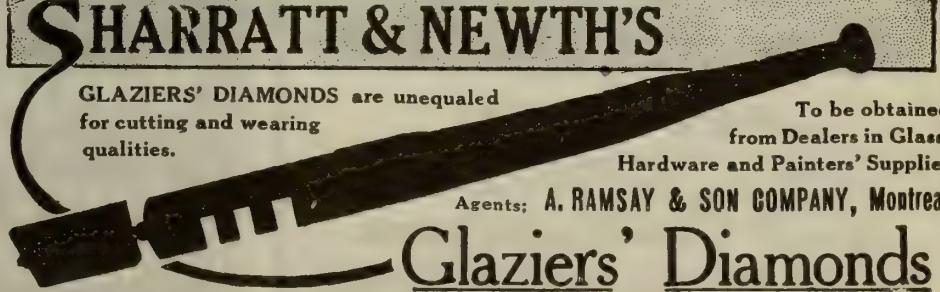
We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

SHARRATT & NEWTH'S

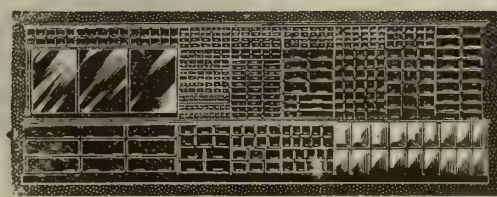


GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top notch. Prices right.

CAMERON & CAMPBELL. Manufacturers
Toronto, Canada

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

ACME

ACME
PATENTED

This is the trade mark to look for in buying your Box Strapping, Corrugated Fasteners, Steel Mats, Running Board Mats, Clasp, Box Corners, Bed Fasteners.

Acme Steel Goods Co. of Canada, Ltd.

Agents—T. A. Corley & Son, Winnipeg: Lynch & Manley, Toronto
H. C. Brennan Co., Ottawa; Landry & Simard, Quebec

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to fit any size tire. Best material, good workmanship, right prices. Get quotations.

Entrust us with your orders for Bar Iron, Bar Steel, Band Steel, Angles; Carriage, Machine and Stove Bolts, Nuts, Rivets and Washers; Bolt Ends; Turn Buckles; Auto Curtain Fasteners, Handles and Locks; Enamels, Varnishes and Japans.



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LIMITED
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TORONTO
and GUELPH, Ont.

Arctic Metal

QUALITY

should be the first consideration when purchasing Babbitt Metal. Order Arctic Metal and satisfaction is assured.

"We guarantee what we make"

Tallman Brass & Metal Co.
HAMILTON, ONT.

SCRAP IRON, STEEL AND METAL

FRANK BROTHERS
83 Cannon St. E., HAMILTON, ONT.
Pig Tin, Pig Lead, Ingot Copper, Ingot Brass

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OUR HOCKEY STICKS

are made in the largest factory in Canada. They are manufactured with a view to get the best

QUALITY, SHAPE AND FINISH

They LOOK WELL, SELL WELL AND LAST WELL

WRITE FOR LATEST PRICE LIST.

St. Mary's Wood Specialty Co., Limited
ST. MARY'S, ONT., CANADA

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

If interested, tear out this page and keep with letters to be answered.

Look for the full name

Russell Jennings

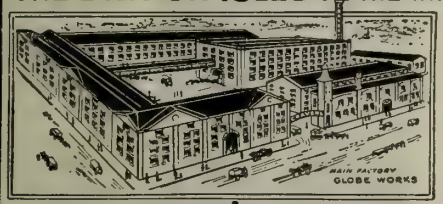
stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

Agencies WANTED FOR ENGLAND
THE BRITISH ISLES OR THE WHOLE OF EUROPE



CRAVENS' PATENT LIMITED
CORPORATION STREET, MANCHESTER
ENGLAND

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

IN
ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

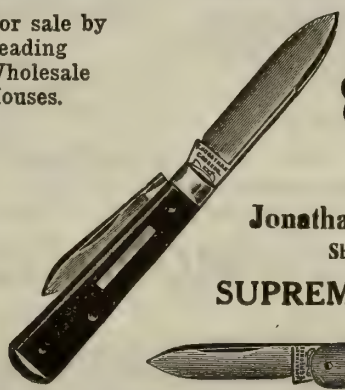
THE L. MARTIN CO.
Montreal, Toronto
Philadelphia New York
London, Eng.
Messrs P. A. C. McIntyre & Co., Winnipeg, Agents for Western Canada.

Acme Waste Mfg. Co.
Cotton and Wool Waste Manufacturers
482 Wellington Street West, Toronto, Ont.
5 Queen Street, Montreal, Que.

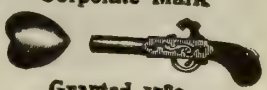
Western Representatives:
P. A. C. McINTYRE & CO.
206 Scott Block, Winnipeg, Man.

Write to any one of these places when in need of waste.

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY



GLUE
IN PACKAGES

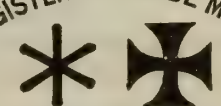
Put up in the way that best appeals to the people—that's "Brantford" GLUE

It's an all 'round glue and makes good profits for dealers.
In ¼, ½ and 1 lb. packages at your jobbers.

CANADA GLUE CO., Limited, Brantford, Ont.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our
CUTLERY
REGISTERED TRADE MARK



By seeing that this exact mark is on each blade.

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

If interested, tear out this page and keep with letters to be answered.

OWL
BABBITT METALS
A composition of pure virgin Metals with unusual wearing qualities. Always specify Owl Brand. Made in the West by
THE OWL METAL CO., LTD.
WINNIPEG, MAN.



NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

MILBRADT LADDERS
increase your sales facilities without adding to your wage account. They enable you you to serve customers in a minimum of time, no matter from what part of your stock they buy. Made to order to suit your shelving.
Write to J. H. Ashdown Hardware Co., Winnipeg; Marshall Wells Co., Limited, Winnipeg; or to the makers
John Calander Mfg. Co.
155 E. 12th Street,
St. Paul, Minn.

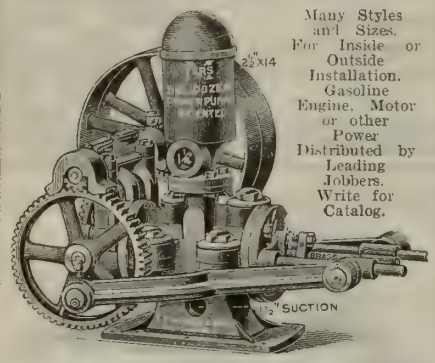


"WAKYTE"
To Successful Hardware Merchants all over Canada "WAKYTE" stands for,
Prompt Service,
Better Quality, and
More value for the money.
You cannot start the New Year better than by putting in your stock NOW. In order to give you immediate service at all times, a complete stock of "WAKYTE" goods is carried at the following points:
Winnipeg, Man.
Calgary, Alta.
Edmonton, Alta.
Saskatoon, Sask.
Fort William, Ont.
London, Ont.
During the next three months there is an exceptionally big demand for "WAKYTE" Closets, and if your jobber cannot supply you, we will ship direct. PLACE YOUR ORDER NOW



Wakyte Mfg. Co., Limited
259-261 Stanley St.
Winnipeg, Man.
WAKYTE
ODORLESS SANITARY CHEMICAL CLOSETS

MYERS POWER PUMPS
Many Styles and Sizes. For Inside or Outside Installation. Gasoline Engine, Motor or other Power Distributed by Leading Jobbers. Write for Catalog.

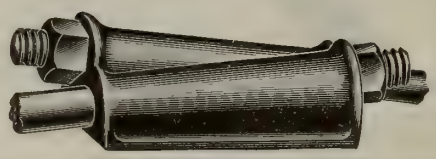


F. E. Myers & Bro., Ashland, Ohio

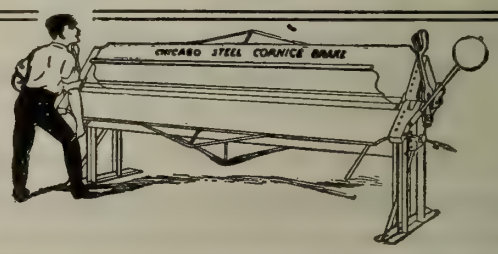


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The original and only Genuine Preparation for cleaning Cutlery
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, LIMITED
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1., Eng.

MALLEABLE IRON LUGS
SILOS
TANKS
PIPE LINES
KILNS, etc.



Variety of patterns for round and flat bands all sizes.
Silo Wrenches Washers
Otterville Mfg. Co., Limited
Otterville, Ontario



CHICAGO STEEL BENDING BRAKES
MADE-IN-CANADA
Are the most economical, most accurate and have the most simple working arrangements of any brake made.
WRITE FOR CATALOG AND FULL PARTICULARS.
The Steel Bending Brake Works Ltd., Chatham, Ont.

After the War——What?
The time to put on fire insurance is before the fire. The time to prepare for after-the-war-conditions is before peace comes.
Advertise now and be prepared to keep your goods in demand through the medium of HARDWARE AND METAL.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

RUBBER STAMPS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.



BLUE LABEL LAMPS

ALWAYS SATISFY
Made by
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada



FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

TRADE SAWYER MARK Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK



Strong, Serviceable Trucks of all Kinds

Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

John Watson Mfg. Co., Ltd.
Winnipeg

"Climax" Paper Balers

Turn Waste Paper Into Money
FREE—10 DAYS' TRIAL.



12 sizes.
Made of Steel.
Reduces your fire risk.
Salesmen and Dealers Wanted.

CLIMAX BALER CO.
HAMILTON, ONT.

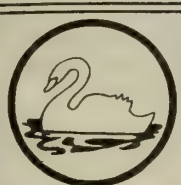
BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



Ask your wholesaler for SWAN WEATHER STRIP, guaranteed to keep out dust and drafts. Attractive, durable, efficient, cheap. Saves lots of fuel. Easy to sell. Handsome profits. For doors only.

SWAN MFG. CO.
Winnipeg, Canada



"VIOLA" Cabinet PHONOGRAPHS

Registered

Write for splendid agency proposition. Easy to sell. Big Profits.

Dominion Sewing Machine & Phonograph Company
300 Notre Dame Ave., Winnipeg, Man.

STERLING

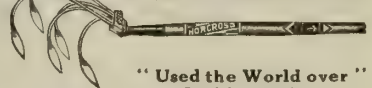
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.







NORCROSS
Garden Cultivator-hoes



"Used the World over"
Send for Catalog
C. S. Norcross & Sons, Bushnell, Ill.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Kindly mention this paper when writing advertisers

Wanted

SIUTATIONS VACANT

WANTED—FIRST-CLASS HARDWARE Salesman, to start work February 1st. Must furnish first-class references, and be exempt from Military Service. Good salary paid to right man. Apply, Box 184, Rosetown, Sask.

WANTED—HARDWARE CLERK BY FEBRUary: two or three years' experience, western preferred. State salary, particulars and references. No loafer need apply. W. C. Auld, Youngstown, Alberta.

WANTED — THOROUGHLY COMPETENT foreman for tinshop in Maritime Provinces. Man with some knowledge of cornice work preferred. No boozer need apply. Apply A. B. C., care of Hardware and Metal, Toronto.

WANTED—FIRST-CLASS SALESMAN CALLing on hardware stores in Eastern Ontario to carry regular lines on commission. Box 723, Hardware and Metal.

FIRST-CLASS HARDWARE SALESMAN — state experience, salary wanted, whether married or single, and if exempt from military service. Do not apply if you cannot sell goods. Apply to D. A. Thomson, Coronation, Alta.

WANTED—A TRAVELLING SALESMAN FOR Western Ontario, to sell washing machines, clothes wringers, etc. Must have connection with the trade and a good salesman. Box 725, Hardware and Metal.

FOR SALE

FOR SALE—BUILDING AND STOCK OF THE Fraser Hardware Co., 1043 Granville Street, Vancouver, B.C.; good terms can be arranged: stock amounts to about $15,000. Fraser Hardware Co.

FOR SALE—BUILDING AND HARDWARE stock in good live Saskatchewan village. Stock on hand about $6,000. Living rooms above. Good opportunity and terms for right man. Box 726, Hardware and Metal.

MISCELLANEOUS

STOVE REPAIRS FOR GARLANDS, PEN Esthers, Sunlights, Silver Kings, Souvenirs, Laurels, Welcomes and all kinds of ranges. Write for list and prices. Grundy Bros., Strathroy.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

MISCELLANEOUS

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

WANT ADS.

If you want a buyer for your business, or have a situation to fill, or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT

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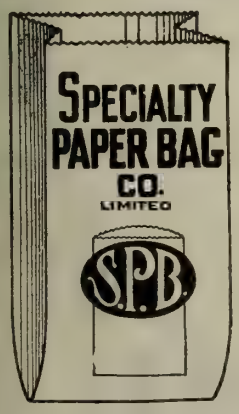
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Write for samples of

S.P.B. BAGS

and Open End Catalogue

ENVELOPES



Bags for Heavy Hardware and Fittings,
Broom Covers and
Broom Handles

also

Bags for Forks and
Hoe Handles

Specialty Paper Bag Co., Ltd.
Department M.
247-255 Carlaw Ave., Toronto, Canada

Pumps that Carry Good-Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.



They are metal — hand-fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

WRITE

The R. McDougall Co.
LIMITED
GALT, CANADA

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

PRESIDENT OF THE SUPERIOR JURY

DIRECTOR OF EXHIBITS

SEC'Y OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



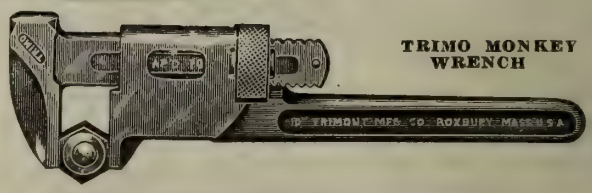
TRIMO PIPE WRENCH WOOD HANDLE



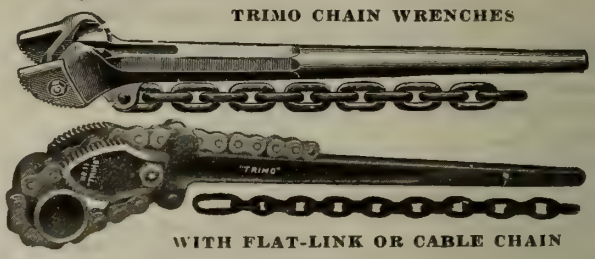
TRIMO PIPE WRENCH STEEL HANDLE



TRIMO PIPE CUTTER



TRIMO MONKEY WRENCH



TRIMO CHAIN WRENCHES

WITH FLAT-LINK OR CABLE CHAIN

NAILS

Wire Nails

All Standard and Special Gauges

Nail Wire, Rivet Wire

Oiled and Annealed Wire—Galvanized Wires
Plain Barbed and Coiled Spring.

Dominion Iron & Steel Company, Ltd.

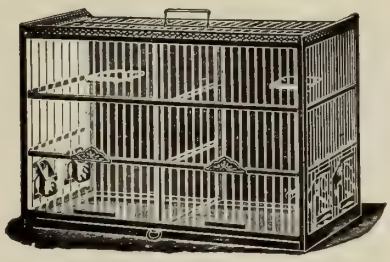
SYDNEY, N. S.; MONTREAL, QUE.

WIRE

"HENDRYX" BREEDING CAGES

are absolutely necessary for the scientific and hygienic raising of canary birds.

All metal—White Enameled—Green trimmed—Closed back—Two partitions—Two nests and nest holders—Four cups—Six perches—Sliding drawer.



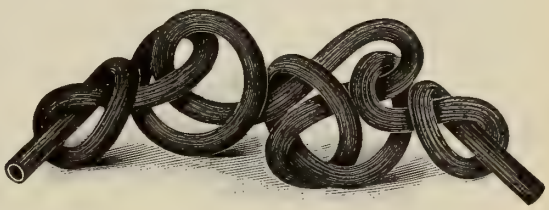
No. 86S—17¼ x 8¾ x 13¼"
No. 86—20 x 10 x 14".
No. 87—22 x 11 x 15¾".
No. 88—24½ x 12¼ x 16¼".
No. 113—26¾ x 10 x 13⅞".

The breeding time extends from January through April, and the increased interest in raising birds requires a stock of these cages.

THE ANDREW B. HENDRYX COMPANY - NEW HAVEN, CONN.

"Multiped"

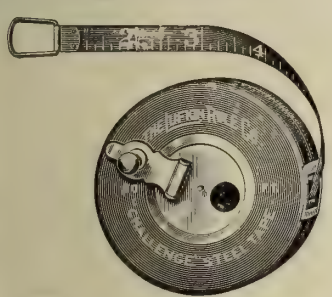
The Garden Hose That Doesn't Kink

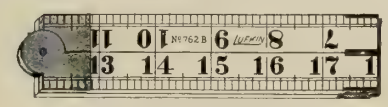


A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

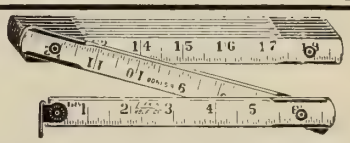
MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver





BOXWOOD RULES



SPRING JOINT WOOD RULES

MEASURING TAPES

On these lines

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

can give you the very best of service and satisfaction.

LUFKIN GOODS ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR ACCURACY AND FAULTLESS SERVICE

STOCKED BY JOBBERS. SEND FOR CATALOGUE.

TINKER TOM'S TALKS.



Talk Number One Hundred and Thirty-Two

Did it ever strike you that very few articles of daily use have been reduced in price as much as Galvanized Sheets?

You can thank us that Canada enjoys the full benefit of the U.S Government reduction. We are here for just such emergencies. Canada is our Home Market, not our Export Field

TINKER TOM.

Look for Talk No. 133 next week.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA



Signs that Dominate

THE illustration above, taken at night, illustrates our illuminated sign on Phillips Square and St. Catherine Street, Montreal. It is 57 feet long and 24½ feet high—truly a national sign, similar to those on the Great White Way of New York.

Strategic positions have been secured in the larger centres of Canada and de luxe bulletins, well illuminated, similar to the above, have been erected to attract the passer-by day and night. Among the desirable locations we have secured for our de luxe signs are—

Quebec —Place Marche Champlain.
Montreal —Phillips Square.
Toronto —Queen and Yonge.
Ottawa —on top Banque Nationale, opposite Chateau Laurier—most conspicuous location in the Dominion.
Winnipeg—corner Portage and Main.

The extensive poster campaign carried on each year from March till May by Brandram-Henderson has been of great assistance to their agents. Every town that has a bill posting plant has had the handsome, familiar 3-can display poster, on which has been featured the local agent's name.

In addition to the posters—painted signs have been placed along the railways throughout Canada—at the approaches to towns—on advantageous locations at street corners. The local agents have been supplied with large field signs 3 ft. x 5 ft. and 5 ft. x 8 ft., bearing his own name and address.

Our agents speak enthusiastically of the selling assistance we give them. Let us submit our Agency proposition to you.

BRANDRAM-HENDERSON LIMITED
MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG CALGARY EDMONTON VANCOUVER

HARDWARE AND METAL

Vol. XXX PUBLISHED EVERY SATURDAY SINCE 1888 January 26

No. 4 1918

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

CARPENTER-MORTON ECONOMY PRODUCTS



that you'll find easy to sell

CAMPBELL'S VARNISH STAIN
For Floors, Furniture and Interior Surfaces

Famous for its exclusive features of dissolving grease spots, penetrating the wood fibre and never settling in the can.

Comes in 13 colors: Natural or Transparent, Light Oak, Dark Oak, Golden Oak, Walnut, Cherry, Mahogany, Green, Rosewood, Flat Black, Gloss Black, Piazza Green, and Piazza Red.

The varnish stain that has given satisfactory results for over 30 years.

Colorite
COLORS OLD AND NEW STRAW HATS

The magic liquid that three million women bought last year to make their old straw hats look like new. A fast seller with a good profit. In sixteen colors: Victory Blue, Jet Black, Cardinal Red, Navy Blue, Sage Green, Burnt Straw, Violet, Old Rose, Gray, Dull Black, Yellow, Cadet Blue, Cerise, Brown, Lavender and Natural.

The kind women insist upon having.
Don't stock imitations. Order from your jobber today and buy by the name Colorite.

CARMOTE WHITE
Made in High Gloss or No Gloss

The new white finish that has proven to be in a class by itself.

Makes soiled, marred woodwork a beautiful sanitary white. Not just another enamel, but a new white finish made by a scientific process that makes it wonderfully elastic, durable and washable.

Suitable for all purposes, either interior or exterior. Cannot crack, chip or peel off, withstands the hardest cleaning and keeps virgin white under all conditions.

Better Products with a Big Advertising Campaign to Make Them Sell

In addition to the high quality which sells them over and over again, Carpenter-Morton Economy Products will be advertised to 30,000,000 women in a big way through full pages in four colors and black and white in such nationally famous magazines as the Saturday Evening Post, Ladies' Home Journal, Delineator, Designer, Woman's Magazine, etc.

Plan to take full advantage of the big campaign by using our window displays to tell the women of your neighborhood that you sell the Carpenter-Morton Economy Products they see so widely advertised.

Write us for suggestions to make our advertising work for *you*.

CARPENTER MORTON COMPANY

Established 1840

Makers of Economy Products to Modernize the Home

77 SUDBURY STREET, BOSTON, MASS. Canadian Distributors: A. RAMSEY & SON CO., Montreal, Canada

Circulation of Hardware and Metal has been audited by the Audit Bureau of Circulations.

Canadian Tube & Iron Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

BOLTS AND NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, etc.

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.
We also manufacture NIPPLES in all sizes—black or galvanized.

Canadian Rolling Mills Co., Limited

Works : Lachine Canal, Montreal

Manufacturers of

BAR IRON AND STEEL (rounds, squares and flats).

TWISTED STEEL BARS FOR REINFORCING.

CANADIAN TUBE & IRON CO., Limited
MONTREAL

Colonial Wire Mfg. Co., Limited

Manufacturers of

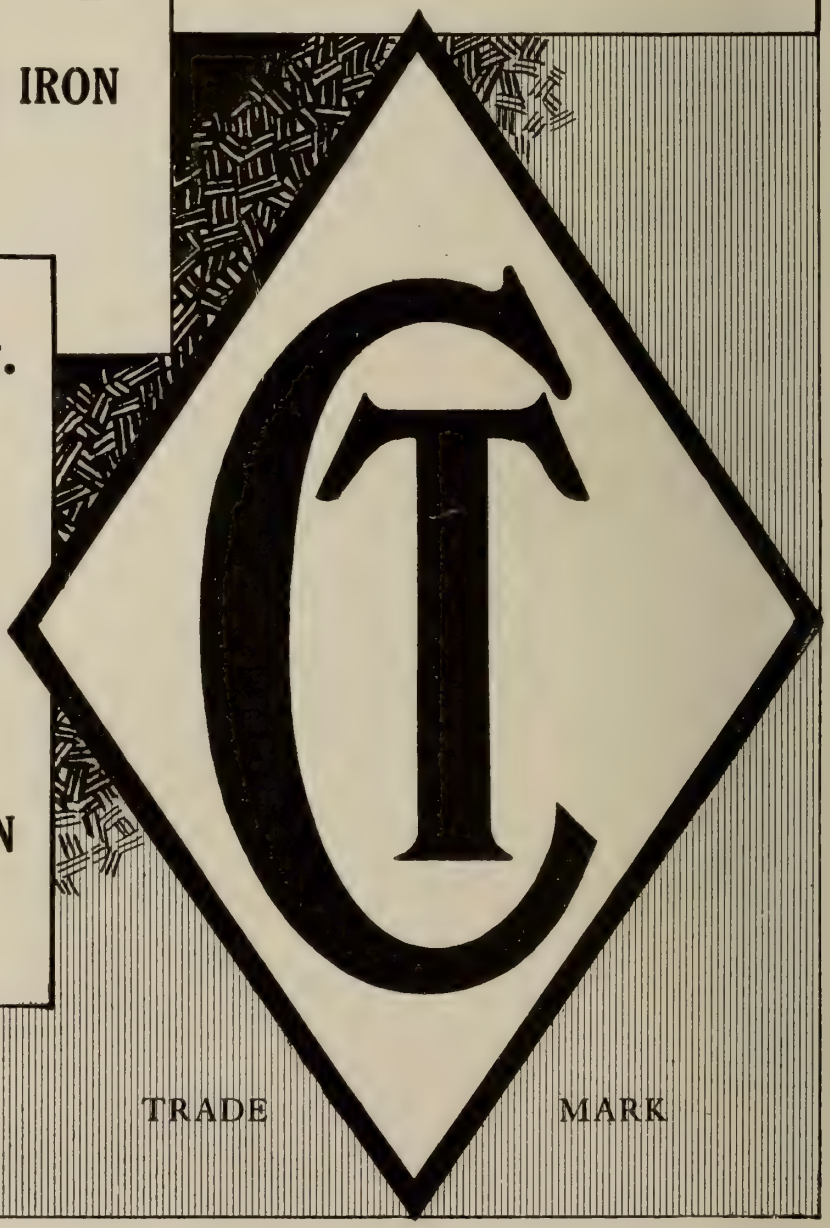
SMOOTH STEEL WIRES (Bright annealed, solid and annealed).

TINNED MATTRESS WIRE, BROOM WIRE, FINE WIRE (plain and galvanized).

FENCE STAPLES — WIRE NAILS — WOOD SCREWS.

PUMP RODS (plain and galvanized).

CANADIAN TUBE & IRON CO., Limited
MONTREAL

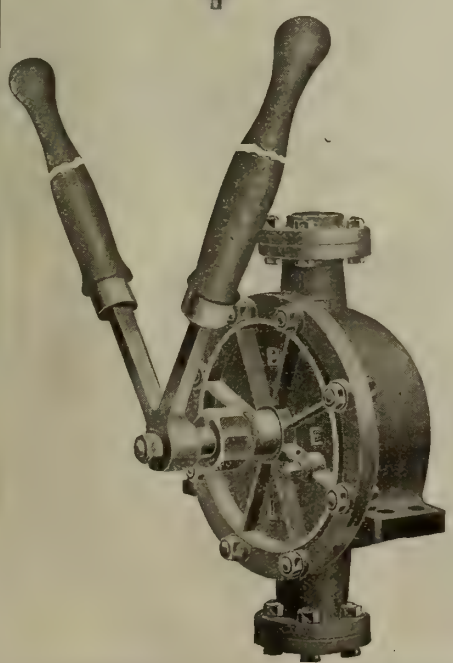


TRADE MARK









FIVE WORKS—OVER 3,000 EMPLOYEES

UNITED BRASS FOUNDERS and ENGINEERS, Limited

It is our intention after the War to devote our energies to the intensive production of the following Specialities:

Gunmetal and Brass Valves and Cocks.
Steam, Water and Compressed Air Fittings generally.
Cast Iron Stop and Sluice Valves.
Semi-Rotary Pumps.
Extruded Brass and Bronze Bars.
Brass Bolts and Nuts, Studs and General Turned Work from the Bar
Cast and Malleable Iron Cocks and Pipe Fittings.
Pressure and Vacuum Gauges.
Injectors, Engine Governors.
Spraying Machinery.
Coppersmiths' Work.
"Stella" Brand Alloys, Manganese Copper, Silicon Copper, Ferro Zinc, Phosphor Copper and Tin, etc.

Business After the War

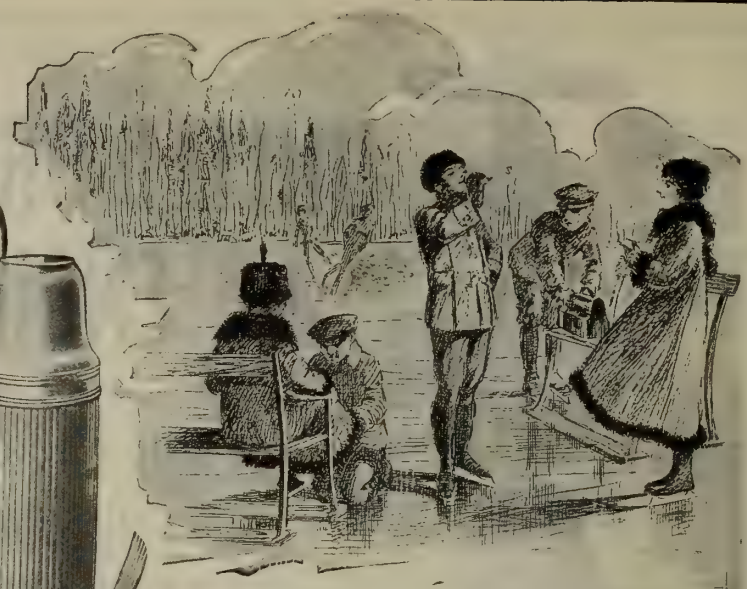
If you are interested in any or all of the lines mentioned and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office.

EMPRESS FOUNDRY

Cornbrook, Manchester, England

If interested, tear out this page and keep with letters to be answered.





ASK FOR VACUUM BOTTLES
UNIVERSAL
BEARING THIS TRADE MARK

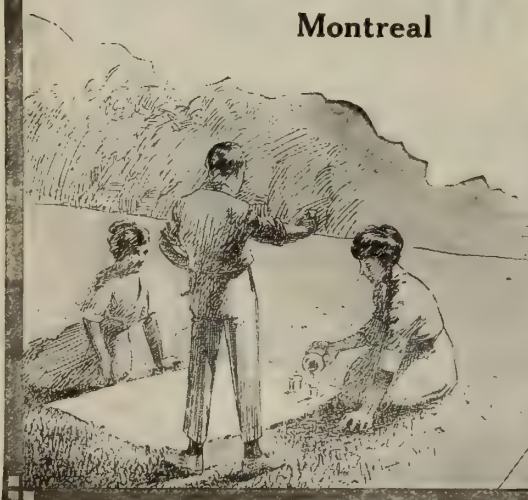
UNIVERSAL Vacuum Bottles and Accessories

may be sold all the year round. Just now you can sell bottles along with skates. Never fail to suggest to a workman who may be purchasing tools that a Universal Lunch Box will serve him a home-cooked lunch with a piping hot cup of coffee.

LANDERS, FRARY & CLARK,
New Britain, Conn.

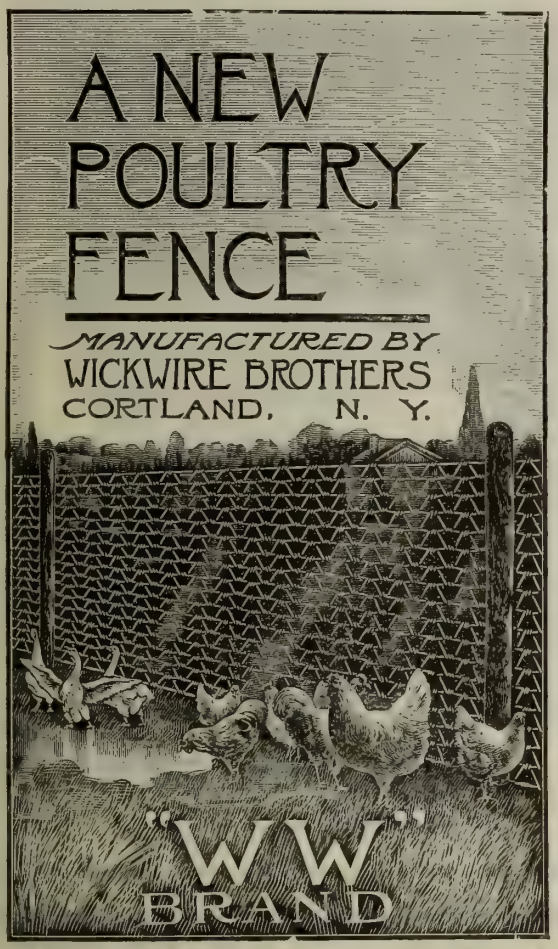
Canadian Representatives:
A. MacFarlane & Co. Ltd.,
Montreal







If interested, tear out this page and keep with letters to be answered.



IT SELLS AT SIGHT

"WW"
BRAND
Poultry Fencing

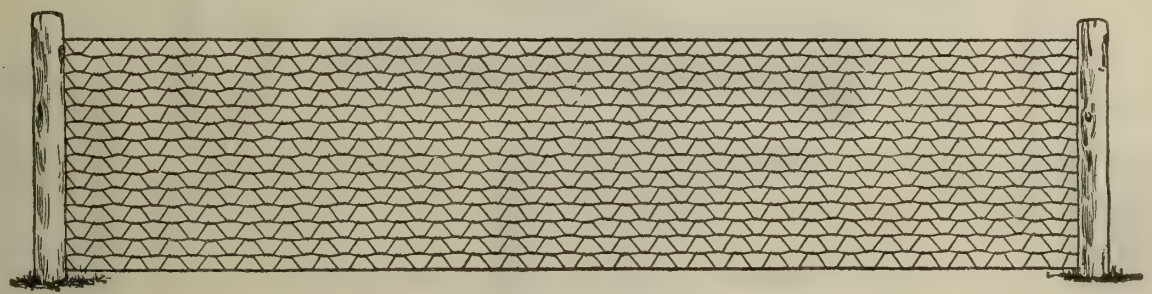
Superior construction

Made in one and two inch mesh

Horizontal wires one gauge heavier than all other makes.

THE FEATURES: Horizontal wires in truss formation are two sizes heavier than cross wires. At intersections the wires are completely twisted, avoiding hinging tendencies and openings by unwinding that are common with other makes. Will hang straight and tight between posts without affecting width, not requiring rail or board at top or bottom.

NOTE THE DURABLE AND PLEASING APPEARANCE.



Prices Attractive. Write for Proposition.

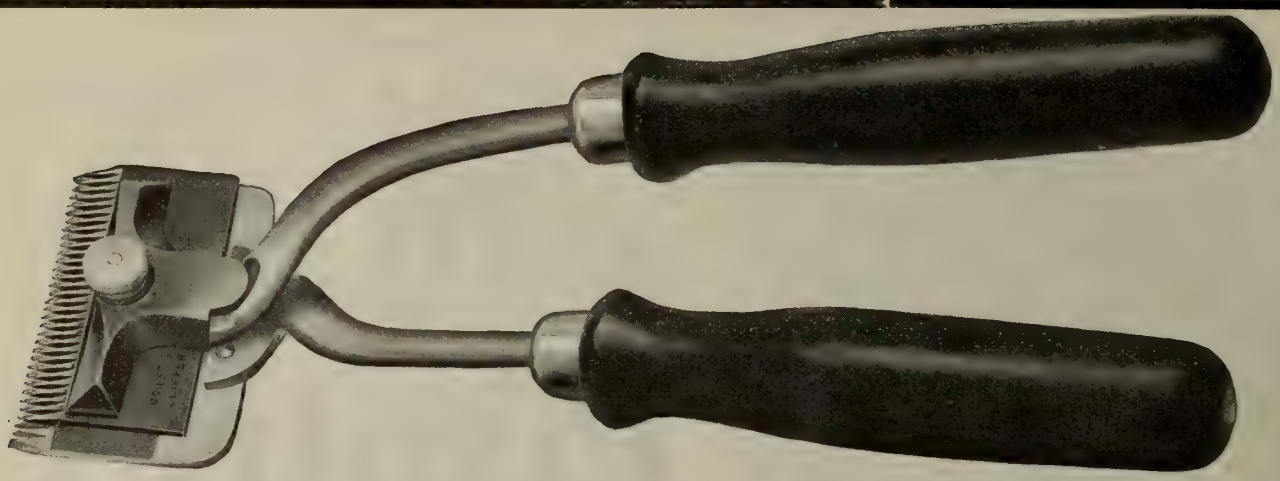
LEWIS BROS., LIMITED, MONTREAL

WHOLESALE DISTRIBUTORS EVERYTHING IN HARDWARE

RAILWAY CONTRACTORS' AND PLUMBERS' SUPPLIES

SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS AND GLASS

If interested, tear out this page and keep with letters to be answered.



Priest's Horse Clippers

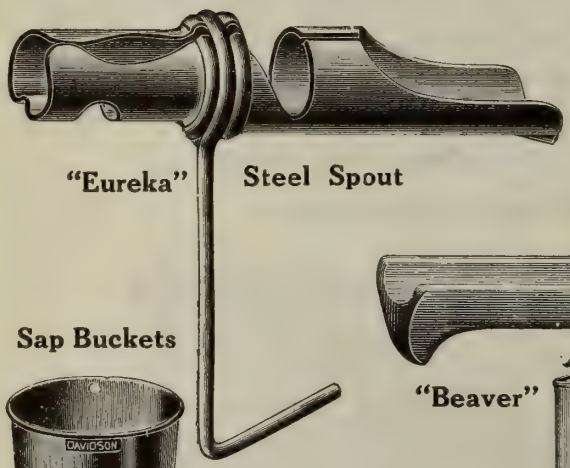
The line of Priest's Clippers is so complete and varied that you simply can't help but find something that will suit both as to style and price.

A. MacFarlane & Co.
Montreal, Canada

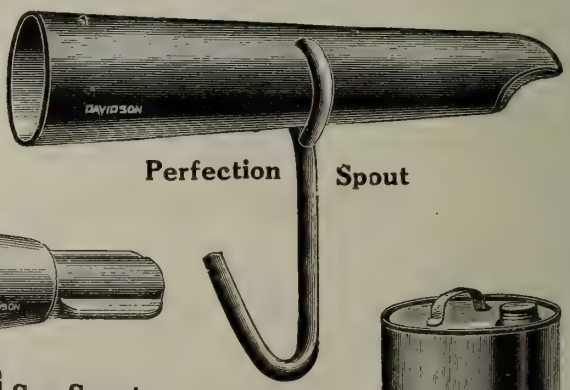
Selling Agents

Wiebusch & Hilger, Ltd.
New York C ty

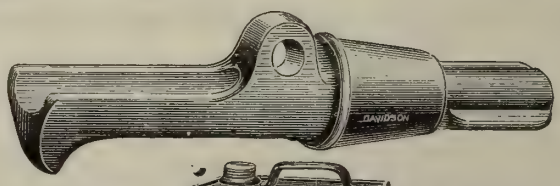
DAVIDSON'S SUGAR MAKERS SUPPLIES



"Eureka" Steel Spout

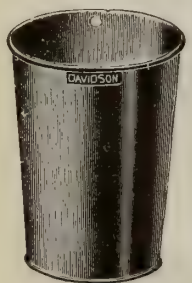


Perfection Spout



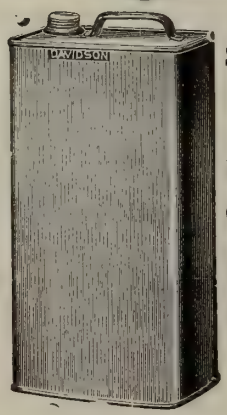
"Beaver" Sap Spout

Sap Buckets



Quarts
4, 5, 6, 8, 12

Order Now to be certain of prompt shipment



Square Syrup Gallons Special

Maple Cans
½, 1
8 lbs.

Gallons
¼
½
1



Prices forwarded on application

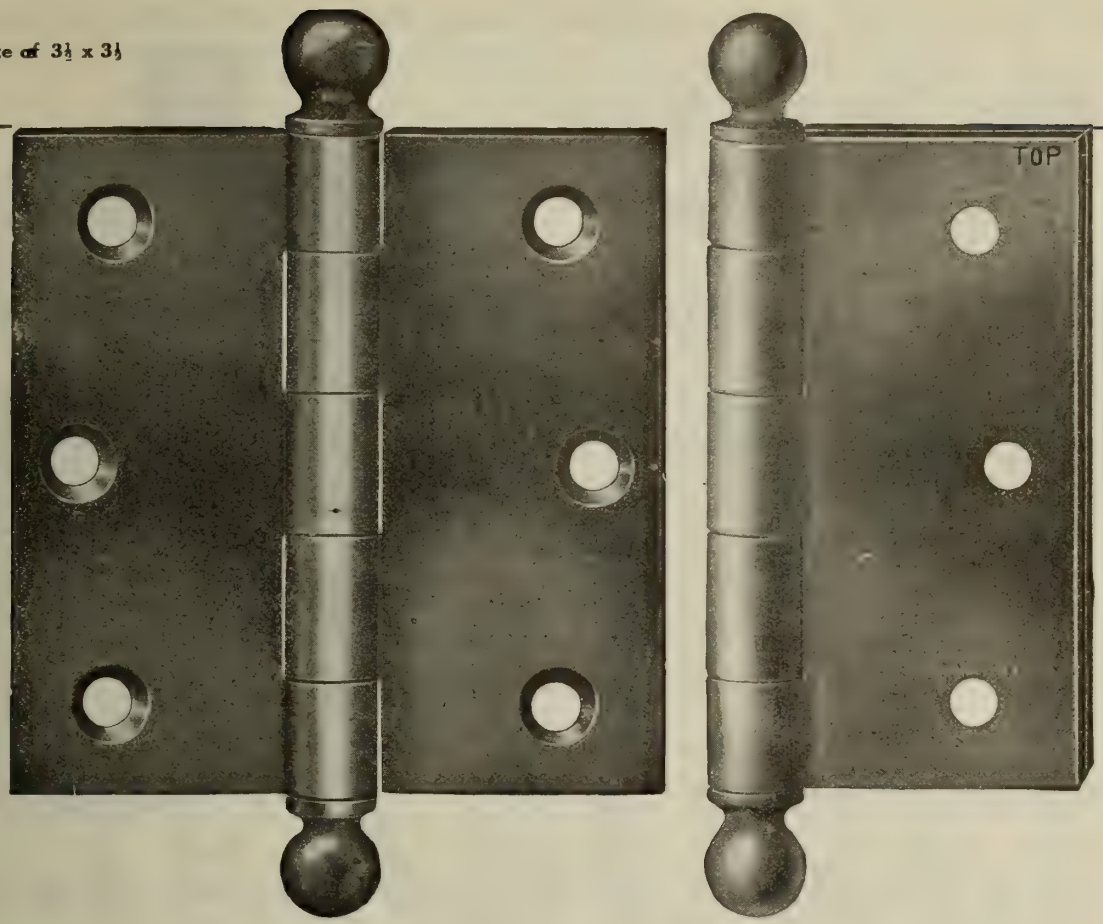
Round Maple Syrup Cans

The Thos. Davidson Mfg. Co., Limited,

TORONTO
MONTREAL
WINNIPEG

If interested, tear out this page and keep with letters to be answered.

Actual Size of 3½ x 3½
No. 500.



A Good Selling Butt

Our No. 500 Wrought Steel Ball Tip Butt has proven very popular. It can be furnished in Bright Steel, Japanned, or in any one of a large variety of plated finishes. It comes in sizes from 2x2 to 5x5.

No. 500 is packed in the handy, sales-inducing "National" way. The 2x2 size comes one-half dozen pairs to a carton, each pair in a separate envelope with screws. All other sizes are packed one pair in a box, each Plated Butt wrapped separately with screws.

This good seller offers you a good opportunity of getting acquainted with the advantages of handling "National" goods.

Is your name on our list for the 1918 National Catalog?

National Manufacturing Company

STERLING, ILLINOIS

If interested, tear out this page and keep with letters to be answered.

Why Don't You Increase Your Hanger Business?



The exceptional value of Canada Steel Goods Hangers can only be appreciated by a careful study of the individual features they possess, and by comparing our values with anything on the market.

Each of our trade brands known as *Canada, National, Hatch, America* and *Great West* embody distinct features that make them easy to sell, and show you a good profit.

To-day—write our Hanger Dept. for particulars of how we can help you sell more Hangers.

Canada Steel Goods Co., Limited, Hamilton, Canada



MADE ONLY BY
Wm. Newman & Sons LIMITED
BIRMINGHAM, ENG.

Agents: FREDERICK SARA & CO., Calgary, Alta.

If interested, tear out this page and keep with letters to be answered.

Dealer's Schedule for Retailing Plymouth Rope by the foot

Copyright, 1917, by Plymouth Cordage Co.

Reverse Card for Selling Tables 10–30

PLYMOUTH ROPE	Table 32	Table 34	Table 35	Table 36	Table 38	Table 40	Table 42	Table 44	Table 45	Table 46	Table 48	Table 50
Size in Diameter	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet	Retail Prices for 100 feet
3/16"	$.51	$.54	$.56	$.57	$.60	$.63	$.66	$.69	$.71	$.72	$.75	$.78
1/4"	.59	.62	.64	.66	.69	.73	.76	.80	.81	.83	.87	.90
5/16"	.92	.98	1.00	1.03	1.09	1.14	1.20	1.25	1.28	1.31	1.36	1.42
3/8"	1.19	1.26	1.30	1.34	1.41	1.48	1.55	1.62	1.66	1.70	1.77	1.84
15 th'd fine 3/8" Full	1.44	1.53	1.58	1.62	1.71	1.79	1.88	1.97	2.01	2.06	2.14	2.23
7/16"	1.69	1.80	1.85	1.90	2.00	2.11	2.21	2.32	2.37	2.42	2.53	2.63
18 th'd 7/16" Full	2.06	2.19	2.25	2.32	2.44	2.57	2.70	2.83	2.89	2.95	3.08	3.21
1/2"	2.51	2.67	2.74	2.82	2.98	3.13	3.29	3.44	3.52	3.59	3.75	3.90
9/16"	3.33	3.54	3.64	3.74	3.95	4.15	4.36	4.56	4.66	4.77	4.97	5.18
5/8"	4.16	4.42	4.55	4.68	4.94	5.20	5.46	5.72	5.85	5.98	6.24	6.50
3/4"	5.18	5.51	5.67	5.83	6.16	6.48	6.80	7.13	7.29	7.45	7.78	8.10
13/16"	6.15	6.53	6.72	6.92	7.30	7.68	8.07	8.45	8.64	8.84	9.22	9.61
7/8"	6.96	7.40	7.61	7.83	8.27	8.70	9.14	9.57	9.79	10.00	10.44	10.88
1"	8.39	8.91	9.18	9.44	9.96	10.49	11.01	11.54	11.80	12.06	12.58	13.11
1 1/16"	9.75	10.36	10.66	10.97	11.57	12.18	12.79	13.40	13.71	14.01	14.62	15.23
1 1/8"	11.04	11.73	12.08	12.42	13.11	13.80	14.49	15.18	15.53	15.87	16.56	17.25
1 1/4"	13.36	14.20	14.61	15.03	15.87	16.70	17.54	18.37	18.79	19.20	20.04	20.88
1 5/16"	15.20	16.15	16.63	17.10	18.05	19.00	19.95	20.90	21.38	21.85	22.80	23.75
1 3/8"	16.96	18.02	18.55	19.08	20.14	21.20	22.26	23.32	23.85	24.36	25.44	26.50
1 1/2"	18.77	19.95	20.53	21.12	22.29	23.47	24.64	25.81	26.40	26.99	28.16	29.34
1 9/16"	20.75	22.05	22.70	23.35	24.64	25.94	27.24	28.53	29.18	29.83	31.13	32.43
1 5/8"	23.55	25.02	25.75	26.49	27.96	29.43	30.90	32.38	33.11	33.85	35.32	36.79
1 3/4"	27.98	29.73	30.60	31.48	33.23	34.98	36.72	38.47	39.35	40.22	41.97	43.72
2	33.92	36.04	37.10	38.16	40.28	42.40	44.52	46.64	47.70	48.76	50.88	53.00

NOTE: Above prices as figured under the several Tables indicated are for 100 feet of 3-strand Plymouth Manila Rope. For variations such as 4-strand Rope and for Lariat use a Table sufficiently higher to cover the advance over basis.

THESE FIGURES APPLY TO PLYMOUTH ROPE ONLY. DO NOT ATTEMPT TO USE THEM FOR ANY OTHER ROPE

MEASURED

Mr. Customer wants a piece of rope 100 feet long. He knows it must be just that length because he measured for it.

He is coming into your store to ask you how much it will cost.

What are you going to do? Tell him exactly to a cent in about ten seconds by our Rope-by-the-Foot plan, or are you going to say, "Rope is selling for so much a pound now —I cannot tell you just how much it will cost until I cut it off and weigh it?"

Why don't you put yourself in a position to sell rope on a basis your customer knows and wants? You will satisfy him better and save your own time.

Yes, and you can increase your own profits by this method. Others have increased theirs up to 20%.

Ask for our booklet, "Evidence."

PLYMOUTH CORDAGE COMPANY

North Plymouth, Mass. **Welland, Canada**

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA **CANADIAN SALES AGENTS**

If interested, tear out this page and keep with letters to be answered.

MORRISON IMPROVED PRESSURE GAUGES



We manufacture a full line of Steam, Vacuum and Combination Gauges, Locomotives and Duplex Gauges.

Morrison's Standard Test Gauges; Hydraulic, Altitude and Sprinkler Alarm Gauges; Combination Water Works Gauges

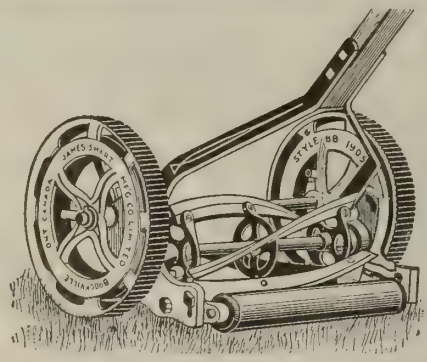
Pyrometer Gauges; Engineers' Clocks and Revolution Counters; Pressure Gauge Testers; Pyrometers for Bakers' Ovens.

Recording Pressure and Temperature Gauges; Blast Pressure Gauges. Dealers in Thermometers for Heating Installations; Feed Water; Flue Gas, etc.

THE JAMES MORRISON BRASS MFG. CO., LIMITED

93-97 Adelaide Street West, TORONTO, ONTARIO

CANADA FOUNDRIES & FORGINGS LIMITED



Style C 10½ in. Driving Wheel

Original Producers and Distributors

Brockville Lawn Mowers

are light, durable, easy running, perfect working, steel spindles, malleable centres, hardwood handles and rollers. Thoroughly made in every particular of best material and every machine guaranteed. Handsomely finished, being painted in attractive colors.

They are the very best money can buy.

Produced at

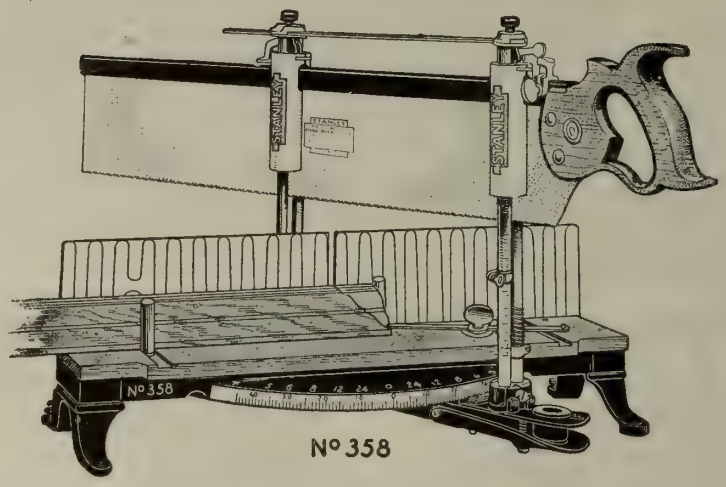
The James Smart Plant, Brockville, Ont.

Branch: Winnipeg, Man.

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Quality
Service
STEEL and IRON
PRODUCTS
of every
DESCRIPTION
THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON
MONTREAL

Stanley Tools



No 358

Stanley Mitre Boxes

STRONG—DURABLE—ACCURATE

A Few Striking Features

Saw is held above work when not in use.
Swivel is automatically locked at any angle.
Two sockets in swivel for use of long or short saw.
Narrow opening in back of frame, especially adapted for small work.

Steel rod uprights for saw guides.
Uprights adjustable for saws of varying thickness and for those that run out of true.

Stock guides for holding work in place.
Extra wide range of work—will saw an angle of 30 degrees.
One-piece frame with detachable malleable iron legs.

Construction thoroughly mechanical; all parts interchangeable and readily replaced if lost.

Quickly and easily put together or taken apart for carrying.

A special made back saw furnished with each box

Every mechanic that visits your store will be interested in this up-to-date mitre box. May we send you some special circulars containing complete description?

EVERY TOOL GUARANTEED

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

STANDARD THE WORLD OVER

If interested, tear out this page and keep with letters to be answered.

Hack Saw Mileage



Just as some tires puncture and some wear out, some hack saws break, others dull quickly.

The utmost in hack saw mileage requires a saw that is hard enough to cut keenly, yet not too brittle.

Starrett Hack-Saws

give the utmost mileage—they are of the highest quality just as Starrett Tools are of the highest quality. Tungsten steel to start with, milled teeth, the right set, and hardened just right for the metal it is intended to cut. And this hardening is important—combined with the right shape of teeth and the best number per inch it insures quickest cutting, thereby saving mechanics' time—the greatest possible saving. But to get most mileage from a hack saw, even a Starrett, the right saw must be used. It's easy to find out what is the right saw for the metal or shape—from page 208 of the Starrett Catalog No. 21MA.

BY INVITATION MEMBER OF

The L. S. Starrett Co.

The World's Greatest Toolmakers

ATHOL, MASS.

New York **London** **Chicago**

42-754

STARRETT HACK SAWS CUT QUICKER LAST LONGER

If interested, tear out this page and keep with letters to be answered.

Full of Good Points

In fact as well as in name.

The shape teeth of the "Famous Five" files was determined after many experiments.

Different shapes and depths are made, according to the work for which the file is intended.

Consequently you can get a "Famous Five" file that will cut fastest, and leave the best surface on any kind of material.

And a "Famous Five" file will stay hard and sharp for the longest possible time.

Their cutting qualities have been standardized. You can rely upon them.

Specify them when ordering from your jobber. They are:

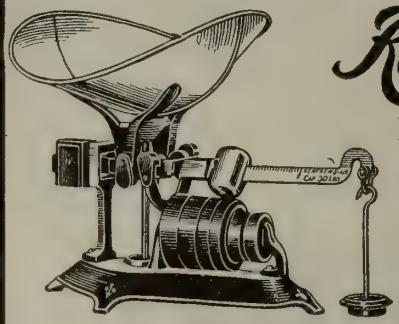


Show Her the Way

FOR goodness' sake, cries the average housewife, show us how to save some money out of the deluge of sky-high prices for meats, sugar, flour—everything. And seldom a thought has she of what a tidy sum can be saved every little while by checking up the honest mistakes of grocer, butcher, etc. Show her

Just a bit of enterprise, pushing the Renfrew Scale to the front—displaying it—and showing her how it soon pays for itself will stir up a tidy lot of sales worth while. Right now is the "psychological moment."

Clinch your sales by showing the Government Inspector's Certificate of correct weights accompanying every Renfrew. Scales supplied in black or all nickel-plated finish. The



Renfrew

HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs.

Government Inspector's Certificate accompanies every scale.

Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

Eastern Branch, Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 206 Scott Block, Winnipeg, Man.; Foundry Products, Ltd., Calgary, Alta.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.



Tree Pruners

The great efforts to increase food production which will be made this year will tend to increase sales of tree pruning tools. Every grower will be anxious to give his trees every assistance to bear well.



You can do your part by being prepared to supply the most approved type of pruners. We have many styles all positively guaranteed against defects in material and workmanship.

Taylor's Improved Pattern Pruner

Orchard King Compound Lever

Taylor-Forbes Co., Limited

GUELPH, ONTARIO

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"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

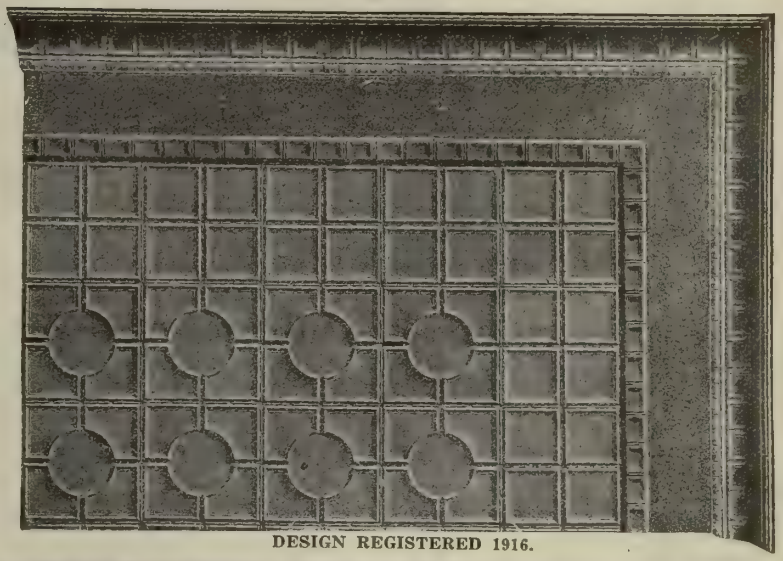
About 3 Stores out of 5

are good prospects right now for "Metallic" Ceiling and Wall plate repair or alteration jobs.

Don't let the lath and plaster or wall paper man beat you out—you've got it over him 40 ways with "Metallic." We'll help you land the business.

Send to-day for illustrated catalogue and full particulars.

Stock carried by
GEO. W. REED & CO., LTD.
37 St. Antoine St., Montreal



DESIGN REGISTERED 1916.

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

UNIFORMITY SATISFACTION

USED THE WORLD OVER

Atlas Babbitts

MADE IN CANADA

AMACOL TENAXAS TIN-TOUGHENED MASCOT ATLAS W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED
Large Stocks

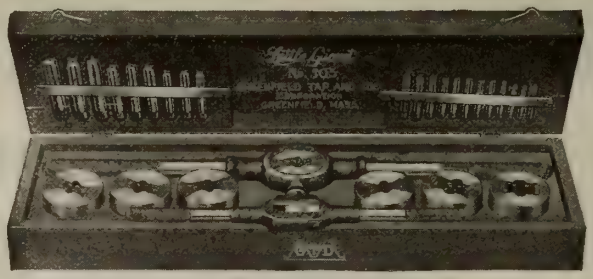
THEY MAKE GOOD EVERYWHERE
Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal Works: Riverside Street, Montreal

If interested, tear out this page and keep with letters to be answered.







Little Giant
TAPS AND DIES

are favorites among dealers because they are favorites among users. The dealer who sells Little Giant tools pleases his customers and by pleasing them puts himself in the way of further business in other lines.

The moral then is easy: Please your customers! Hold their trade! Sell Little Giant tools! Why not get in touch with us to-day? Catalog?

Wells Bros. Co. of Canada, Limited
GALT, ONTARIO

SALES AGENTS: The Canadian Fairbanks-Morse Company, Limited, Montreal, Toronto, Vancouver, Winnipeg, St. John, Calgary.



Made in Canada

How Much Did You Furnish?

How much material did you furnish on the Brown job? How much did you make on Jones' repair work?

Beaver Board was used on both jobs. It sold other things, too. Paints, varnishes and hardware are needed on every Beaver Board job. Someone made a profit on every item sold. How much did you get?

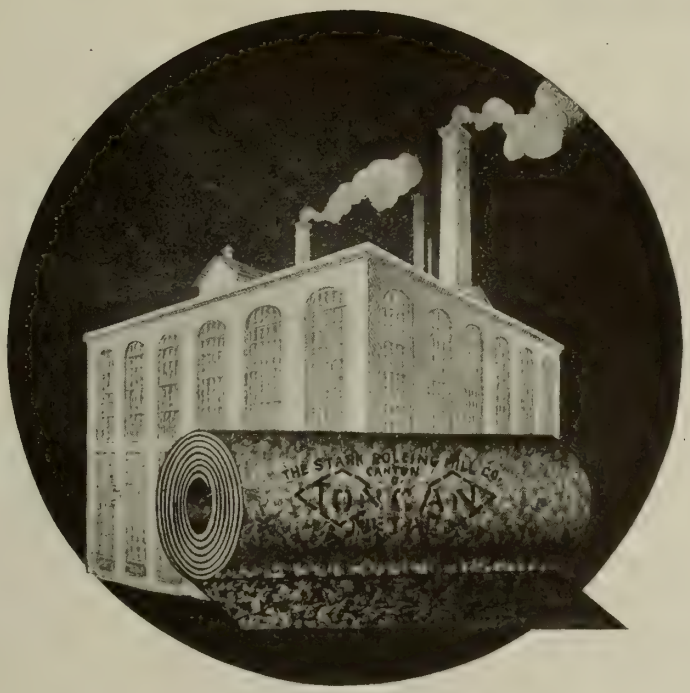
Worth thinking about isn't it? It surely is when you realize how much Beaver Board is going into every kind of building job.

We've got some interesting data on this subject. How any number of dealers throughout the Dominion have landed good Beaver Board Business and other business with it. Send for it today.

THE BEAVER COMPANY, LIMITED
424 Wall Street, Beaverdale, Ottawa, Can.
Plants at Ottawa and Thorold, Ont.

BEAVER BOARD
FOR BETTER WALLS & CEILINGS

If interested, tear out this page and keep with letters to be answered.



Go After the Big Jobs

ONE big job brings another. And Toncan Metal will help you get the big jobs—the cream of the business in your locality. Here's how:

When a buyer, through force of habit, asks you to bid on "steel" or "iron" or "galvanized sheets," explain to him the advantages of Toncan Metal. It may be just what he wants—a more durable material than steel and iron, yet moderate in cost. And you'll find that nearly always after comparing prices, he will use Toncan Metal, because he realizes it is the cheapest in the end.

Your competitor, in most cases, will try to get the job on price alone. He forgets that the final cost is just as important to the buyer as the first cost. And there's your advantage.

Go after the big jobs. Toncan Metal will help you land them.

Write for a copy of "Corrosion-- The Cause---The Effect---The Remedy"

The Pedlar People Ltd., Oshawa, Ont.

CANADIAN DISTRIBUTORS

The Stark Rolling Mill Co., Canton., Ohio, Sole Makers

TONCAN METAL

Resists Corrosion

If interested, tear out this page and keep with letters to be answered.

The Handles can't come loose

WARD & PAYNE

W P

SHEFFIELD



No. 5417—Garden Shears. Guaranteed "Fast Handles"

The celebrated fast handle of the **W. & P.** Garden Shear is a feature that makes for quick sales. Point out to your customer that the box hoops cannot come off no matter how much the wood shrinks. He'll know the advantage of this especially with border and lawn shears. He'll want the shears with the fast handles.

W. & P. Shears are fitted with spring washers which give an elasticity and ease of operation which cannot be obtained with ordinary bolt and nut.

Ask our Canadian agents to tell you all about these good shears.

Canadian Agents:

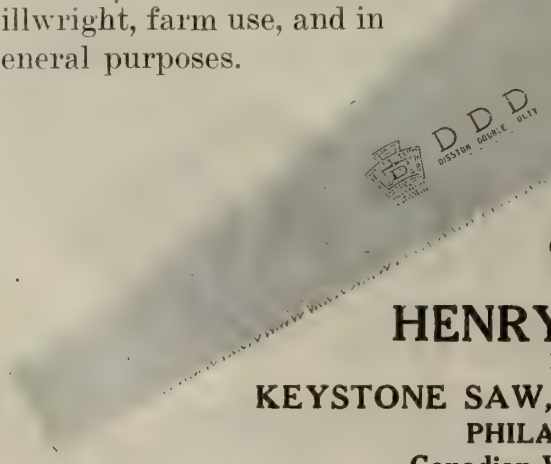
ALEXANDER GIBB, 3 St. Nicholas St., Montreal
SHERMAN F. AINSLIE, Spadina Avenue, Toronto
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.

DISSTON'S New Saw for Double Duty Work

PATENT APPLIED FOR

This DISSTON D17 DOUBLE DUTY HAND SAW far excels any other pattern ever made for use in heavy construction work of all kinds—studding up houses, shoring for sewers, making forms for concrete building, railroad work, millwright, farm use, and in fact for all general purposes.





The combination of crosscut and rip teeth with the very deep gullets enables this saw to crosscut, rip or cut diagonally across the grain with great ease and rapidity.

The most practical saw of the kind ever made.

Send for Descriptive Circular.

HENRY DISSTON & SONS

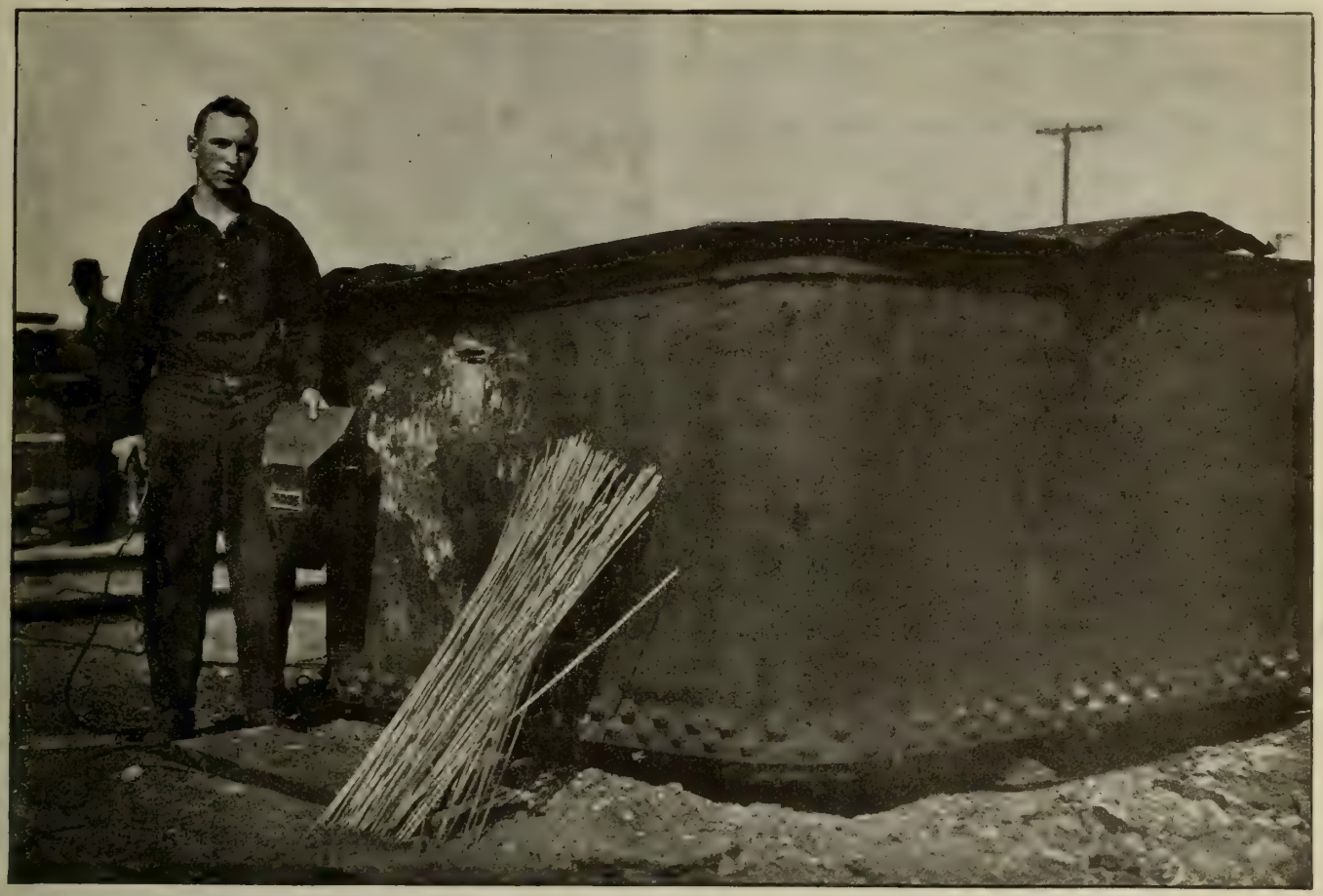
INCORPORATED

KEYSTONE SAW, TOOL, STEEL & FILE WORKS

PHILADELPHIA, U. S. A.

Canadian Works: Toronto, Canada

If interested, tear out this page and keep with letters to be answered.



Armco Iron Welding Material

Is the Favorite of Practical Welders Everywhere

Because of its unique purity and evenness and the absence of slag inclusions, it works freely and smoothly and makes possible a welded joint of 100 per cent. effectiveness.

For constructions which have to endure severe shocks and jars the high *ductility* of Armco Iron is of the utmost value in welded joints. Where Armco Iron has been employed as a filler the joints have the maximum strength and reliability.

A large manufacturer writes: "We have used various grades of imported and domestic iron in an effort to obtain one whose purity would suit our purposes. We introduced the use of Armco Iron a few months ago, and the results have been exceedingly satisfactory." Another: "We find that the Armco Iron rods are far superior to any welding rod we have as yet been able to obtain." A welding company: "We cannot say enough for Armco Iron welding wire. It works perfectly in the weld and retains its strength and toughness."

PAGE STEEL & WIRE COMPANY, of Monessen, Pa., are manufacturers and distributors of Armco Iron Wire for welding and electrical purposes. They carry an ample stock of wire 16 to 8 gauge and of rods ⅛ to ¼" in diameter.

AMERICAN ARMCO INGOT IRON

The trade mark **ARMCO** carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

The American Rolling Mill Company

MIDDLETOWN, OHIO

Licensed Manufacturers Under Patents Granted to the International Metal Products Company

Rust-Resisting Armco Iron Sheets and Plates, Roofing, Pipe, Gutter and Metal Lath

Branch Offices at

NEW YORK CHICAGO PITTSBURGH CINCINNATI ATLANTA
WASHINGTON CLEVELAND DETROIT ST. LOUIS and SAN FRANCISCO

If interested, tear out this page and keep with letters to be answered.

Dressing the Store Window

is a big business-builder, no doubt—but—you've got to have the best of goods behind that window to hold the trade.

Take FILES, for instance. Why not stock the best—they're none too good for that discriminating customer of yours.

You'll never go wrong if you stock and sell

P H

TRADE MARK

Quality Files

They're the kind that attract and hold a good customer, for they are "The Standard of File Efficiency."

Port Hope File Mfg. Co., Ltd.

Port Hope, Ont.

Ask Your Jobber.

Parker Shut-Metal Screws



For joining sheet metal.

Saves 75% cost and labor.

Used by all sheet metal workers.

Does away with bolting, riveting, etc.

Makes a pleasant job in its use.

Parker Damper Quadrant



"BEST IN THE WORLD"

FOR DAMPER REGULATION IN HOT AND COLD AIR DUCTS

PARKER SUPPLY CO.

Manufacturers

784 East 136th Street, New York

WRITE FOR SAMPLES

WANTED, AT ONCE — CAPABLE HARDware man to manage retail hardware business in thriving Ontario town. State experience, salary expected, and give references. Apply Box 182, Hardware and Metal.

Men who are capable of managing a retail hardware business are not easy to find. The position requires a high type of ability. Above all, it requires a man who recognizes opportunities and who knows how to make the most of them. That type of man in the hardware business is almost invariably a reader of HARDWARE AND METAL. There were fifteen replies to the advertisement shown here. It was a point in favor of all the applicants that they were in the habit of reading HARDWARE AND METAL.

USE THE WANT AD PAGE

If interested, tear out this page and keep with letters to be answered.



Guaranteed Service to Consumer.
Guaranteed Profit to Dealer.
Guaranteed Satisfaction to Both.

What the world wants to-day is something BETTER than usual in ANY line.

The buying public is tired of the "Just as Good" things, weary of the commonplace and worn thick and thin with the guilty, grass-grown average.

RAZORS ARE NO EXCEPTION

and it is worth remembering that the

AutoStrop

meets man's insistent demand for a razor better than usual, with service features for correct and easy shaving better than EVER.

A more complete and practical razor does not exist—it is the only razor that sharpens its own blades automatically, and so convinced are we of the shaving satisfaction it gives to any man who buys one that we say to you with emphasis: DO NOT TAKE YOUR CUSTOMER'S MONEY UNTIL HE IS SATISFIED THAT THE GOOD SERVICE GIVEN BY THE AUTO-STROP SAFETY RAZOR WARRANTS THE INVESTMENT.

With thousands of Canadian men called to the colors—all in need of a good, reliable razor, you will find it profitable to prominently display the Auto-Strop Safety Razor and personally point out its merits.

Hundreds of customers buy extra blades for old styles of safety razors and many of them complain of the expense and annoyance so frequently incurred. Here is your opportunity to explain the wonderful advantage of the Auto-Strop Safety Razor, its true economy—its comfortable service—the guarantee of 500 shaves.

AutoStrop Safety Razor Company, Limited

83-87 DUKE STREET, TORONTO

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger profit.* Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

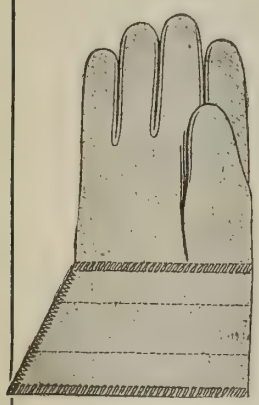
E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell Street**

TAPATCO

REGISTERED TRADE MARK BRAND



Cotton Gloves

Selling Better Than Ever

There's more work being done in the gardens of Canada this year than ever before, and every garden worker feels the necessity of cotton work gloves. Sell them "Tapatco" cotton gloves. They are the most comfortable and serviceable glove made. Good-looking, too.

Many Styles--Many Colors

Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

Also Leather and Leatherette Trimmed Gloves.

Put "Tapatco" Gloves to the front. It will pay you. Big sales and good profits.

The American Pad & Textile Co.

CHATHAM, ONTARIO

Wire Bale Ties

There is profitable business to be had in Wire Bale Ties from the hay pressers in your district. This is clean-cut business, bringing goodly returns without necessitating the loading of your shelves with stock. We specialize on this line, carry a large and varied stock, and have the greatest capacity of any like firm in Canada.

We manufacture wire in all sizes and in many varieties, such as Wire Nails, Wire Barrel Hoops, Staples, O. & A., Broom, Brush, Mattress and Florists' Wire, etc.

Ask for quotations on your requirements.

The Laidlaw Bale-Tie Co., Ltd.

A. T. Diggins, Toronto, Ont.
Harry F. Moulden & Sons, Winnipeg, Man.
H. E. O. Bull, Montreal Que.

Head Office and Works: HAMILTON, CANADA

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WHILE the car is being run into the garage, the door is held open by the Stanley Garage Door Holder No. 1774 which prevents the door from slamming against the car and causing damage to the machine or injury to its occupants. After the car is in, a slight pull on the chain releases the holder arm and permits the door to be closed easily.

STANLEY GARAGE HARDWARE

Because they are designed especially for garages, these STANLEY products give perfect satisfaction.

STANLEY BUTTS AND HINGES insure smooth swinging doors—no warping, sticking or binding.

STANLEY BOLTS mean that the doors are positively and safely closed.

The STANLEY LATCH AND PULL HANDLE are of generous, comfortable design—no more pinched fingers.

There are scores of garages being planned right now in your vicinity. STANLEY HARDWARE is needed.

To-day write for your free copy of "Selling More STANLEY Garage Hardware." It's really interesting.

The Stanley Works

NEW BRITAIN, CONN., U.S.A.

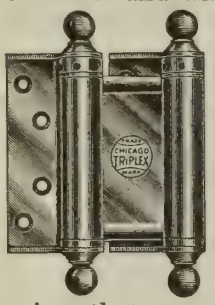
Canadian Representatives:
A. MacFarlane & Co., Coristine Bldg., Montreal

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK **NEW YORK**

Butler's **FAMOUS SHEFFIELD CUTLERY**

"CAVENDISH" CUTLERY & PLATE



"KEEN" RAZORS

Gold Medals **Grand Prix**

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681	"BUTLER" 1768	ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E.C.

Address Correspondence to TRINITY WORKS, SHEFFIELD.

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Wrapping Paper
Twines & Cordage

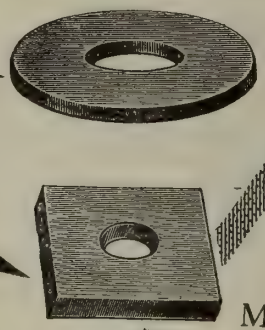
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Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.
Hamilton and Winnipeg

Wrought and Steel Plate WASHERS

of all descriptions



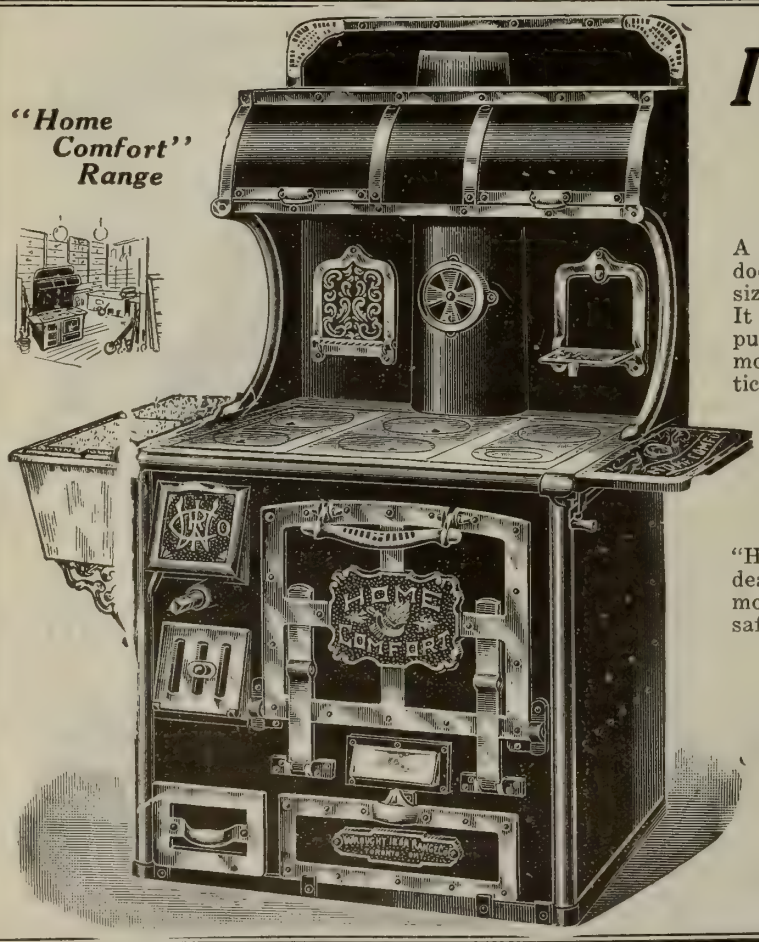
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Felloe Plates.
Sheared and Punched Plates.
Malleable Washers and Cast Iron Washers.

Round & Square
Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

"Home Comfort" Range



It's Wise to Sell a Single Model

A dealer acting as agent for the "HOME COMFORT" doesn't have to keep a big stock. We make only one size and one style. This simplifies matters a whole lot. It used to be, and still is, the custom for the dealer to put forward on his floor the simplest and cheapest model of a range, and to sell his customers this particular range. Then having made the sale, the dealer would proceed to induce the customer to buy extras. For this purpose, the more expensive models kept in the rear would be used for the purpose of demonstration.

Experience has taught a good many dealers that it is wiser to sell but one model, a model like the "HOME COMFORT." It saves time and money—dealers do not have to carry a large stock. This single model plan pleases the customer, too, and makes it safe and easy to make a choice.

We have made the "HOME COMFORT" the most easily sold range on the market. Write for agency proposition. It's a good one.

Wrought Iron Range Co. of Canada, Limited

Office: 151 King St. West **TORONTO, Ont.** Factory: St. 22 Orillia

If interested, tear out this page and keep with letters to be answered.

CANE'S Clothes Pins



NOT
"Just Clothes Pins"

Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket **Ontario**



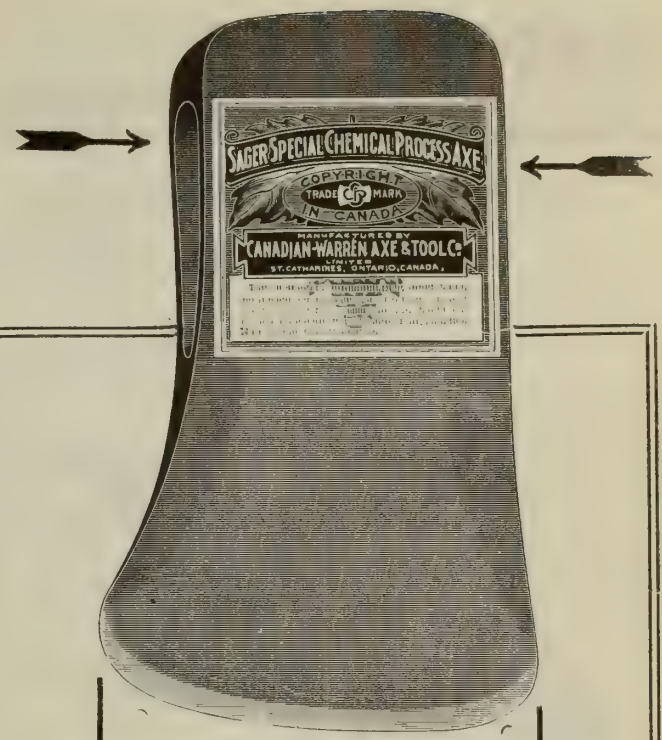
"Belleville" Hardware
Makes Business Grow

A high reputation for service, general reliability and attractive appearance makes the "Belleville" hardware products easy sellers.

Hospitals, banks, government buildings, apartment houses, office buildings and residences of all kinds throughout Canada are equipped with "Belleville" Hardware.

Sell "Belleville" Products and you are assured of pleasing your customers and making good profits.

Belleville Hardware & Lock Mfg. Co.
LIMITED
Belleville - Ontario



SAGER AXES
always make Satisfied Customers

There must be a reason. It is the axe itself. Made in patterns suitable for every purpose and of exquisitely tempered Special Chemical Process Steel, they give the customer real, practical satisfaction. You can recommend Sager Axes to your most particular axeman.

Soo Line Logging Tools

have established a reputation in Western Canada among lumbermen who want quality above all else.

Add to your profits by stocking these two well-known lines. Ask your pobber.

Canadian Warren Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

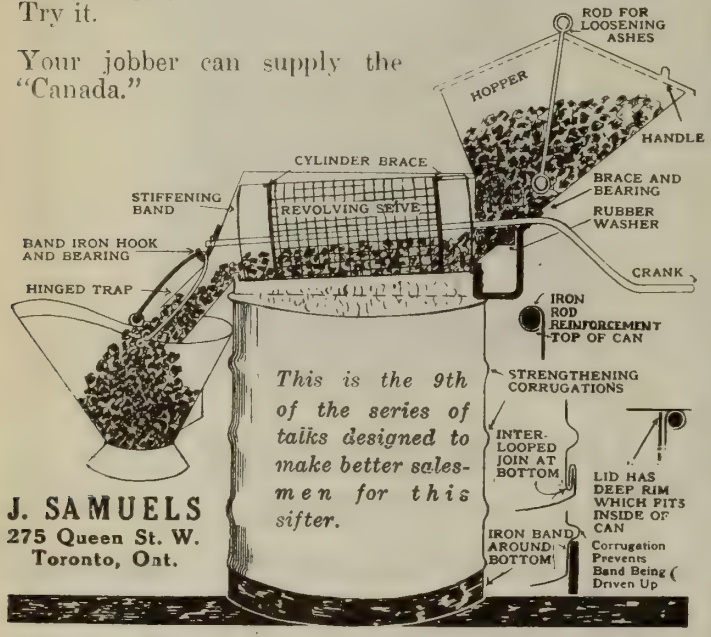
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SAMUELS' "CANADA" Dustless ASH SIFTER

Throw an ad on the screen

A few well-chosen words thrown on the screen at your best "Movie" theatre, telling the people how Samuel's "Canada" Dustless Ash Sifter saves coal, will bring you many enquiries that can be turned into sales. Try it.

Your jobber can supply the "Canada."



J. SAMUELS
275 Queen St. W.
Toronto, Ont.

Sell Handles that are Most in Demand

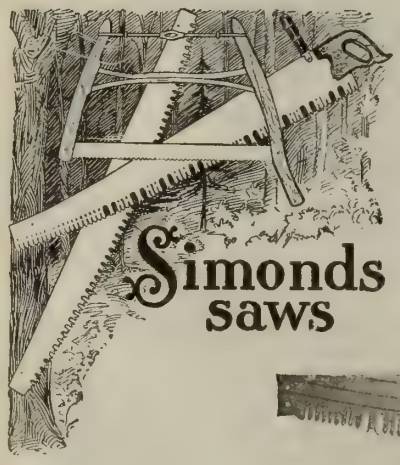
STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO



The best way to build a big business is to sell goods that satisfy. In the Saw line you know there is nothing which gives the user such complete satisfaction as Simonds Crescent Ground Cross-Cut Saws and Simonds Hand Saws. They will help to keep your business big or build it big. Write for catalog and terms.



No. 22. Full Width Cross-Cut Saw, Lance Tooth.



No. 315. Hollow Back Cross-Cut Saw.

Simonds Canada Saw Co.,
Limited
St. Remi St. and Acorn Ave., Montreal, Que.
Vancouver, B.C. St. John, N.B.



No. 10½. Sway Back Hand Saw.

ESTABLISHED 1849

WOOD, ALEXANDER & JAMES

Successors to WOOD, VALLANCE & CO.

WHOLESALE HARDWARE MERCHANTS

SHELF AND HEAVY HARDWARE

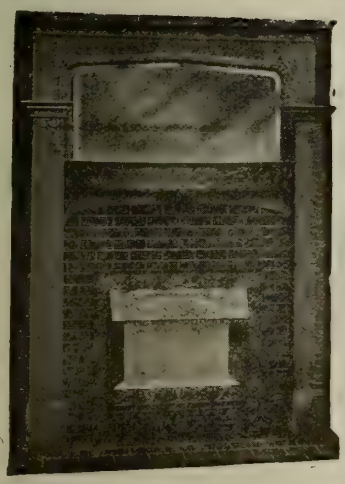
CONTRACTORS' and MILL SUPPLIES

BAR IRON AND STEEL

BUILDING PAPER AND ROOFINGS

AUTOMOBILE ACCESSORIES

BRANCHES: Toronto Office, 25 Front Street East; Wood, Vallance, Limited, Winnipeg, Man.; Wood, Vallance & Leggat, Limited, Vancouver, B.C.; Wood, Vallance Hardware Co., Limited, Nelson, B.C.; Wood, Vallance & Adams, Limited, Calgary. Alta.



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.



Quality Equal to the Best. Service Better Than That.

BOLTS
NUTS
SPECIALS



RIVETS
NAILS
WIRE

Winnipeg
C. C. CARTWRIGHT
85 Water St.

THE NORTHERN BOLT SCREW & WIRE CO., LTD.
Owen Sound, Ont.

Montreal
EDWARD ROY
75 St. Timothy St.

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

DIRECTOR OF EXHIBITS

CHIEF OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



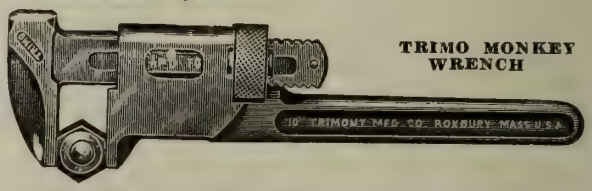
TRIMO PIPE WRENCH WOOD HANDLE



TRIMO PIPE WRENCH STEEL HANDLE



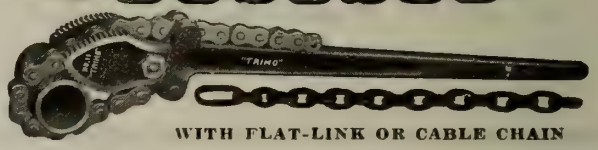
TRIMO PIPE CUTTER



TRIMO MONKEY WRENCH



TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN

Pumps that Carry Good-Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.



They are metal — hand-fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

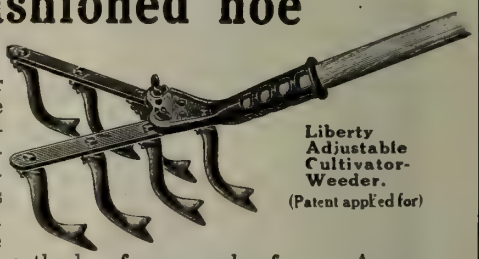
WRITE

The R. McDougall Co.

LIMITED

GALT, CANADA

Outselling the old-fashioned hoe



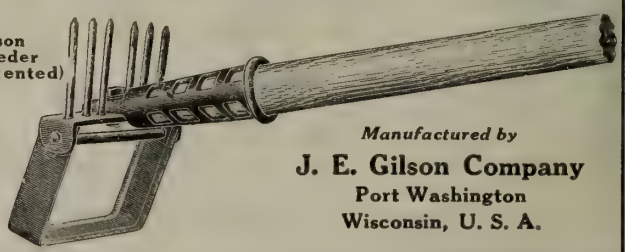
Liberty Adjustable Cultivator-Weeder.
(Patent applied for)

Wherever they have been introduced Liberty Cultivator Weeders and Gilson Weeders are rapidly ousting the hoe from popular favor. Anyone who has ever used a hoe can see at a glance that these new Gilson tools are more effective and will save time and labor. It won't take Gilson Tools long to "catch on" in your locality. Order from any of these jobbers:—

The Rogers Hardware Co., Charlottetown, P.E.I., T. McAvity & Sons, Ltd., St. John, N.B., Kennedy Hardware Co., Toronto; Lyons & Marks, Toronto; J. H. Ashdown Hardware Co., Winnipeg; Wood, Vallance, Ltd., Winnipeg; Wood, Vallance & Adams, Ltd., Calgary, Alta.

Gilson Garden Tools are being regularly advertised in MacLean's Magazine and Farmers' Magazine. This publicity will bring direct business to the dealer who has the stock to handle it.

The Gilson Weeder (Patented)

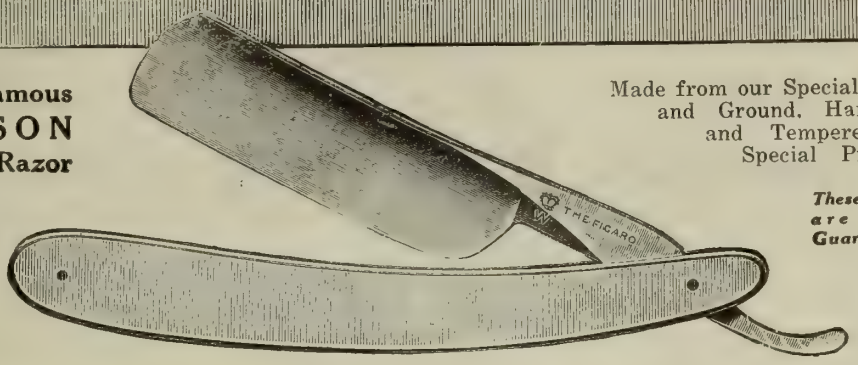


Manufactured by

J. E. Gilson Company
Port Washington
Wisconsin, U. S. A.

If interested, tear out this page and keep with letters to be answered.

The **World-Famous**
WILKINSON
Sword-Steel Razor
—The envy of every man who loves an easy shave.



Made from our Special Steel, and Ground, Hardened and Tempered by Special Process.

These Razors are Fully Guaranteed.

Anticipate

the "After-the-War" rush by placing Orders

—NOW—

THE output of our famous WILKINSON Silver Sword-Steel Razors has been largely restricted through war requirements. We feel the time has arrived when factors and retailers should be placing their orders for "after-the-War" delivery, and we invite such orders, to be executed in strict rotation as received. Every effort made to meet sample orders from present limited output.

The **PALL MALL**
7-Day Safety Shaver,
in Best Leather Case. Extra Blades may be obtained for the "Pall Mall" Safety Razor. The blades are *solid*, therefore most suitable for *stiff* beards and tender skins.



The
WILKINSON SWORD CO., LTD.

53, PALL MALL, LONDON, S.W. 1.

T. H. RANDOLPH, Managing Director.

We are Makers of
RAZORS, SHAVERS, SWORDS, GUNS, PISTOLS, CAMP EQUIPMENT, HUNTING KNIVES, etc.

If interested, tear out this page and keep with letters to be answered.

EVERYTHING IN RUBBER

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

MADE IN CANADA

Looking Forward

The Dominion Rubber System policy is *"To Serve and Please the Trade."* That policy will be more in evidence during 1918 than ever before.

Despite changed and changing conditions in Trade and Manufacturing, there will be no lessening of our efforts to meet every need in Rubber, no matter from what source it may emanate.

For more than half a century we have set the pace, and our position this year will be more pronounced because of the greater and better service we can and will render.

Our service branches, in the principal cities of Canada, will give prompt and intelligent attention to all enquiries. Our experts are ready with their advice, where needed.

Canadian Consolidated Rubber Co. Limited

Head Office - - MONTREAL

Service Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Kitchener, London, North Bay, Fort William, Winnipeg, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver, Victoria.

The Largest Manufacturers of Rubber in the British Empire.

If interested, tear out this page and keep with letters to be answered.

"Member Audit Bureau Circulations"

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, JANUARY 26, 1918 No. 4

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JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*

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GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director; Telephone Central 12960. Cable Address: Atabek, London, England.

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SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year; Single Copies, 10 cents. Invariably in advance.

Tinplates

Welsh and American

CANADA PLATES

Ordinary and Blue Finish

TERNEPLATES

Ordinary and Firedoor qualities

SHEET ZINC, COPPER BRASS and LEAD

From stock and for import

A. C. LESLIE & CO. LIMITED
560 St. Paul St. West, MONTREAL

Galvanized Sheets

"QUEEN'S HEAD," the world's standard-equalled by none

"FLEUR DE LIS," second only to "Queen's Head"

"REDCLIFFE," for corrugating, etc.

John Lysaght, Limited
Manufacturers
Bristol and Newport

A. C. Leslie & Co., Ltd.
MONTREAL
Managers Canadian Branch

Let the Women Know

YOUR store is the place where women like to be reminded of the household needs that have "slipped their minds." Even for so well-known an article as

O-Cedar Polish

a reminder is needed. Housewives will be glad to see O-Cedar before their eyes when they enter your store. Every woman wants O-Cedar Polish because it is the quality polish—because it renews and protects all their furniture—because it cleans as it polishes.

The extensive and powerful advertising given O-Cedar Products is making more O-Cedar users every year. Let your store be known as an O-Cedar store, and you will ensure your share of this profitable business. People will be sure you have it, if you utilize the convenient O-Cedar Sales Helps—O-Cedar Floor and Counter Stands; Electric Sign Displays; and O-Cedar advertising plates. Ask your jobber about yours, as well as about the Profit Deals that will make additional money for you.

CHANNELL CHEMICAL COMPANY, LIMITED
369 SORAUREN AVENUE - - - TORONTO

If interested, tear out this page and keep with letters to be answered.

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, JANUARY 26, 1918 No. 4

Advertise the Goods, the Price, the Store

Milton Alexander, Retail Advertising Counsel, Detroit, Tells Toronto Ad. Club Principles of Successful Retail Store Advertising—Basic Appeal—Price and Value Comparison—Personality—Pictures—Proper Display—Honesty

"BUSINESS is not just business, it is service to mankind." Enunciating this as the basic creed of all merchandising business, Milton Alexander, Counsel on Retail Advertising, Detroit, got into the swing of a constructive address on "Retail Advertising" before the Toronto Advertising Club on Tuesday.

"The business of the retailer—satisfying the innumerable requirements of an over-exploited public," he said, "tends to elevate the standards of living, and make life purer, better, nobler, and generally more worth while. Business is not business: it is service to mankind, and we see in the development of this idea how advertising ideas have left a clean-cut impress on our complex modern life."

Best Business in Cities of Homes.

In illustration of this, Mr. Alexander showed that the most satisfactory cities to do business in or to advertise in on permanent lines, are the cities where people can establish homes, and to the system of selling furniture on the instalment basis he ascribed more beneficial results in service to mankind than perhaps to any other business idea.

"The cities of homes are the centres of successful retail advertising," he said. "Cities of tenements, boarding-houses, and apartment blocks are the places where retail advertising is retarded, and business wrestles with bad conditions."

The Chief Error in Retail Advertising.

"One of the chief weaknesses of the retail advertiser," said Mr. Alexander, "is his inclination to place in his copy a vast amount of extraneous matter which serves no useful purpose except to tickle the vanity of the writer and provide valuable material for the family scrap book. The retail advertiser who fills his advertisement with accounts of his own noble achievements is like the old darky who used to talk to himself because he always liked, as a listener, to hear a good speaker, and as a speaker to have an attentive audience. The public is not interested in your business success, or power, or progress, but in what you have got to sell.

The "Clever" Advertisement Impotent.

"Clever advertisements are sometimes the most impotent," said Mr. Alexander. "Bright ideas don't function unless they help the merchant sell his merchandise. I want no copy of mine ever to be commented upon as 'What a clever advertisement.' I had much rather those who read it would think simply 'That's something I want to buy.'

"The moment attention is drawn to the make-up of an advertisement that much attention is withdrawn from the commodity which it is intended the reader of the advertisement should want to buy.

Three Advertising Principles.

"There are three principles in writing a retail advertisement," said the expert. "The first is to state clearly what the article or the service is.

"The second is to state what the price of it is.

"The third is to state where it can be secured.

"After these three points have been brought out forcefully and well, then further details may be brought out if desired in more leisurely fashion.

Give The Price—Not Over-Emphasized

"Every retail advertisement should carry the price mark of the goods, for through that and that alone is the public given an idea of the market value of the merchandise offered. There is a genuine danger in this, remember. The danger lies in over-emphasis. We have to-day watches we learned to know as "Dollar" watches retailing at $1.25, and many other instances of the danger of over-emphasis of retail price might be given.

Discover the Basic Appeal.

"In preparing a retail advertisement it is necessary to discover the basic appeal of the merchandise to the prospective purchaser," said Mr. Alexander. "This is sometimes easily discoverable, because it consists in simple appeal to the senses. For instance phonographs sell on their tone quality—appeal to the sense of hearing. Clothing sells on style—appeal to the eye. Mattresses are sold on comfort—appeal to feeling. Perfume is sold by its appeal to the sense of smell. Beverages appeal to the taste, and so on. But in some cases it is much more difficult to discover the basic appeal of the goods, and there the advertiser has to employ the greatest skill But every article possesses some quality above all others that compete with it, and to discover this the advertiser must concentrate all the powers he can use. The very weaknesses of some things are the sources of their strength of appeal.

Keep Personality in Advertisement.

"Some retailers in preparing advertisements take from them all their personality in an effort to make them clean and dignified. It is not necessary for any advertisement to be weak in order to be clean and dignified, any more than it is necessary for a man to be effeminate in order to be becomingly dressed. Readers of advertisements quickly and unconsciously sense the lack of personality in an advertisement, and the attempt to attain dignity at the expense of strength.

The Appeal of Comparisons.

"Comparative prices and comparative values are primarily appeals, but it is over-emphasis of this feature which has produced the most frequent examples of fraudulent statements in advertising. I think that the reason for

this is that the stating of comparative prices and values is the easy route for the advertiser to produce effect. In saying this I don't mean to defend dishonest use of comparative prices and values, but to point out that when these are honestly used they represent the very strongest kind of selling point.

Pictures Are Remembered

"We all know something about the great pictures by the masters, Rembrandt, Gainsborough, Turner and so on," said Mr. Alexander, "but what do most of us and the masses remember about the literary celebrities contemporary with the great artists? The message of the ages comes down to us through the picture, and I believe the time is coming when every advertisement in the columns of the newspapers will be duly illustrated. In this connection it is false economy to spare the cost of a picture for an advertisement, the space for which in the newspapers is already costing a good deal of money, if the use of the illustration will make the space so much more effective for its purpose.

Advertisements Not "Printed Salesmanship"

"Advertisements have sometimes been called 'Printed Salesmanship," said Mr. Alexander. "This is not the truth. A real good salesman does not make a good advertising man in every case. The advertising man must bring to his task certain very definite qualities distinct from salesmanship. He must be appreciative of art and illustration values. He must be able to write English forcefully and fluently, convincingly, and with originality. He must be able to judge of things from the psychological viewpoint, as well as estimate their objective value. No man can pass on the complex advertising problems of the day, unless he can bring to bear on them these qualities and more.

Secret of a Fortune by Advertising.

"An old man who had made a fortune by advertising lay dying. His wife thought he might like to have a word read to him from the Bible. She asked him what text he would like to hear.

" 'The text isn't very important so long as it has plenty of white space around it and is well displayed,' murmured the old advertiser, true to his first principle of advertising success.

Milton Alexander told the story to the Toronto Advertising Club, and left the many retailers present to note the moral.

"We are coming to a time," he said further, "when advertising is going to be the only way left open to the retailer to achieve success. The retailer who advertises shows that he is a man of courage, confidence, and energy, who is ready to accept his responsibilities. The retailer who advertises shouts aloud to the world, 'Here am I.' Thieves don't believe in visiting cards. It is only honest men who dare be open about themselves. Widely-known men and goods don't dare to misbehave themselves. If they did wise men and knaves would not hesitate to talk about them.

State Advertising Bureau.

"Advertising is justified if only by its share in winning the war," said Mr. Alexander in conclusion, "and the national governments must inevitably establish national departments of advertising and publicity, not only in the interests of national publicity, but likewise to act as an advisory and supervisory force over the important matter of national development through advertising."

At the close of his address Mr. Alexander replied to direct questions from retailers on advertising problems. The questions and answers are given on another page.

Hints on Advertising for Retailers

Milton Alexander, Advertising Expert for Retail Trade of Detroit, Replies to Direct Practical Enquiries of Retailers at Toronto Ad Club—CANADIAN GROCER Gives the Problems and Their Solution

MILTON ALEXANDER, retail advertising counsel, Detroit, whose address on retail advertising before the Toronto Ad. Club is reported on another page, gave direct answers to retailers' questions on actual advertising problems. Questions and answers are here given from shorthand report:

Shoes, Their Price, And Sale Price

Q. I am a retailer in charge of a shoe department of a store. I have a stock of shoes of different grades, their average price about $6.00. I want to get rid of these and put on a sale advertising "Shoes worth from $5.00 to $8.00 —Now $4.25." There is one pair of shoes in the lot worth $8.00 and a couple of pairs worth $7.00. The rest are worth from $5.00 to $6.00. Is my advertisement honest?

A. No, I don't think it is. That is a base rather than an honest use of price appeal. If there had been originally a lot of shoes which had been priced as high as $8.00, then it would have been honest, but not unless.

Amount to Spend on Advertising

Q. What portion of the revenue of a retail business should be apportioned to retail advertising? asked another retailer.

A. I think the idea of stating any definite amount for retail advertising is basically wrong. Advertising must be regarded as an investment not an expense. But I should roughly suggest that in brisk business periods about 5% to 10% of the revenue should be for advertising, and in dull times up to 20%.

Small Space Often or Big Space Less Often?

Q. Advertising in the daily press, which is the most effective—a small space frequently, or large space less frequently used?

A. That is a very natural question. I don't remember a single meeting at which I have answered questions where this one was not asked. The answer cannot be given offhand. It would be determined by a vast number of conditions and considerations. First, the class of readers of the papers being used. Then the number of prospective users of the product. Then whether the article is one for which demand has been already created, or a new article. Then whether the story of the article can be told in a few words or not. There are fifteen or twenty arguments involved, and every one of them alters the answer to this question. I should say, however, that small copy consistently used is better as a general thing, but in many cases the size of the space used is an element of strength in favor of the advertisement.

Here I would point out that the department stores' full pages in the press are not published that size because the size of space counts with them so much as because their matter is such that it cannot go into any smaller space. Some copy is like that and calls for large space accordingly.

Big Space Used Regularly

Q. Here is a special case of a merchant who uses three-quarters of a page of an evening paper every Friday as against competitors in the same line who are using smaller space, but more frequently. Which is better?

A. There are just two possibilities of psychological inference from that proposition. One is that the reader of the advertisement might take it from the size of advertise-

ment that the store was a large one, and be more inclined to patronize it accordingly. On the other hand it might react against him as giving an impression of extravagance.

The Right Size for an Advertisement

The right size for any advertisement is the smallest possible size which will include the story to be told and still dominate the page. I should say that 27 inches —that is 3 cols. x 128 lines—is sufficient to dominate the page if properly used.

On What Days to Advertise?

Q. What days of the week are the most effective for retail advertising?

A. That would have to be determined largely by local conditions. In Detroit the best days in their order for retail advertising in the daily press are: 1, Friday night; 2, Sunday; 3, Thursday night; 4, Tuesday night; 5, Monday night. Custom has a good deal to do with this. Saturday is a general shopping day in view of the Sunday holiday which causes fresh demands to be created. And Monday brings after-holiday demands. Saturday and Monday will always be good shopping days.

Evening or Morning Paper?

Q. How is it that the evening papers usually get more retail advertising than the mornings? Is there any reason for that?

A. One medium should be as good as another for retail advertising, but the evening papers have apparently developed the retail merchandising end while the morning papers have gone in more for other business advertising.

Q. Why do you favor more percentage of revenue for advertising in dull times as against brisk?

A. I don't know that one time should be more important than another. A man can be satisfied if he likes with less advertising when business is bad than when business is good. But if the advertising is effective and reduces overhead which is the object to attain, then it would be profitable to expend $1,000 in bad times for every $100 when business is brisk.

When Counter Calls Reduce Spending

Q. I hardly agree with the idea of increasing the appropriation when there are many counter-calls for money, patriotic calls, etc., taking people's minds off spending in retail business channels. I think it a mistake to try to force business when it is naturally quiet as for instance in August, or January or February. Is it good policy to spend money on advertising then?

A. In answer to that there is of course a certain point where the law of diminishing returns comes into force and makes the advertising unprofitable. There is always a time to stop advertising. But consider this; if the total amount spent on say clothing in Toronto in a good month say April, is $5.000.000 and the total in January only $1,000.000, and if in brisk business times a retailer's fair proportion of that business is say 5 per cent. it is possible that by advertising in dull times he might get his proportion of the total business available up to 25 per cent. A great many merchants have got more business than their competitors even in bad times by advertising.

Carrying on a "3 Day" Sale

Q. If I run a sale announced as a "Three Day" sale, and returns are not as good as I expected, am I justified in carrying it on beyond the three day term, or would that be false advertising?

A. If you announced very definitely "For Three Days Only" then I think it would be dishonest, though not the sort of dishonesty that does anybody any harm. It's rather like taking apples that would rot anyway if left. But the retailer who ever made a practice of this would certainly get himself where his sales advertisements would be as little believed as the shepherd boy's "Wolf! Wolf!" in the fable.

Basic Appeal of Beverage Advt. is Taste

Q. I am in doubt whether the basic appeal of a beverage advertisement is invariably taste. What is the appeal?

A. Unquestionably it is taste. I'll give you a case. A man came to ask counsel on advertising a new grape juice. He said to me 'I'm going to advertise this on the medicinal properties it has. I notice none of the other fruit juice advertisers seem to touch that aspect of it.' I asked him 'Do you drink anything, beer for instance?' He said 'Yes.' 'Which do you prefer of the different kinds?' I asked. 'Oh I prefer——' he replied promptly. 'Why?' I asked. 'Oh it tastes better' he said, and suddenly realised that the basic appeal of a beverage people are to like is taste. Even a medicinal beverage sells better the better it tastes.

Montreal Automobile Show Opens

Large Attendance on Saturday and Monday Nights—Exhibits Are Large—Accessory Displays Interesting

THERE are sixty-two individual exhibitors at the Montreal Automobile Show being held this week. This is held in the Almy block on St. Catherine Street west. Provision was made for the temporary removal of the Almy stock and the whole third floor was thus given over to the motor show. Space has thus been afforded for a large showing of pleasure cars and trucks, accessories, bicycles, motorcycles and other lines.

The motor truck has so woven itself into the commercial and industrial life of our cities and towns that a consideration of some of its advantages is timely. All makers have bent their energy toward the production and maintenance of a type of truck that would meet and satisfy the needs of a growing demand. Thus, if the truck be wanted for the use of the small retailer, there is a variety to suit his need; if the manufacturer wants one or the jobber, to suit the needs of his business and to carry the heavier loads of machinery or merchandise that are called for by his business, there is likewise plenty of choice.

The Motor Car Exhibits

The makers of cars have not departed greatly from the models of the past season. It has been felt unnecessary to make radical changes, especially in view of the strenuous conditions of to-day. But that which is desirable in a car for comfort is to be found in the models shown. Convenience and attractiveness is not wanting, and from the small to the larger and powerful car one who wishes to select may do so from a very wide showing. The purse of the modest buyer as well as that of the man with the means to buy a limousine of the most approved type may find what he wishes to purchase.

Some of the Exhibits

The following cars are shown: Briscoe, Murray, Cadillac, Detroit Electric, Elgin, Ford, Winton, Gray Dort, Reo, Premier, King, Hudson, Chevrolet, Franklin, Pathfinder, Dodge, Maxwell, Locomobile Marmon, Reamer, Scripps-Booth, Rolls-Royce, McLaughlin, National, Paige-Detroit, Studebaker, Chalmers, Stutz, White and Willys-Overland.

The Accessory Exhibits Good

There are some very good exhibits. None have better ones than those arranged by the accessory dealers. Among these are exhibits by the Jas. Walker Hardware Co., Ltd. This has a background of cloth in amber and black, and the result is pleasing and effective. The usual line of accessories is carried and several of the specialties for which the firm is agent.

The exhibit of John Millen and Sons is novel in that it has a model "tank" complete, apparently, in most details, and quite as natural looking as the real thing. Their background is made up principally of a sign in which illuminated lenses are shown to advantage by the use of a colored-light effect. Accessories are displayed in neat manner.

The Northern Electric Co. has an effective display, a large part of it being so arranged that when the electric current is turned on movable displays attract attention. They have a bobbin-winder to show how cable is made and another interesting electric novelty. The full line of accessories is shown and also samples of a new station for air service.

The Champion Spark Plug Co. has a unique display of its products. A "Globe" is used, and around this, in a wooden circular frame, spark plugs are placed, and when the current is turned on the Globe revolves, through the use of a small motor, and the plugs "spark."

The Champion Ignition Co.'s display is made up of spark plugs.

(Continued on page 48.)

Convention Program Now Complete

Program Most Practical Ever Provided by Association—Deserves Large Attendance —Splendid Talks to be Given by Business Experts

ALL arrangements have now been completed for the fourteenth Annual Convention of the Ontario Retail Hardware & Stove Dealers' Association to be held in Hamilton, Can., February 19, 20 and 21.

The program is thought to be the most practical that has ever been prepared for the Association, at least, it is the opinion of the officials and of several of the members who have been consulted since the partially complete program appeared in last week's issue of HARDWARE AND METAL.

Business Problems

One of the best features of the Convention will undoubtedly be the address on business problems by John C. Kirkwood, business counsel.

Mr. Kirkwood will take up various subjects in the following order:

1. Ascertaining and recovering the cost of doing business.
2. Making a net profit of thousands per year.
3. A salary for the boss.
4. Selling more goods or the matter of turnover.
5. Making the man behind the counter a better salesman.

Mr. Kirkwood's address alone would be well worth while the attendance of any merchant.

Mr. Kirkwood is well qualified to deal with the subjects owing to his wide experience and the careful study he has made of these subjects.

Following the address, the meeting will be thrown open to a discussion of the various problems, and this will no doubt prove one of the interesting features of the Convention.

Very frequently speakers undertake to address retailers on these subjects, but only cover them in a very general way. Mr. Kirkwood will get right down to brass tacks and show in a practical manner how the retail hardwaremen can apply the most modern methods in their business.

Outlook for 1918

Another most interesting feature of the Convention will be a series of short addresses on the outlook for 1918 by prominent manufacturers and wholesalers. The speakers will undoubtedly give their hearers a large amount of valuable information regarding the future outlook—information which should prove of inestimable value to retailers during the next few months.

Addresses will be delivered on the following subjects: "The Linseed Oil and White Lead Situation," by H. M. Ashby, managing director Sherwin-Williams Co., of Canada, Ltd., Montreal.

"A forecast on sheet metals," by A. T. Enlow, president Dominion Sheet Metal Co., Hamilton.

"Saws and tool situation," by H. P. Hubbard, general manager, E. C. Atkins & Co., Hamilton.

"Shovel situation, present and future, as we see it," by W. G. Skelton, Canadian Shovel & Tool Co., Hamilton.

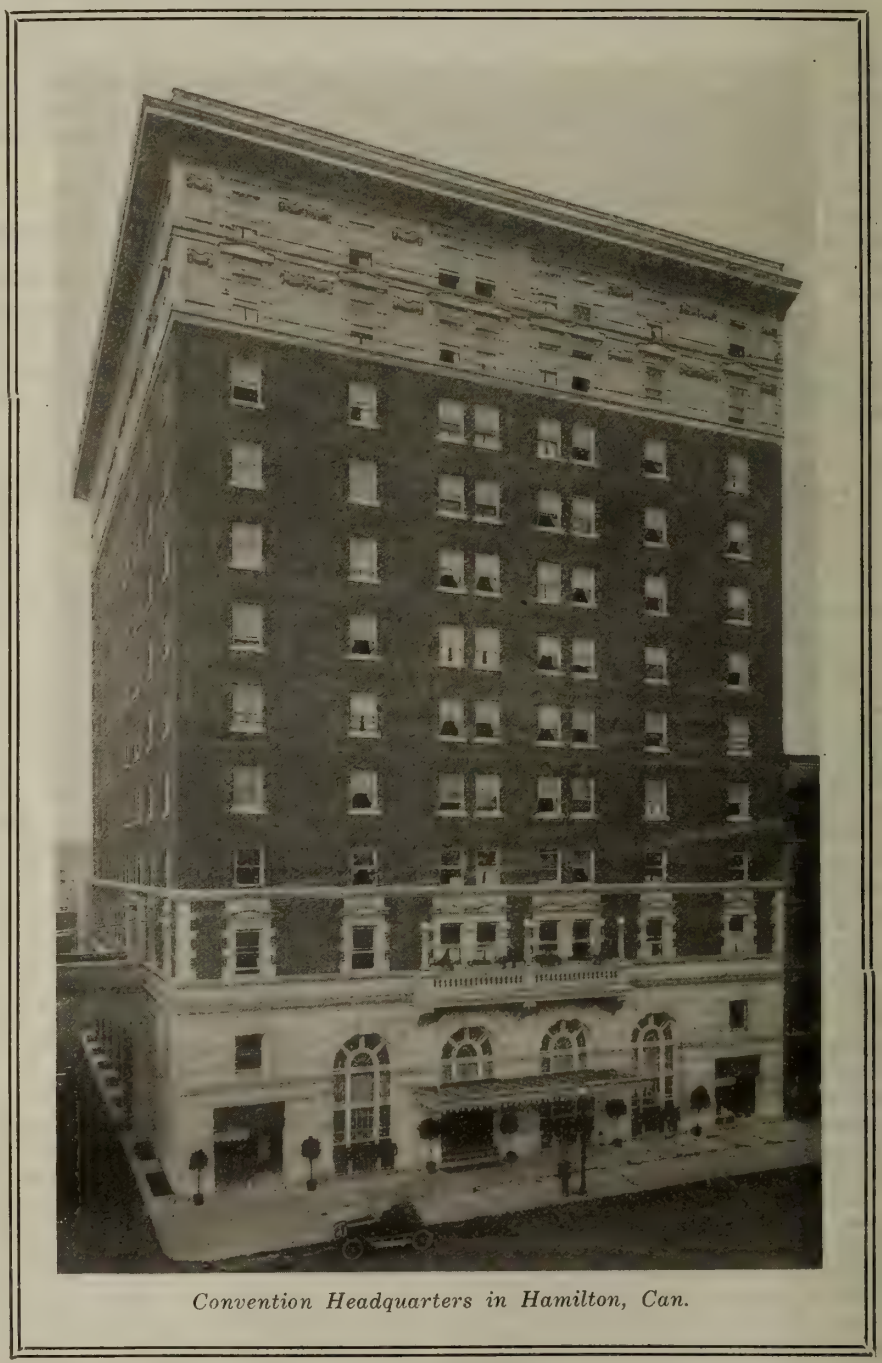
"Hinges and wrought hardware," by A. F. Hatch, manager Canada Steel Goods Co., Hamilton.

"Ready mixed paint outlook," by F. J. Penberthy, manager Lowe Bros., Ltd., Toronto.

"The metal market," by W. G. Harris, senior, president Canada Metal Co., Toronto.

"The outlook from a wholesaler's standpoint," by T. B. Williamson, of H. S. Howland, Sons & Co., Ltd., Toronto.

Following the addresses a discussion



Convention Headquarters in Hamilton, Can.

will take place and queries from members will be given consideration.

Advertising Problems

The address on advertising by A. A. Briggs, advertising manager, Dunlop Tire & Rubber Co., Toronto, should also prove a most interesting feature, and those hearing the address will undoubtedly receive a great many splendid ideas which they can use to advantage in their own advertising. This address will also be followed by a discussion on advertising problems.

Address on Salesmanship

Another interesting feature on the program is an address by Geo. A. Simpson, sales manager, Steel Company of Canada, Hamilton. Mr. Simpson has had an exceptionally wide experience in sales problems and is an authority on this subject. A number of Mr. Simpson's articles have appeared at various times in HARDWARE AND METAL and other publications.

Department Stores and Mail Order Houses

The buying and selling methods of department stores and mail order houses will be covered in an address by G. D. Davis, manager HARDWARE AND METAL. Many of the methods of department stores and mail order houses will be covered in this address.

Following the address, a "Question Box" session will be held in which a large number of important matters will be brought up for discussion.

There are two "Question Box" discussions on the convention program, and no doubt many important questions of interest to the trade will be brought up and thoroughly discussed.

Another feature of the Convention is demonstration of actual salesmanship, in which prominent members of the Association will take part. Mock sales will be a feature of the Convention program at Thursday morning session.

Election of Officers

A new plan will be followed this year regarding the election of officers, and election will take place by ballot. Nominations will be received during the first and second day of the Convention, after which ballots will be printed and the election will take place on Thursday morning.

It is expected that members will take a deep interest in the election of officers this year and elect men who are best fitted to carry on the work of the Association.

Closed Meetings

It is also planned to provide distinctive badges for members, Association members and visitors.

Some of the meetings will be open to all those in attendance at the Convention, while others will be closed meetings at which only members will be admitted. It is felt that at the closed meetings where they are confined

(Continued on page 60.)

CONVENTION PROGRAMME

THE ONTARIO RETAIL HARDWARE AND STOVE DEALERS' ASSOCIATION

ROYAL CONNAUGHT HOTEL, HAMILTON
FEBRUARY 19-21, 1918

TUESDAY, FEBRUARY 19

10.30 a.m.—Meeting of Executive, appointment of Convention committees.
Reports of Officers for approval by Executive.

2.00 p.m.—Open Session.
Reception by Mayor and Trade Association representatives.

3.00 p.m.—Business Session for members.
President's Address.
Secretary's Report.
Treasurer's Report.
Reports of Executive and Advisory Committees.
New Business.

Evening—Open for entertainment.

WEDNESDAY, FEBRUARY 20

9.30 a.m.—10-minute addresses on "Outlook for 1918," by following speakers:
"The Linseed Oil and White Lead Situation," by H. M. Ashby, Managing Director Sherwin, Williams Co., Montreal.
"A Forecast on Sheet Metals," by A. T. Enlow, President Dominion Sheet Metal Co., Hamilton.
"Saws and Tool Situation," by H. P. Hubbard, General Manager E. C. Atkins & Co., Hamilton.
"Shovel Situation, Present and Future, As We See It," by W. E. Skelton, Superintendent Canadian Shovel & Tool Co., Hamilton.
"Hinges and Wrought Hardware," by A. F. Hatch, Manager Canada Steel Goods Co., Hamilton.
"Ready Mixed Paint Outlook," by F. J. Penberthy, Manager Lowe Bros., Ltd., Toronto.
"The Metal Market," by W. G. Harris, Sr., President Canada Metal Co., Ltd., Toronto.
"Outlook From the Wholesaler's Standpoint," by T. B. Williamson, H. S. Howland Sons & Co., Toronto.
Queries from members and consideration of forecasts.

WEDNESDAY AFTERNOON

1.30 p.m.—Address by John C. Kirkwood, Business Counsel. Mr. Kirkwood's address will cover the following subjects: Ascertaining and Recovering the Costs of Doing Business; Making a Net Profit of Thousands Per Year; A Salary for the Boss; Selling Enough, or the Matter of Turnover; Making the Man Behind the Counter a Better Salesman.

3.30 p.m.—Address on "Advertising," by A. A. Briggs, Advertising Manager Dunlop Tire & Rubber Goods Co., Toronto.
Queries and discussion on above subjects by members.
Question box.

WEDNESDAY EVENING

Closed meeting for members.
"Department Store and Mail Order House Methods," by Geo. D. Davis, Manager HARDWARE AND METAL.
Question Box Session.

THURSDAY MORNING

Closed Session.
9.30-10.30—Election of Officers and General Business.
10.30—Address on "Salesmanship," by Geo. A. Simpson, Sales Manager Steel Company of Canada, Hamilton.
"Mock Sales."
"Demonstration of Actual Salesmanship."

THURSDAY AFTERNOON

New Lines for the Hardware Store.

WHAT TO DO NEXT MONTH

Suggestions for More February Business

Make Your Plans Now—Revise the Mailing List—Watch Newspaper Copy — Tool, Paint, House Furnishings, Electrical, Auto Accessory and Sporting Goods Departments Capable of Development

HARDWAREMEN are already planning their next month's business, and February presents an opportunity to the retail merchant for good sales and effective organization for the entire year. In the majority of cases stock-taking has been completed and merchants are in a position to know how they stand, whether their business has been conducted along profitable lines. From those whose figures do not reveal the results they had wished better things may be expected during 1918; to those who had a balance on the right side of the ledger equally good if not better returns are possible. To improve should be the watchwood during the present year; not necessarily bigger business but better business should be determined upon. In attaining this end merchants should plan ahead; they should not wait until business comes to them, they should prepare for it and go out after it.

February Good Month to Revise Mailing List

ONE of the most important points to be taken up during next month should be the mailing list. Practically every merchant has a mailing list of a certain degree of effectiveness—but to have a list that is right and from the use of which results may be expected should be the aim of every merchant. Time can be well spent in checking the list of present and prospective customers, making revisions and additions so that you have a list which is up-to-date in every particular.

This makes it possible to place in the hands of your customers advertising matter which not only directs attention to your store, but in a large way influences sales. In every possible manner, merchants should encourage those mediums of publicity which will bring results with the least strain on the sales staff. By the use of the mails it is possible to get your message right to the people needing the goods, and this will back up newspaper, window display and store interior advertising most effectively.

What of the Tool Department?

THE appeal to those on whom the inactivity of long winter evenings grates miserably suggests a line of endeavor which many would be glad to follow, that of the amateur carpenter. Though February is the shortest month of the year, it is one of the hardest for the average citizen to endure. By encouraging the man of the house to undertake those odd jobs which his wife has been wanting done for months, the merchant makes friends from both sides of the house. The man has something to do, the woman derives the benefit. This will mean a demand for hammers. saws, files and planes, and it will be found that the call is for tools of the better class.

Sales of Paint Naturally Follow.

PROBABLY the amateur carpenter builds a cupboard or puts up extra shelving. He will want a can of paint to finish up his work, to have it correspond with the other furnishings, and when he sees how easy it is to apply this paint, it should not be difficult to make sales of inside finishes for the walls, floors or furniture.

But sales of interior paints need not be confined to those who build cupboards. The housewife's interest must be enlisted in the possibilities of the paint department. Right now is an opportune time to encourage the farmer's wife to invest before the men are called out to the fields. The farmer's wife wants her home decorated as well as her town cousin, and the prosperity reigning in the rural communities is sufficient evidence of their ability to have any work done which they desire. The farmer's trade presents opportunities for great development, and should not be overlooked at any time, but much less now.

Getting an early start at the work of decorating the home can be emphasized. Those who depend on outside help need to speak early for the men to look after this and the assistance of the painters and decorators could be secured in this worthy cause.

House Furnishings Present Possibilities.

STOCK-TAKING in the house should be indulged in as well as in the merchant's store. The retailer can suggest this line of action and the result will be to reveal to the housewife the need of replenishing her stock of pie plates, saucepans or roasters. This can be turned into sales for tinware, enamelware, copper ware, aluminum ware, etc., and these lines usually show a very nice profit to the dealer.

Stoves, Ranges and Heaters

IT is quite possible to class these lines with housefurnishings, but they are so important that it might be well to consider them separately. Sales for these items run into money quickly and every merchant takes special care in outlining his sales program. A stove or range that gives baking satisfaction, that is economical on fuel, is what the housewife wants and sales are possible next month as well as any other.

With respect to heaters, the propaganda on fuel conservation should stimulate the sale of oil heaters wonderfully. For that cold room or to relieve the furnace of some of its duties, the oil heater can be played up in such a manner that sales will result. And that means the sale of oil as well, repeat business which all merchants like to have coming along.

Electrical Goods to the Fore

FROM the housefurnishings and stoves it is only a step to things electrical. Electrical heaters perform their function in keeping Jack Frost from rooms not reached by the furnace and will quickly respond in the matter of sales if pushed aggressively.

There are so many electrical labor-saving devices, too, which should be constantly kept before the woman of the house. It is easier to put a plug in a socket to make the toast or prepare the coffee than stand over a fire performing these duties; and the electric iron is ready at a moment's notice to take up its task of ironing the clothes. The vacuum cleaner and the washing machine are two other very important labor savers which might be mentioned.

One of the most active lines in the electrical department of the hardware store of to-day is flashlights. The many and varied uses to which these can be put are becoming well known and a big feature of this trade in towns catering to rural communities is the sale to farmers.

Auto Accessories Cover Wide Field

THE rigors of winter driving are by no means over with the coming of the month of February. There is usually a let-up, however, in the extreme cold which encourages many auto owners who have not driven their cars much before to get same out of storage. To them sales of robes, gauntlets, windshield wipers, heaters, etc., can be made and this should be an opportune time to clear out all remaining stock.

There are many motorists, too, who have experienced the need of a wrench, screwdriver, tire tool or hammer during the past season's running and do not want to be without one during the coming year. Get them to buy now and eliminate similar difficulties during 1918.

Then there is the auto owner whose car needs decorating. This creates an opportunity for paint and varnish sales which can be developed to large proportions by aggressive tactics. From the wheels to the top, finishes are available and by establishing yourself as auto paint headquarters a splendid trade can be worked up.

Cutlery Should Not be Forgotten

SALES of cutlery should by no means be confined to Christmas time or wedding events. Many women will this year be compelled to make their own dresses and those of their children. They will want scissors, small ones, medium size and large. This is only one line which might be mentioned.

Then there is the small boy who will want a knife, the man who will want a strop to keep the razor he got for a Christmas present in shape, those who received silver-plated ware will want to add pieces to complete the set. A review of the cutlery department will show many items for which a demand can be created.

Looking Into the Sporting Goods

A FINAL drive on sleighs, skates and hockey sticks to clear up odds and ends usually has satisfactory results from the sporting goods end. But such lines as boxing gloves, punching bags, exercises, etc., offer a means of healthful recreation which keep the users physically fit. That's a good way to be now, too, when demands on one's best efforts are being constantly made.

February is just four weeks long but a mighty big amount of business can be done in that time with a little extra push. Give it that push by newspaper advertising, circularizing your trade, window display and an interior arrangement that will encourage the spending of money.

Current Events in Photograph—No. 4



A MASTERPIECE *of camouflage—one of the immense guns that travel on light railways just behind the French battle lines. The curious markings on the gun are not the result of chance, but are skillfully painted on as a protection. To any inquisitive German plane, that may succeed in getting this far over the French lines, the monster appears like a great and innocent tree.*

EDITORIAL COMMENT

AS A measure of preparation for the next draft call, all cities in the United States and towns of 2,500 or more population, are being urged to adopt delivery programs providing for one retail delivery a day. Toronto's largest department store has already cut down deliveries from three to two per day. The same idea could be followed out in many towns and cities in Canada.

GRABBING AT OPPORTUNITY

THE paint trade, Cleveland, Ohio, is taking advantage of opportunities presented under war conditions. As soon as the order was given for the closing down of United States factories, warehouses, etc., for ten Mondays in succession, these live wires in Cleveland immediately started a campaign for the renovating, repairing and re-painting of factories, warehouses and other places closed down as a result of the Garfield order.

"Ten Mondays for House-Cleaning" is the slogan behind the big campaign, and Cleveland intends to utilize these ten Mondays in renovating and repairing and also repainting the inside at least of every factory and industrial plant, business building, residence, and public building. It is expected that this campaign will give employment to thousands of workers affected by the Garfield order who would otherwise be thrown out of employment.

The idea was originated in paint trade circles and the Cleveland Paint Oil and Varnish Club is organizing a movement which is being featured in the local newspapers and in co-operative advertising. The idea is a splendid one and will no doubt be taken up by many United States cities.

The plan is one which deserves the co-operation of all those engaged in the distribution of paint, and the Cleveland Paint, Oil and Varnish Club is to be congratulated on the promptness with which they have been able to get the plan under way.

THREATENED SHORTAGE OF TWINE.

THE *Cordage Trade Journal,* New York, directs attention to what is apparently a chaotic state in the binder twine industry caused by attempts at government control of the importation of manila and sisal. Apparently, the subject has been under consideration since last summer, and the trade has given considerable time, thought, and assistance to government officials in an effort to solve the solution to the many problems affecting the industry. Curtailment of production has already been caused by the uncertainties of the last couple of months concerning fibre supplies. It is pointed out that reduced production of binder twine will be difficult to make up because of the scarcity of labor; that in normal times double shifts could be readily put on in order to meet the extraordinary demands, but owing to the present labor situation it is hard to keep a single shift complete.

In addition to this the fuel administration order closing plants of every kind in the eastern part of the United States for five days, and on every Monday for ten weeks, it is said, further reduced the production of binder twine by the majority of all the United States contractors in the area affected by the new order.

It is pointed out that the present outlook is for a heavier demand for binder twine for 1918 crop. If the manufacturers of rope and twine continue to be hindered in their customary work, it is not improbable that the next governmental control failure will be that of the shipbuilding program and of the loss of an important part of the grain crop of 1918.

When the wheat field is ready for harvest the twine must be in the field. No postponement of the harvest can be made, for the wheat will be lost if not harvested. Curtailment of binder twine production might cause a loss of a large portion of the crop, which means a great deal to the allies and which will mean even more to them during the latter part of 1918 and the early part of the following year.

It is reported on good authority that in Canada bookings for binder twine for the coming season are much better than bookings up to the corresponding date of last year. As to how the present situation in the United States will affect Canadian supplies, it is hard to state at the present time, but any shortage of binder twine in the United States will undoubtedly have its effect on supplies for the Canadian trade.

The matter is one which should receive immediate attention of government officials, and every effort should be made to provide sufficient supplies of binder twine to take care of 1918 crop.

CURTAILING INDUSTRIES.

REPORTS from Washington indicate that some pressure has been brought to bear on officials there to use their efforts to cause an order to be issued in Canada somewhat similar to that issued in the United States on account of the fuel situation.

Some United States manufacturers state that if they are forced to close down and Canadian manufacturers are allowed to go ahead with their work, that the Canadian manufacturers will, in a few months' time, reap an advantage over their competitors in the United States. This, some of the United States manufacturers claim, will take many months' time to regain. They point out that to a large extent Canadian coal supply has been furnished by the United States. Dr. Garfield says that Canada should be treated as one of the states in the distribution of coal, but it is stated by some manufacturers that since Canada has secured a pro-rata supply of coal from the United States, that in all fairness Canadian manufacturers should be forced to suffer the same sacrifices as the manufacturers in the United States are said to be suffering on account of fuel shortage. Reports from Washington indicate that negotiations will be commenced with the fuel administration in Canada to have a similar workless day created in Canada if they can reach an agreement regarding cutting down of the Canadian coal supply.

Railroad congestion in the United States will, it is said, be relieved by the order, and it is believed that when full industrial activity is resumed on April 1 that American railways will be in a better condition to handle the enormous war traffic than they have been for two years past. In this respect it has also been claimed that the Canadian manufacturer will reap all of the benefits of the order but will suffer none of the sacrifices unless some agreement is reached causing an equal curtailment in Canadian industries.

There is one feature in connection with this which should not be overlooked, and it is that a great percentage of Canadian industries have been engaged in war industry ever since 1915, and would therefore be exempt from any regulations such as have been proposed. It is also needless to state that while a few have made huge profits, the majority have made great sacrifices, and there is not much danger of securing unfair advantages over their competitors.

TRADE PRESS BRINGS BETTER BUSINESS

"THE trade newspaper is coming into its own on this continent, and in this country (Canada)," says Milton Alexander, retail advertising counsel, of Detroit. "Interest is being more and more directed to the important function of the trade press in developing economy through greater efficiency in the conduct of businesses of all kinds. This is partly due to the war, but it was gradually coming in any case. With the gradual growth of this spirit there is dawning a new day of prestige and appreciation for the trade newspaper which has such an important share in the improvement of business efficiency in the retail trade especially. I believe we are rapidly approaching a time when there will be a strong trend towards fewer businesses better and more efficiently managed for the service of their customers. I think this movement is already afoot, and it means more power to the trade press."

Milton Alexander is recognized as a foremost expert in advertising for the retailer. In a talk with a representative of HARDWARE AND METAL this week, he expressed this important appreciation of the work of the trade newspaper press. Mr. Alexander's opinions count amongst experts—business men, advertising men and retailers. His expressions in reference to the trade newspaper press were voiced half an hour before he delivered the exceedingly pointed and constructive address on Retail Advertising before the Toronto Ad. Club and representative retailers which is reported fully elsewhere in this issue.

ENGLISH STEEL TRADE SATISFACTORY

RECENT reports from England would seem to indicate that the past year's activities in the steel industry have proved very satisfactory. Production of munitions steel has been greatly increased. Manufacturers are laying plans for after-war trade. In outlining the general position at Sheffield, *The Ironmonger*, England, says in part: The past twelve months has witnessed the gradual disappearance of civil trade owing to the encroachments upon the output of steel by the war demand, and such trade is now practically non-existent. This district has increased very greatly its production of ordinary munitions steel, which is now on a satisfactory level. In spite of the immense pressure for war supplies, local firms have found opportunities to extend works and plant with a view to dealing with trade after the war, and to develop what are really new industries. All branches of the steel trade, employers and men alike, have had a year of unexampled material prosperity, and the city's contribution to the Exchequer in the shape of excess profits amounts to an enormous sum. In some of the hand-tool branches, including saws, prices have been systematically revised by the Government Contracts Department to prevent excessive profits, and with such thoroughness that many of the contracts executed have been no more remunerative than in pre-war times.

WATCH next week's issue for announcement of prize winners in HARDWARE AND METAL'S annual window display contest. Eight cash prizes will be awarded.

Bicycle Business Increased 500 Per Cent

Dealers Assert Reason is Due to Increased Industrial Activity in Manufacture of Munitions—Night Operatives Need Transportation.

ONE large wholesale dealer and manufacturer of bicycles states their sales of bicycles have increased 500 per cent. over the normal business prevailing in the pre-war period. This seemed an astounding statement and the reason for such a phenomenon is most interesting. One bicycle dealer in the town of Welland started in business in the year 1915 and disposed of 50 new bicycles that year. The following year he increased his sales to 150 and in 1917 his sales amounted to 215 bicycles. For next year he has on order 300 bicycles. And he expects to sell them. In seeking the reason for this increased demand for bicycles HARDWARE AND METAL approached one of the large manufacturers. He attributed it to the fact that with the increased industrial activity and the working of many munition plants during the night hours, there was a necessity for some means of transportation for the workers. Street cars in many places do not run after midnight. In other towns there is no street car service at all and the workers often lived a considerable distance from the munition plants. Here is the statement of the case as made by one manufacturer's representative:

"Our business in bicycles has increased 500 per cent. over what it was in the year 1914 or in the years immediately preceding the war. This means that we are selling five times as many bicycles now that we did in a normal year before the war. The year 1914 was one of considerable uncertainty in the bicycle field as the breaking out of hostilities in the fall of that year seemed to indicate that all the young men of the country would be enlisting and that the sale of bicycles would be effectually shut off. Dealers throughout the country failed to place their usual orders in the fall of the year and it seemed to point to a very light business in the spring of 1915. Manufacturers were feeling pretty blue over the prospect. But when the spring of that year came around orders started to come in and business was really good. From that time to the present there has been a steady growth of business until it has reached the proportions already mentioned.

"As to the reason for this increased business we have not far to go afield. Munition plants that were started in the suburbs of cities were very often some distance from a car line. Where a car line did run the night workers often found themselves without means of transportation when they finished work at two or three o'clock in the morning. This was one big source of demand. The workers came to realize that the bicycle was the workman's trolley line. It gave him rapid transportation and a sure means of transportation. Furthermore, he was making good money as a result of the munitions industry and could afford to spend thirty-five or forty dollars. The records show that he did spend that money and the bicycle industry grew with leaps and bounds. This development came as a surprise to our own concern. During the year 1916 we had accumulated a reserve of ten thousand bicycles which we had stored in a warehouse in this city. This stock is now completely depleted, in addition to other large sales that have been made.

Looks Forward to Good Year

"With the increased industrial activity that Canada is bound to have during 1918 as a result of the munitions orders that are now coming from the United States, together with the activity in shipbuilding, there is pretty sure to be a continuation of the demand for bicycles, due to the same reason that has caused the demand within the past three years. The demand is not peculiar to Canada alone, as there has been the same increased demand for bicycles in the United States as a result of the increased industrial activity in that country. With the increase in shipbuilding operations there is bound to come a demand for bicycles. Workers in these plants may find that from the location of the industry the bicycle will serve them best as a means of transportation.

No Dearth of Bicycles

For a time during the early part of the war there was difficulty in getting tubing for the manufacture of bicycle frames. Steel plants were engaged on war work and could not give much attention to the tubing business. With the increasing demand for bicycles they have been turning their attention to this line of manufacture. Makers in Canada report they are having no difficulty in getting sufficient supplies of the raw materials and are well provided for next year's trade. Contracts have already been placed with manufacturers of frames in the United States and the needs of this trade have been anticipated far enough in advance to get sufficient supplies of tubing. The bicycle has come to be a necessity. It is no longer a luxury. As the industrial activity of Canada increases the demand for bicycles will undoubtedly become greater. With the increased use of bicycles the demand for bicycle accessories has grown apace. The first thing that a night worker requires is a lamp and a bell. Other lines have greatly increased the demand. There is every chance for the hardware dealer to secure a part of this increased business.



"READY FOR THE STARTING GUN"

The big increase in the sale of bicycles has been helped along materially by the encouragement given to racing, both track and road. Merchants handling bicycles have been the prime movers in getting these started and the success attending their efforts has resulted in increased sales and a mighty fine bit of advertising for the store.

How the Automobile Has Changed the Buying Habits of Farmers

It Has Made Them Shop More and is Enlarging Their Buying Radius

By JOHN ALLEN MURPHY
Reprinted by Courtesy of Printers' Ink

IT is well known that advertising is steadily changing our whole economic and social structure. Not until a few weeks ago, however, did I realize how rapidly these changes are being wrought. Visiting my old home, after an absence of four or five years, I was struck with the wonderful improvements that had been made in this short period. In fact the community had altered its whole social and economic complexion. The living conditions of country people have greatly improved, but what impressed me as being the most remarkable is the way that the buying habits of farmers have changed in the last few years. It is this phase of my observations that I intend to sketch briefly in this article.

The almost general use of the automobile by the farmers in the section I visited is responsible for the extensive changes that have taken place. And the success of the automobile on the farm, as elsewhere, is due primarily to advertising. This fact is not seriously disputed. That advertising has been able, in this way, to compel the sale of a product to such an extent that in a few short years it has revolutionized the habits of people, is a notable testimony to its value.

My old home is located on the northern edge of the nation's corn belt. The automobile did not bring prosperity to this region. Most of the farmers there have been in fine financial condition for more than a quarter of a century. They have had good homes and each year have been investing more and more in modern conveniences. They were pretty well supplied with the material things of life, and taking them as a whole they were not dissatisfied with their lot. Of course, it is true that many of the young men and women chafed under local conventions and rebelled against the supposed limitations of country life. But this was offset by the ever-increasing number of young people, returning from the agricultural colleges, eager to take advantage of the many opportunities the farm has to offer.

So, while the automobile has helped to bring additional wealth to the farmer, it is not true that his prosperity dates from the introduction of the machine. What the motor car has brought to the country dweller is of greater value than mere material possessions. It has broadened both his mental and physical horizon. It has increased the radius of his immediate interests from about five or ten miles to at least fifty miles. It has enabled him to travel so rapidly that he now enjoys all the benefits of the city and still does not have to forsake the advantages of living in the country.

It is for this reason that the buying customs of the farmer have been revolutionized. He goes to his own town oftener, and besides he frequently goes to the large towns in his locality that he seldom visited in the old days. Formerly the weekly or semi-monthly or monthly trip to market was a task often undertaken reluctantly. Now the journey to town is a pleasure jaunt. Frequently the whole family goes. The daily trip to the nearby village or town is not uncommon. In addition it is nothing at all for the farmer to drive over to a city, twenty or twenty-five miles away. Occasionally the trip is taken in the evening, after the day's work is done. The family goes to the movies or to the theatre, which formerly was an event that happened only on very few occasions in a lifetime. During the course of the evening several little purchases are likely to be made, such as ice-cream, candy, chewing gum, perhaps a cigar or two, some fresh fruit and maybe other things.

It is right here that we find an explanation of how the automobile has made the farmer a larger buyer of merchandise. In getting him to town more frequently and to more populous centers than he was in the habit of visiting, it throws him within the influence of window and store displays, where the merchandise itself can make its appeal to him. Creating demand is not the only task of the advertiser. He must place his goods where they are accessible to those who are in the mood to buy them. The farmer, lolling in his easy chair, after a hearty meal, may wish he had a good cigar, but the wish doesn't make a sale, because the nearest good cigar may be ten miles away. However, with the country resident now going to town several times a week, such desires will not long go unsatisfied. The automobile, therefore, has tended to make the farmer buy more of life's little luxuries, to indulge more in the small refinements that add so much to the joys of living.

In getting information for this article, I "made" perhaps twenty-five little villages and towns, and two places that could probably be placed in the city class. I visited a number of stores, where my parents traded when I was a child. I thought it would be heaps of fun to shake hands with some of the old general merchants who used to give me graham crackers, stick candy and other good-will winners when I was a kid. But only one or two of the old-timers are left. In their stead I found a new school of retailers.

Taking them as a whole, the new merchants appear to be vastly more enterprising than were their predecessors a quarter of a century ago. They have better stores; their stocks are more varied and more invitingly displayed; there is a go-get-it atmosphere about their methods. The vast changes that have taken place are more noticeable to the stranger who hasn't been in these towns for years than they are to people living in them and to the traveling man who visits them frequently.

Rural Habits Transformed

The automobile has given country people the shopping habit. They now buy not only in several stores but also in many towns. It is of course possible for a live store to hold most of its trade, but the more far-seeing retailers told me that this growing tendency of farmers to shop is not something to be deprecated. The shopper always buys more than the person who makes out a list of his needs and gives it to some dealer to fill.

To a certain extent, even the buying habits of country people living near large towns of several thousand population has been changed. They may still do most of their purchasing in the home town, but when they want something into which the style element enters, they are likely to sally off to the nearest city for it. In the old days such a journey would have to be taken on a train, and of course the majority would not make it. In other words, the automobile has got people into thinking that a trip of thirty, fifty or seventy miles is nothing at all. This is a fact of tremendous importance to the merchant. In a nutshell, it means that he can widen his trade territory and advertise profitably outside of his own immediate environment.

Now let me see if I can give you another picture of how the motor car has speeded up the farmer's buying. At the home at which I was staying it was discovered one day shortly before dinner that there was no vinegar, which was needed in the preparation of a salad which was already under way. The head of the house, hearing of the shortage, jumped in his car and in a jiffy was off for a little village about four miles distant. He was back in less than half an hour. He not only had the vinegar, but two or three other articles, which would not have been bought were it not for this extra trip. Occurrences of this kind happen very often. That this is true



Red Cross Day in the town of Gilbert Plains, Manitoba. More than 200 automobiles were assembled on the Agricultural Grounds, a record that will be hard to beat, as the town has only a population of 500. A large percentage of the cars are farm-owned in the surrounding community, which gives an indication of the prosperity now enjoyed by the farmer. Over $2,750 was raised for patriotic purposes. This was held last fall.

shows the opportunity that still exists for the village store. Very often these stores are not prepared to take advantage of these pick-up sales. If they carried a fair variety—a large stock would not be necessary—they could sell a lot of things that are usually wanted in a hurry. In this way their function would be somewhat similar to the neighborhood store in the large city.

They Get What They Want When They Want It

Because of the automobile, farmers are getting the habit of going after what they want as soon as they want it. In the old days, they let their wants accumulate and then every so often drove to town and bought a supply that was supposed to last until the next time, but it seldom did. I remember when I was a lad on the farm we were always out of some necessity. If the roads were bad, we would do without the article for weeks at a time. Often we ran out of kerosene and could have no lights for a night or two. We would sit around the coal stove in the dark and finally go to bed in disgust. The farmers today do not have to put up with any such inconvenience. The supply shelves are kept full. Advertising has a chance to get in its work before its influence grows cold.

Now, I hope I have not given the impression that the automobile is creating business for the retailers in one type of town and is taking it away from those in other towns. It may work out that way in some cases, but as a matter of fact the changes in buying habits of country people that the automobile is causing should benefit the retailers in all towns. The more people travel about, the more they buy. Getting them into frequent contact with the product is the thing; and this the automobile does. People, as a rule, are not particular where they buy standardized, advertised goods. The product is always the same and the price is about the same, no matter where it is bought. Hence the farmer is likely to continue buying his standardized staples in his usual trading town, provided he gets good service. Then on his occasional jaunts to the larger towns and cities he is inclined to purchase luxuries rather than necessities. He will also shop for the novelties that may not be extensively featured in his home town.

The automobile may carry some trade away from the villages. At the same time the automobile would bring new trade to the merchants in these places, provided they strive to make it serve them in this way. The radius of the trading circle of the village could be tripled just as the radius of the territory of the large town has been tripled. This fact has been discovered by many enterprising merchants located in small communities. Garver Brothers Company, of Strasburg, Ohio, is a conspicuous instance. They have succeeded in making the automobile bring buyers from cities twenty to fifty miles distant to a hamlet of 1,000 inhabitants.

This growing habit of farmers to do their purchasing in several towns should indicate to manufacturers the necessity for intensive distribution. The more widely their goods are distributed, the more frequently the automobilist will come in contact with them, and quite naturally the more often will he buy. Therefore, the manufacturer's distribution problems are not cared for as soon as he has lined up the dealers in the state's leading trade centers.

The ability to get to town rapidly helps the farmer in more ways than can be described in this short article. Suppose a machine breaks down in the midst of a busy period. Formerly, to drive to town for an extra part, if the farmer lived any distance out, and most of them did, would kill a valuable day. Now the trip can be made in scarcely no time.

When I lived on the farm, our big market was a city twenty-five miles away. We had a number of summer customers there for butter, eggs and other produce. This route had to be covered every Saturday. To make it before the heat of the day set in, we had to start from home at one o'clock in the morning. We reached the city at six. Since the horses had to be rested, it was two or three in the afternoon before we could start back, and well along in the evening before we arrived home. The trip took a day and the better part of a night. To-day the farmers in that same section start for market in their autos or trucks at 5.30 or 6 in the morning and are back on their farms at 9 o'clock, or in time to do a day's work at something else. I mention this incident at the risk of being personal, because it is one explanation of why the farmer can afford to buy more now than he could in the days of yore. The time he saves contributes materially to his income.

The proximity of a farm to a live town has a decided bearing on the value of the property. Other things being equal, farms within an hour's traveling distance of a town are worth considerably more than those that are farther off. The automobile, therefore, has brought farms ten, fifteen, twenty and twenty-five miles distant within an hour's radius, and hence has been the means of increasing their value greatly. For this reason, the man who bought an automobile by this very fact was immediately able to buy many other things. This is a point that was explained to me by a banker, who at one time was opposed to the automobile as a needless luxury.

In still another way has the motor car made the farmer a better prospect for merchandise. The man who does not move about much among his fellows usually hasn't much personal pride. He is satisfied with old clothes. He doesn't care whether or not his barn is painted or what condition his buildings are in as long as they serve their purpose. But bring that man into frequent contact with others, and soon his attitude changes. When he travels about he sees what others have, and before long he, too, wants those things. His immediate neighbors may not be progressive and

Closing Order Will Relieve Situation

Some Results Apparent From U.S. Government Action—Fuel Situation Still Serious—Only Essential Railroads to be Taken Over

THE United States government's five day closing order which went into effect last Friday will, it is thought, accomplish the results aimed at by the Fuel Administrator in putting through this drastic measure. During the five day period which closed Tuesday night extreme cold weather prevented the fullest benefit being derived from the measure, but that the necessity for action existed to relieve the fuel situation has become more and more apparent.

From the latest reports the fuel crisis is still grave and recommendations have been made to place an embargo on acceptance by the railroads of any freight except coal and wood for the next few days. In fact, Administrator Garfield has intimated that to assure adequate movement of fuel during the balance of the present week such action is imperative. The prolonged strain under which the railways are working, due to deep snows and intense cold, threatens to further affect the transportation situation.

For some time past the production of steel products has been diminishing and during the past few days has been curtailed to a somewhat alarming extent. The curtailment of production has been serious, due directly to a lack of transportation. When congestion is removed, then operations can be resumed successfully and speeded up to a point which will overcome to some extent the poor showing made during the past few weeks.

As matters stand, many steel producing plants are so loaded up with accumulated finished products that it is impossible for them to proceed. The railroads have been unable to meet the demands for transportation, with the result that warehouses, yards, terminals and trains of cars are loaded to capacity with goods. Plants crowded with orders have been speeding up to a limit only reached when the scarcity of fuel became apparent. The output has been enormous and greatly out of proportion to the distributing capacity of the railroads.

In reviewing the iron situation, no improvement is noted as yet. Lack of materials accounts for this, but it is hoped improved weather conditions will overcome to some extent the transportation difficulties under which the railroads have labored for some weeks. Freight has of course been piling up which will hamper mills for weeks, and it is quite obvious that mines cannot ship coal unless cars come back as empties. This means that the fuel shortage will cripple the industry indefinitely.

The sharp cutting down of steel output points to a tighter rein being drawn over less essential industries in the distribution of mill products. In this way more labor could be turned upon imperative government work. The most serious phase of any proposal affecting iron production, such as the order taking coke from merchant furnaces, is the loss of organization where the shut down is complete. The alternative of repeated bankings of furnaces, while wasteful of coke, would obviate the scattering of working forces.

The consensus of opinion is that railroad congestion in the United States will be relieved materially by the drastic order, and it is believed that when full industrial activity is resumed on April 1 that American railways will be in a far better condition to handle the enormous war traffic than they have been for the past two years.

Director-General of Railroads McAdoo has given notice that he does not intend to take all of the American railroads over under government control. He maintains that to take those railroads which are not essential to war work of the nation would cause a great burden upon the treasury of the country. Short line railroads, except where they contribute war freight to trunk lines, will be allowed to operate under private control, the director-general has indicated. An exhaustive study is now being made to determine which of the railroads are essential to the nation's war needs.

Pratt & Lambert Hold District Conventions

Separate Salesmen's Meetings Held at Chicago, Buffalo and New York—Year's Sales Show Satisfactory Total

ENTHUSIASM marked the three recent division meetings of the Pratt & Lambert sales force, held at Chicago, Buffalo and New York. The difficulties to be overcome caused by the partial paralysis of the building market, which war conditions have made so prevalent the country over, made things look a bit blue for some of the salesmen.

However, as the company's new offerings for 1918 were put before the men, the meetings assumed a cheerful attitude, and it is stated that each of the three meetings ended with every man being imbued with a firm conviction that once again in 1918 the sales total will show an increase over the preceding year.

The company's 1917 sales were not completely tabulated at the time of the meetings. President McNulty simply announced that from the indications it appeared that the 1917 sales would almost equal those of 1916, which had been a banner year. However, complete figures for 1917 available since the meetings show that the sales for the last year not only equal those of 1916, but exceed them by a substantial margin.

The three banquets were scenes of much merriment, under the direction of Toastmaster Wm. H. Andrews. The P. & L. Song-book was once again in evidence.

The Chicago banquet was held after the meeting on Jan. 4th at the Chicago Athletic Club. In Buffalo on the 7th, the knights feasted at the Iroquois Hotel, and on the evening of the 9th in New York the Vanderbilt Hotel was the scene of the banquet.

At all of the banquets, checks were distributed to the salesmen who had attained their quota. At the Buffalo meeting great praise was showered on the Canadian contingent, every one of whom was awarded a quota check.

At each of the meetings a collection was taken to purchase smokes for the P. & L. boys who are now on active service.



AUTOMOBILE AND FARMERS

(Continued from page 42.)

unfortunately he has been under their influence. However, when he takes an automobile trip over into the next county and sees that the farmers there have silos and neatly painted buildings and other things that he always thought unnecessary, he wakes up and shakes out the kinks in his mind. Hence, the next advertisement for these articles that he runs across is likely to accomplish its mission. It would be easy to elaborate on this whole question, but enough has been said to show how unmistakable the tendency is.

But how does this development affect the mail-order business, you say? I asked that very question of a number of retailers. If farmers are traveling more and are going to town more frequently, is there so much occasion for them to buy by mail? Undoubtedly one of the principal reasons for the growth of catalogue buying among farmers is the inaccessibility of the goods they want. The automobile has removed that condition. Therefore, shouldn't mail-order trade decline? Well, it hasn't. The opposite is true. The explanation is that the new conditions which have grown up on the farm have led to an intensification of demand. Farmers are more particular buyers and larger buyers. They buy some from the retailer and some from the catalogue house. The competition between the representatives of these two rival systems of selling is getting keener all the time. The more progressive retailers, however, regard the catalogue houses as just competition, to be dealt with like any other competition, and not as a menacing octopus, which is the view of the weaker dealer.

EVENTS IN THE TRADE

BUSINESS CHANGES

Ferintosh, Alta.—H. Creighton, hardware, has sold out.

Redvers, Sask.—A. J. Silcox, hardware, has sold to James Thomas.

Hepworth, Ont.—J. A. Rourke, general store merchant, has closed out hardware department.

Transcona, Man.—Transcona Furniture and Hardware Company have discontinued business.

TRADE NOTES

Holdfast, Sask.—M. Thompson, general store merchant, has disposed of hardware stock.

New Liskeard, Ont.—George Taylor Hardware has undergone extensive alterations recently. Almost a new store has been built on the site with double the floor space of the former.

FIRE LOSS

North Bay, Ont.—Wm. Munns, hardware, suffered fire loss, insured.

Gananoque, Ont.—Ontario Steel Products Co., Ltd., suffered recent fire loss.

North Bay, Ont.—East End Hardware Co. suffered fire loss.

Toronto, Ont.—Wilkinson & Kompass, wholesale carriage hardware, suffered damage by water.

Windsor, Ont.—The plant of the Studebaker Auto Co. has been damaged by fire with a loss of $75,000.

Cornwall, Ont.—M. B. Ramsdell hardware at St. Regis Falls, was destroyed by fire in conflagration which destroyed New York and Ottawa Railway Station.

OBITUARY

Bradford, Ont.—Robert Neilly, hardware, is dead.

Galt, Ont.—Peter Hay, vice-president of Peter Hay Knife Co., Ltd., is dead.

James H. Munro, founder of the Munro Wireworks, Winnipeg, died on Jan. 17, following an attack of apoplexy.

David Watson, past president of the Commercial Travelers' Association and a vice-president of the Dominion Commercial Travelers' Mutual Benefit Association, died recently in Montreal.

TORONTO CREDIT MEN MEET

The Canadian Credit Men's Association met at dinner in the Board of Trade club room on Tuesday evening. The gathering was addressed by W. E. Segworth, administrator of the Vocational Training Military Hospitals Commission, Ottawa, on the work being done by that body.

APPOINTED SALES MANAGER

Tom M. White is now sales manager of Whites Limited, wholesale hardware & metals, Collingwood, Ontario.

Mr. White started his hardware career with his present firm and his experience



TOM M. WHITE
Sales Manager Whites Limited, Collingwood.

both in the warehouse and as traveller has qualified him for the position to which he has been promoted. James Latimer will succeed him on the territory.

ROBERT WYATT DEAD

Robert Wyatt, who has been in the hardware business in Winnipeg for forty years, died in Minneapolis, Tuesday morning, Jan. 15, while en route to California which his wife and daughters, Olive and Gladys. His son, A. E. Wyatt, went as far as Minneapolis, and accompanied the remains and bereaved ones on their return journey to Winnipeg.

Mr. Wyatt was born in London, Ont., on Jan. 16, 1851. He was educated at the public schools of London, and after completing his studies went to learn the trade of tinsmithing with the firm now known as the McClary Manufacturing Company, with whom he remained 10 years. In 1878 he came to Winnipeg as a representative of the McClary Manufacturing Company, and remained in this position for three years, when he went into business on his own account in the stove and tinware line, and later added hardware. A. E. Wyatt will continue the business.

HARDWARE COMPANIES MERGER

Official announcement has been made of a merger of the firms of Baker & Hamilton, Inc., and the Pacific Hardware and Steel Company, both of San Francisco. The business will be conducted under the name of Baker, Hamilton, & Pacific Company. The new company will have a capital stock of $4,250,000, of which $3,000,000 will be in preferred stock and $1,250,000 in common stock.

PERSONALS

C. C. Cartwright, of Winnipeg, was a visitor in Toronto during the week.

Joseph Akitt, hardwareman of Creemore, Ont., was in Toronto on Wednesday of this week on a business trip.

George A. Hutcheson, representing Canada Foundries and Forgings, Ltd., Brockville, called on the Toronto wholesale houses during the week.

Ed. G. White, representing the sporting powder division of E. I. du Pont De Nemours & Co., Wilmington, Del., was in Toronto during the week calling on the wholesale trade.

Lt.-Col. W. M. Gartshore of the McClary Mfg. Co., London, Ont., has been re-elected chairman of the Hospital Trust.

J. L. Vokes, of Vokes Hardware, Toronto, has been elected treasurer of an organization known as the King Street Association, which will endeavor to better the condition of King street from a business standpoint.

Fred W. Field, editor of the "Monetary Times," and a leading authority on financial and commercial matters in Canada, has been appointed British Trade Commissioner at Toronto, with a territory that will probably embrace the entire Province of Ontario.

G. T. Milne, British Trade Commissioner for Australia has been appointed senior British Trade Commissioner in Canada, in succession to Hamilton Wickes, who is for the present remaining at headquarters in England. Mr. Milne's headquarters will be in Montreal.

Capt. Harry G. Pepall, brother of Geo. Pepall of Samuel, M. & L. Benjamin & Co., Toronto, has been appointed to the command of a company in the 2nd Central Ontario Regiment. He went overseas with the 37th Battalion. He was recommended for a captaincy in July, 1916, being wounded two months later and returned home in January, 1917.

INSPECT ELECTRIC APPARATUS

Commencing with the first of April, the Hydro-Electric Commission of Ontario will not permit the sale of heaters and other electrical apparatus which have not been approved by the commission and tested by their authorized engineers. This decision is largely the result of numerous fires caused by defective electrical connections in heaters and other apparatus.

ELECTED DIRECTOR LIBERTY NATIONAL BANK

Henry J. Fuller, president of the Canadian Fairbanks-Morse Co., Limited, Montreal, has been elected a director of the Liberty National Bank of New York City.



H. J. FULLER

President Canadian Fairbanks-Morse Co., Ltd., who has been elected a director of the Liberty National Bank of New York City.

WHITES LIMITED EXPANDING

According to J. F. Zimmerman, manager Whites Limited, Collingwood, Ont., the company's business has expanded to such an extent that it has become necessary to put the management of sales under a distinct head and the company is preparing for a large business during 1918. The travelers representing the house on four distinct territories are now as follows: W. D. White, James Latimer, W. A. Thurston, W. M. Smith.

MONTREAL NEWS NOTES

J. P. La Grand, of Paspebrack, Quebec, was a business visitor to Montreal this week.

Mr. Gibson, representing Oneida Community, Ltd., was a Montreal visitor during the week.

H. M. Bolger, sales manager for the McClary Mfg. Co. at Montreal, is in Ottawa this week.

Geo. Shaw, of the Millers Falls Co., of Millers Falls, Mass., has been calling on the trade.

Mr. Moxey, of the Burlington-Windsor Blanket Co., of Toronto, called this week on the Montreal trade.

J. Flack, Toronto manager for the Thos. Davidson Co., was a visitor to the home office in Montreal this week.

R. W. Robinson, manager of the Winnipeg branch of the Thos. Davidson Co., has been a visitor to the Montreal office of his company.

W. F. Duffield, representing the Reading Hardware Co., of Reading, Pa., was a Montreal visitor in the interests of his firm.

B. A. Burke, with the Corning "Pyrex" Glass Works, Corning, N.Y., has been in town and visited the trade in his firm's interests.

C. F. Kendall, sales manager for the Martin-Senour Co., was in Ontario this week, where some of the territory served by his company was visited.

H. Kearns, sales manager for the B. & S. H. Thompson Co., metal importers, of Montreal, is away for a couple of weeks. Mr. Kearns will visit Cleveland and other United States points before returning.

Sergt. E. McIntyre, who gave up his position with Lewis Bros. at the beginning of the war, joining the 13th Battalion Royal Canadian Highlanders, has for some time been a prisoner of war in Germany. A card from the Red Cross Society in London, England, received this week by Col. C. M. Strange, states that his present address is No. 24083, 13th Battalion R.C.H., Hotel Edelweiss, Murren, Switzerland. He is here convalescing and some of his friends will be pleased to have the address.

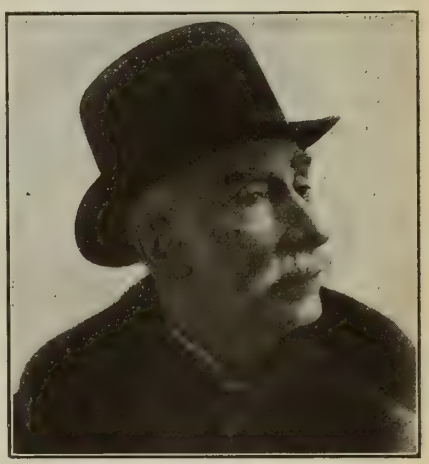
AGREE TO EARLY CLOSING

Merchants of Alliston, Ont., have signed a petition agreeing to close their business places at six o'clock every evening of the week except Saturday during eight months of the year. Early closing will commence the first of October and continue till the end of May. From the first of June till the end of September the town will be open two evenings each week—Tuesdays and Saturdays.

PIONEER HARDWARE MAN DIES

Michael Philbin died at his home in Montreal, on Dec. 22nd, after a brief illness of four days. Mr. Philbin was 76 years of age.

When still a youth Michael Philbin was apprenticed to the hardware business in the employ of Foley's hardware store. When a young man, he severed his connection with that firm to go into business with a Mr. Warrington on McGill Street, this city. Later he took over a store in the Queen's Hall Block on St. Catherine Street on his own account.



The late Michael Philbin.

Mr. Philbin retired from active participation in his business four years ago. As a monument to his enterprise there are now three retail stores, all located on St. Catherine Street. The active management of the stores continues under the supervision of H. St. L. Philbin, and each of the branch stores is in charge of a manager.

McGraw Sales Organization Convenes

Advertising and Sales Promotion Plans Outlined—Optimistic Outlook for Tire Industry

THE annual sales convention of the McGraw Tire & Rubber Co. of East Palestine, Ohio, was held at the new McGraw club house from Jan. 2 to 5. General Sales Manager C. E. Miley gave the address of welcome to the diffferent district managers and salesmen, who had come from all parts of the country. The first thing of note was a trip throughout the factory inspecting the various departments. Following this, policies were defined by General Sales Manager Miley, assisted by O. E. Pumphrey, sales manager. Advertising and sales promotion plans for 1918 were outlined in detail.

A banquet was held on the night of January 3, at which an optimistic outlook for the tire business was presented by Judge L. M. Kyes, secretary of the McGraw Company. He outlined at length national trade conditions affecting production in the automobile and related industries. Vice-president and Treasurer John Morgan spoke on business organization, and gave a strongly patriotic address, in which he pointed out that business in 1918 can have but one objective—the winning of the war, and that all business organizations and individuals must keep this constantly in mind.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

THE HALL LENS

A. & D. Gorrie & Co., Ltd., 205-13 Victoria St., Toronto, Ont., have put on the market the Hall Lens, which, it is claimed, complies with the requirements of every province in Canada.

It is stated that this lens is scientifically constructed and so perfectly balanced that it throws a silvery light to all parts of the road. The Hall Lens will, it is claimed, light the curves and the roadside at all angles, as well as clearly illuminate the road ahead; at the same time the light is free from the dazzling effect that worries the approaching motorist or pedestrian. It is called the lens with the silver glow and is made in a size to fit every automobile.



The Hall Lens.

NON-BREAKABLE HYDROMETER

A non-breakable hydrometer made from pure celluloid is being put on the market by the Borden City Auto Supply Co., Windsor, Ont. It is stated the simplest and almost universal method of testing the charge of a storage battery is by taking the specific gravity of the liquid in the cells by means of a syringe hydrometer. It is claimed the ordinary syringe hydrometer is composed of a fragile glass hydrometer enclosed within a glass syringe, equipped with rubber bulb and tubing. Both of these glass instruments and particularly the hydrometer are fragile and easily broken, a defect which it is claimed, the celluloid hydrometer overcomes. It is stated the celluloid hydrometer is impervious to acid, accurate, quickly read and durable.



Non-breakable Hydrometer.

"MINUTE" SPARK PLUG CLEANER

It is stated that one of the simplest, handiest and most efficient of new automobile accessories is the Champion "Minute" Spark Plug Cleaner, manufactured by the Champion Spark Plug Co., of Canada, Limited, at Windsor, Ont.

Spark plugs become foul with carbon and grease and heretofore to clean a spark plug meant the necessity of taking it apart. It is claimed the Champion Minute cleaner has eliminated the necessity of taking the plugs apart or getting the hands soiled. It consists of a 5 in. tube, with a quantity of special steel needles. The open end of the tube is fitted with a rubber bushing into which the spark plug is screwed in exactly the same manner as it is screwed into the cylinder.



Champion "Minute" Spark Plug Cleaner.

The operation of cleaning a spark plug it is stated consists of filling the tube half full of gasoline, screwing the carbon and grease-coated spark plug into the bushing and shaking vigorously for a minute. By this method, it is claimed, the steel needles quickly pick the carbon from the porcelain, the gasoline washes it away and dissolves the accumulation of oil.

AUTO STROP MILITARY OUTFITS

An Auto Strop Military Outfit with mirror is now being sold by the Auto Strop Safety Razor Co., Ltd., 83-87 Duke St., Toronto, Ont. The outfit consists of a silver-plated self-stropping razor, twelve blades, strop and metal mirror, in pocket edition, flexible case. These outfits are made in two styles, black leather and khaki leather, and are light to carry, weighing only five ounces. The measurements of the outfit are 3½ x 4¼ inches, ¾ inch thick when closed.



Auto Strop Military Outfits.

CLOVER HOT-FLO ELECTRIC FAUCET

The Clover Hot-Flo electric faucet is now being distributed in Canada by the Electrical Products Corporation of Canada, 179 St. James St., Montreal, who make the following claims for it:

By the use of this faucet, instant hot water in any quantities and at any time is available. It has successfully passed rigid and exacting laboratory tests and is being successfully used by doctors, dentists, in the hospital, barber shops,



Clover Hot-Flo Faucet.

(Continued on page 60.)

THE CLERKS DEPARTMENT

FROM NEWS BOY TO MILLIONAIRE

Henry L. Doherty Was Always Looking For Something Harder to Do and Has Not Yet Found Anything Too Difficult

THERE is a young man in the public utility business worth millions who sold papers on the streets of Columbus, Ohio, not many year ago—Henry L. Doherty. There are several reasons to account for his spectacular rise but Doherty himself puts it down to will power and lets it go at that. A biographer, H. Thompson Rich, in the American Magazine, says that his success can be summed up by reference to the fact that he is always looking for something harder to do. As soon as something harder looms up he drops the work he is on and goes at the difficult task. Mr. Rich writes:

Although to-day one of the great men of finance, and probably the very greatest in building and operating American public utilities, Doherty started life humbly. At twelve, he was a newsboy. At twenty, he was a gas engineer. At twenty-five, he was manager of a public utility plant. At twenty-seven, he was manager of a syndicate of such properties. At thirty-four, he was head of a concern of his own. At forty, he controlled an immense corporation and was really an extraordinary scientist, and at forty-seven, he is one of the few real powers on Wall Street, controlling two hundred gas and electric companies reaching nearly every state in the Union, and having oil holdings the second largest in America.

Step by step he has risen. From an obscure boy, by push and grit, he has become a man of international importance. How did he do it? What is the secret power? Doherty says he doesn't know; but talk with men who have watched him fight his way to the top of the heap, and they will tell you that one of the reasons for Doherty's success is his love for "cracking a tough nut." "As soon as a job becomes easy," says one man, "Doherty's interest lessens. All the fun has gone from that job, and Doherty begins seeking another difficult piece of work. You know, you can't keep a man down who is always looking for something hard to do."

Doherty has cultivated the habit of trying to think straight and clear and without prejudice. That habit has now become second nature. When he wants to solve a problem, he frees his mind from everything but the one thought. Then he concentrates until it works out.

One of Mr. Doherty's strongest convictions is that worry kills more men than overwork. He believes a man can stand any amount of work, provided he makes a pleasure of it.

NO EFFICIENCY HERE

Six French vs. Twelve British Cutting Reeds

An officer returned from Salonika tells the following interesting story, states "The Ironmonger," England. In order to provide a supply of thatch after the fire in the town mentioned, a party of six French soldiers were detailed to cut reeds. At the same time a dozen British soldiers were sent in another direction on a similar errand. When the reeds began to come into depot, it was found that the Frenchmen were sending along about four times the quantity that came from the other party's area, and an officer went out to investigate the cause of so great a difference. Visiting the French he found the men cutting the reeds with bagging-hooks, which had been obtained from the Greeks. The hooks were light to handle and easily kept in nice condition with a rubstone. When, however, he came upon the "Tommies," he found that they had been supplied with straight matchets very heavy to wield and so thick and blunt that instead of cutting the reeds they merely notched them, and the men had to break the stems with their hands against the soles of their boots. I am not concerned to apportion the blame for this piece of carelessness; the point is that there was misdirection of effort because there was no preliminary consideration of the conditions and difficulties likely to be encountered, and a complete ignorance of the relative values of the available tools.

Henry L. Doherty had no high school or college education, yet before he was forty he had invented and perfected processes and apparatus requiring the greatest technical skill, and had established a reputation for theoretical and practical achievement known the world over.

If you ask him where he got the rudiments of his education, he will tell you: "Out of a gas catalogue."

It sounds funny, but it is true. While he was still a newsboy in Columbus, he got a job at the gas works. There, down by the roaring coke furnaces and retorts, he pored over that catalogue until he knew, better than the words could tell him, what it was all about—those furnaces and retorts luring him like a romance from the Arabian Nights.

He looked into the heart of that gas house and saw coal turning into gas, and gas into power and heat, saw that the coal and the gas and the power and the heat all came from the bowels of the earth and resembled the fires of the sun. Then he tore back to the catalogue to find out, if he could, what the deuce made the thing happen. And if he couldn't find out there, he asked someone or dug up another book.

This is the keynote of his education. He went from the thing to the word, not from the word to the thing, as most of the schools and colleges teach.

Often during those early years, after a sleepless night spent over some deep scientific volume, he would duck his head into a basin of cold water and go cheerfully off to work, down to the gas plant or out on the street selling papers—a fourteen-hour-a-day man right from the start. Those were the hard years of preparation for the work to come. He was getting an education such as no school can give. He was learning first-hand, from life as well as from books, taking practical and theoretical together.

By the time he was twenty he was a gas engineer, and an uncommonly good one. Yet he acknowledges that he did not really wake up mentally until he flung a stone through the air one day, and caught a glimpse of the vital scientific principles behind the parabola his random bit of rock described in its flight.

At twenty-two Doherty was made assistant to the manager of the Columbus plant—because he could do things men twice his age couldn't do. That was the first score in his game of success. I say game, for success was then, as it still is, essentially a game within him. He cares little for wealth and power. The joy is all in the work, and the work is play, because he makes it play.

They tell this story of Doherty's first big promotion: The Columbus company was operated by a large Wall Street bond house. They wanted a man to go up and reorganize the Madison, Wisconsin, company. Doherty was mentioned for the honor, and a representative was sent to try him out.

"Would you go, Doherty?" the representative asked.

"Yes."

"When?"

"At once!"

They gave him the job and he caught the next train out of Columbus, without so much baggage as a brush and comb. He was happy that he had got the job, because it meant new problems, harder work, more responsibility. Columbus had begun to be too easy. Madison looked like a tougher job.

At Madison, Doherty made a splendid record, putting the disorganized company back on its feet and re-establishing public good will. So successful was he that in an incredibly short time he had become president of the Madison company.

Until the age of thirty-four, Doherty had not known what it was to be his own boss. But the break was bound to come, for a man of his original ideas and attainments would not always be willing to be hampered and held back by other peoples' hesitating methods and conservative capital. Also, his genius for organization had become so highly developed that reorganizing sick companies was rapidly becoming child's play. There were many problems in public utilities that were more interesting and harder to solve than the work he was doing at the time. He looked forward to tackling these hard jobs. So, when the break eventually came, the result of a difference of opinion between

Doherty and those higher up, Doherty tendered his resignation and stepped out, free at last to go ahead as he chose.

Doherty's first capital was raised from his immediate friends—boys with whom he had sold papers, men with whom he had worked. With this he bought up a bankrupt Western company, reorganized it, and put it back on its feet. That he was able to accomplish this is due to his former training.

That was the second score in his game of success. He took a chance and won, not because he was a gambler but because he had built his house of facts up block by block on a solid foundation.

Soon Doherty took over another "sick" company, and "cured" it; then another and another, reorganizing them and putting them on a healthy dividend-paying basis, until gradually he acquired the great chain of companies he and his associates control to-day. The story of the reorganization of each separate company is too long to be told here. Moreover, the story of one company is, in the rough, the story of all, for to each he applied the same general principles. So successful has he been that his friends call him "the bankruptcy doctor," and allude to him as "the man who cures sick business."

An interesting phase of the Toledo fight, one of his most sensational, was "the trolley affair." A three-cent fare ordinance had been passed. Now Doherty knew that this was the result of previous bad management, and if continued would wipe the company off the map. So he began a quiet attempt to have the fare put back to five cents.

The council had expected and hoped he would get out an injunction, whereupon a long-drawn political wrangle would have ensued. But Doherty is dead against politics in public utilities. So he kept the case away from the courthouse, and decided to let public opinion settle it. He instructed his conductors to charge five cents a ride and to give free rides to anyone who would not pay the full fare, thereby appealing directly to the people.

You can't damn a company that gives you good service and free rides, so the mayor and council got together and decided they would force Doherty to accept the reduced rate. One day they went out in a body to proffer three-cent fares. But Doherty got wind of it and it roused his sporting blood, causing a return of his boyish deviltry. With the aid of detectives, he was informed where the party were to board the cars. Employing an automobile, he boarded at the same crossing, at once grasped the mayor's hand in a glad clasp, and with a "Permit me, gentlemen," handed the conductor full fares for all. The party didn't grin yet. They hadn't caught on. They rode a block or two, then got off to try it again. They crossed to another line operated by Doherty's company. But, behold, the genial, generous Doherty once more mounted the platform and did the honors. This time everyone shook hands so hard it was a cramp, and grins widened to laughter.

A third time the mayor and council tried it, but Doherty managed to treat them to rides once more, at five cents per person.

So those wily city fathers gave it up, and decided they would either have to pay full fare or ride free. As things turned out they came to see it as Doherty did, and the five-cent ordinance was put back on the books.

Sharples Sales Convention Held

At West Chester, Pa.—Necessity For Ordering Early Was Emphasized

THE Sharples Separator Company held their sales convention from December 31 to January 4 at West Chester, Pa. Nearly 200 of their branch and sales managers, as well as salesmen, were called in from the entire country for the purpose of discussing sales plans for the coming year.

One most important point brought out by the several speakers, as well as by the discussion of the salesmen, was that 1918 would see an unprecedented demand for separators and milkers and that the dealers must be prepared to meet this demand.

A number of salesmen brought out the fact that some dealers are ordering separators and milkers six to twelve months ahead of their actual needs. The salesmen have been instructed to influence all dealers and, through the dealers, the greatest possible number of farmers to get their orders in as early as possible in order to make sure of securing what they want. This will eliminate as far as possible any disappointment from non-delivery of goods.



Salesmen of the Sharples Separator Co. assembled in Convention at West Chester, Pa.

MONTREAL AUTOMOBILE SHOW

(Continued from page 33.)

Lariviere, Incorporee, has an exhibit of accessories shown on a three-panel effect over khaki-colored burlap, and a movable attraction, illustrating fire-extinguisher is used.

The International Electric Co. has a panelled section for its background, the three large panels comprising twenty-seven small sections.

The Canadian Fairbanks Morse Co. has a good display with its background of khaki-color, suitably trimmed. Its trade-mark forms part of the back scene. Lines for which they are agents are carefully displayed in the foreground.

Renaud Motor Supply Co. have an illuminated display for flashlights, and have their tools and accessories shown against a backing of Canadian flags.

Jos. Dixon Crucible Co. have a unit display of their graphite lines and these are shown against a backing made up of their different styles of advertising matter and a picture of the factory in the centre.

Bicycles and Motorcycles

The Canada Cycle and Motor Co. show some 16 different styles of bicycles. The background here is made after a landscape setting and shows a party of cyclists out for a spin. They also show a line of accessories and of their Automobile skates.

Indian Motor cycles and bicycles are shown by the Arlington Bicycle Co. and of these there are some seven styles in all.

Hyslop bicycles occupy a space and show several styles of bicycles in various finishes as well as accessories, and a cord type of automobile tire.

Tire and Other Displays

The Gutta Percha & Rubber Co. have used their well-known sign to give an effect to their display, as a background. This is that of two hugely built tires, with a mountainous landscape in the distance. The effect is good and the foreground is used for a display of tires.

The display shown by the Goodyear Tire and Rubber Co. is against a backing of black and orange. The foreground of this display contains tires and other rubber products made by them.

A three-panel effect makes a suitable background for the Canadian Consolidated Rubber Co.'s display. These panels are reproductions of the company's advertisements. In the foreground a raised platform contains some of the products made by this company.

Displays of oils and greases are made by the Imperial Oil Company and the Express Auto Oil Co., and the Spence Co., lubricants, while the S. F. Bowser Co. displayed a full line of its measuring outfits.

The Willard Storage Battery Co. displayed parts of its storage batteries on suitable background and also had a battery connected so that it might be possible to see how a battery works.

Garage equipment was shown by the Weaver Auto Equipment Co.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

THERE has been a decided inclination toward lower prices in some quarters during the week, declines having been registered in heavy gauges of black steel sheets, corrugated sheets, eavetrough, conductor pipe, metal siding, metal shingles, metal ceilings, large sizes of common bar steel and spring steel. Declines in some of the commodities mentioned have been due to a desire to foster trade that has been scared away through high prices. Manufacturers assert that new prices will mean unprofitable business but rather than see the trade drift into such limited channels they have decided to sacrifice profits for the time being.

The iron and steel industry in the United States has been suffering from the worst tie-up in the history of the industry, caused through recent severe storms. Mills have been idle for some time owing to the severity of conditions. Sheet mill production is reported to have fallen 50 per cent. during the past two or three weeks.

Advances in regular hardware lines have been numerous during the week in spite of the lower tendency in some of the commodities. Higher prices were recorded on lumbering tools, axes, horse shoes, horse nails, steel tackle blocks, horse cards, garden cultivators, snow shovels, weatherstrip, window glass, drills, lamp chimneys, liquid glue, bicycle cement, house brooms, stable brooms, marking brushes, kalsomine brushes, washboards, gas tubing, wall cleaner, teapots, electric veranda balls. Stoves and ranges have increased in price. An advance has been recorded in the price of white lead in oil, following the recent decline. Prices for spring booking on arsenate of lead in dry and paste form have been announced and show an advance of over 50 per cent. in most instances over opening prices of last season. Mixed paint is in firm position largely through the increased cost of containers. Conditions are improving in the matter of transportation but are still far from normal. Business has been reported seasonably good in spite of the drawbacks to trade.

MONTREAL MARKETS

MONTREAL, Jan. 24.—There have been a number of changes in the markets this week. Most of these are of an upward trend. Clocks, hoop iron, carpenters' clamps, lumbering tools, axes and stoves are up. Horseshoes have gone up 50c per keg all round. One brand of horse nails has been advanced $1 per 100 lbs. The lead market is strong with a firming tendency. Owing to the higher prices asked for hemp importers look for an advance in rope very soon. The manufacturers of pig iron state that they cannot get delivery of coke and that until they can no prices will be quoted on pig iron. The United States War Board has renewed the fixed price of $23.50 on copper, to June 1st, 1918. Old metals are firmer. The only item in the list showing a downward revision is that of soldering coppers, the decline being 2c per lb.

Horse Shoes And Horse Nails Have Advanced

Montreal.

HORSE SHOES AND NAILS.—An advance of fifty cents per keg in the price of horseshoes has been made. This applies to the entire line. Elsewhere the new prices will be found in current quotations. An advance of $1 per 100 pounds has been added to the list for the product of the M. R. Mills Company and these advances are also shown in the quotations given in current markets. This follows a firming of the situation for steel and other grades of iron used in making these products.

Chopping Axes And Lumbering Tools Go Up

Montreal.

AXES, LUMBERING TOOLS. — A sharp advance has been recorded this week in the price of axes. This applies to all lines, both loose and handled and represents an increase of from $2.50 to $4 per dozen. The scarcity of steel and labor are assigned as direct causes for the advances. Lumbering tools are also higher, the average advances made in this line are from 15 to 17½ per cent.

Revolvers, Guns And Rifles Are Higher

Montreal.

GUNS, REVOLVERS, RIFLES. — In view of the tendencies predicted last week in HARDWARE AND METAL new prices are available this week on rifles and guns. This applies to the product of the Remington U-M-C Co. and the average advance is from 15 to 20 per cent. over the ruling prices previously quoted. The resale prices are now 40 per cent. advance over list. Iver Johnson revolvers have also been marked up and are now selling about 20 per cent. over list. The No. 32 B is now $10.50 and the 38 B $10.75 each.

Soldering Coppers Down; Bench Screws, Clamps Up

Montreal.

SOLDERING IRONS, CLAMPS, ETC. —Among the changes recorded this week are those of lower prices for soldering coppers. These are quoted down 2c per pound and the prices are as follows:—Half pound 34c per pair, 1 lb., 65c pair, 1½ lb., 92c pair and 2 lb., $1.20 per pair. Bench screws of Taylor-Forbes make are now $10 per dozen as against the former price of $9.90. Carpenters' clamps have also been slightly advanced.

Gun Oil, Hoop Iron And Clocks Are Higher

Montreal.

VARIOUS LINES, CLOCKS.—Among the changes this week an advance is recorded in the price of Big Ben and Baby Ben clocks. The wholesale price to retailers is now $2.92 each and the new

resale price has been raised to $4 each. Remington gun oil is also higher and the gross price is now $29.35 and the less than gross price $2.65 per dozen. A slight advance in the prices of hoop iron has been made, the new prices running from $8.45 to $11.55 per 100 lbs., according to weight and widths.

Market Holds Firm On Gasoline And Coal Oil

Montreal.

GASOLINE AND COAL OIL.—The market for gasoline and coal oil is holding at prices quoted for the past two weeks. There is a fairly active demand for coal oil, and gasoline sales are maintained fairly well for this season of the year. Altogether the oil refiners state that they are unusually busy in a general way for this early date in a new year. Even though deliveries have been interfered with stocks in hand are satisfactory. Palacine coal oil is selling at 20c, Royalite at 17c and Electroline at 20c per gallon, while gasoline is still 32½c.

Wire Nails Hold On Maintained Basis

Montreal.

WIRE AND NAILS.—There is a fair volume of business coming forward for wire nails. Some are inclined not to place their business just at present, expecting some move to be made upon the part of the manufacturers. One of the large jobbers is of the opinion that a new price can be expected soon. The base price remains at $5.50 per keg and on cut nails the price is still $5.75. On cut nails a revision downward is anticipated. Stell wire is unchanged at $6.50 per 100 lbs. base.

All Sheets And Plates Delivered In Small Lots

Montreal.

SHEETS, PLATES, ETC.—The importers of sheets and plates report that there are very few shipments coming forward. All that are received are limited to supplies the government will allow forward under the permits required, and the lots coming through are small. Prices are held as recently revised and a fair amount of business is passing. Deliveries are also much deferred in consequence of the present congestion.

MONTREAL—

BLACK SHEETS—		100 lbs.
10 gauge	$9 50	$12 50
12 gauge	8 65	11.50-11.60
14 gauge	8 80	8.85- 8.55
16 gauge	9 00	8.65- 8.65
18-20 gauge	9 25	8.75
22-24 gauge	9 40	8.90
26 gauge	9 45	8.95
28 gauge	....	9.05
10¾ oz. (28 English)	10 55	10.75
GALVANIZED SHEETS—		
10¾ oz.		$10 00
28 ga.		9 65
26 ga.		9 25
22 and 24 ga.		9 05-10 45
20 ga.		10 30
18 ga.		8 85
16 ga.		8 70

Iron And Steel Hold Steady Without Change

Montreal.

IRON AND STEEL. — There have been no changes in iron or steel for the week. Deliveries have been curtailed to such an extent, however, that it is doubtful if there will not be a shortage of certain sizes before the congestion is relieved. Tendencies have been upward on two of the manufactured lines, horseshoes and horse nails. Mills are confronted with shortage of certain supplies and this makes the market firm.

MONTREAL—

Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0.17½-0 19
Black Diamond tool steel, per lb.	0 18-0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20-0 21

Shortage Of Coke Affects Iron Quotations

Montreal.

PIG IRON.—Owing to the impossibility of securing supplies of coke there are no available prices. In fact these have been withdrawn and the situation is therefore without further feature for the immediate future at least. Producers will be able to quote only when there is an available supply of the essential coke.

Better Outlook For Old Materials

Montreal.

OLD MATERIALS.—The week has seen a little more activity. This is not great but there is a better tone to the demand for some old materials than has existed for some weeks. Tea lead is up 1c. Heavy lead pipe is a little firmer and is quoted at 6¼ to 6½c per lb. No. 1 wrought iron is quoted up $2 per ton, making the price $25. Old rubbers and shoes are a little firmer at 8 to 8½c. There is a better tone to the market, but scrap iron is in the most active position.

MONTREAL—

Tea lead	$ 0 05	....
Heavy lead pipe	0 06¼	0 06½
Yellow brass	0 13½	0 14
Red brass	0 20	0 21½
Light brass	0 08	....
Scrap zinc	0 05½	....
Heavy copper	0 22	0 23
Wrought iron, No. 1, per gr. ton	25 00	....
No. 1 machinery scrap	27 00	....
Heavy melting steel	18 00	20 00
Pipe scrap	15 00	17 00
Stove plate, per ton	17 00	19 00
Old rubbers, boots and shoes	0 08	0 08½
Overshoes, lumbermen's rubbers boots	0 07	....
Bicycle tires	0 03½	....
Auto tires	0 04½	0 05½
No. 2 busheling	....	13 00

Prices Maintained On Lead Pipe, Sheets, Etc.

Montreal.

LEAD AND ZINC PRODUCTS.—The features of the week in lead are limited and all prices are maintained without change. The tone is one of firmness and supplies are going forward slowly. Solder is very firm and at the high prices there is but a small and normal demand. Zinc sheets are rather firmer. The amount of business in these lines generally is about normal for January.

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 12½	0 13
Lead sheets, 4 to 8 lbs. sq. ft.	0 11½	0 12½
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, strictly, lb.	0 47	....
Solder, commercial, lb.	0 45	....
Solder, wiping, lb.	0 42	....
Zinc sheets, casks	0 26	0 30
Do., broken lots	0 28	0 32

Ingot Copper Price Set And Licenses Renewed

Montreal.

INGOT METALS, COPPER.—The feature of the week is that of the price set or approved by the United States for this product. The $23.50 government basis has been renewed until June 1st, 1918. Trading is light. The price of 33 to 34c is still held.

PIG LEAD.—The lead market is firm and the quotation of 9½c to 10c per pound is still held. Spot deliveries in primary points have tended to a firming of the prices. Importers expect higher prices.

TIN.—Prices on tin are still maintained and deliveries are very small. It is stated by one importer that the government will regulate with regard to import with past imports as the basis for their ruling. Prices are quoted from 79c to 82c per lb.

SPELTER.—Little movement is recorded. Prices hold here at 10½ to 11c per lb. At primary points the market is dull, traders waiting for the suggested fixing of the price.

ANTIMONY.—There has been a certain amount of buying by the U.S. Government but prices are unchanged. The local demand is light at 18c per lb.

ALUMINUM.—Very quiet. The trading is reported as light locally. In the New York market a quiet condition prevails. The price here is 58c to 60c per lb.

Hemp Prices Make Rope Tendencies Firmer

Montreal.

ROPE, TWINES.—There has been no upward movement in hemp prices. It is stated by importers that there must necessarily be an increase in the prices of manufactured lines in the very near future in view of the increased costs that are now ruling for hemp. Indeed, some of them state that if the present prices of hemp were the basis for the quotations as given on manufactured rope their costs would not be met. In the matter of cotton twines prices are very firm and some

marked their prices to higher levels. The general tendencies continue very firm.

Stoves Marked Higher; Enamelled Ware Selling

Montreal.

STOVES, KITCHENWARE.—There has been an advance in the price of stoves and heaters as applying to the McClary line. This affects the general line, both stoves and ranges, and heaters. The advance is represented by a five per cent. increase. The sales of enamelled ware are reported good and with one firm are better than were looked for so early in January, and reflect a good condition from the country. Generally speaking, the stove business is fair, with demand confined pretty well to small requirements.

TORONTO MARKETS

TORONTO, Jan. 24—Conditions in the hardware trade are settling into normal channels again, following the recent storm which held up deliveries and prevented travelers for wholesale houses making their rounds with any degree of freedom. Advances have been quite numerous during the week, and include such lines as horseshoes, tackle blocks, lumbering tools, horse cards, axes, glass, snow shovels, horse nails, weatherstrip, stovepipes, drills, lamp chimneys, garden cultivators, liquid glue, gas tubing, wall cleaner, electric balls, teapots, bicycle cement, vulcanizing patches, graphite anti-freeze mixture, radiator cement, clutch and brake compound valve grinding compound, fire extinguisher powder, shellac, engine enamel. Trade has been seasonably good in spite of the difficulties attending distribution.

Horseshoes and Horse Nails Higher

Toronto.

HORSESHOES, HORSE NAILS.—An advance of 5c per keg has been made in price of horseshoes which makes price now $6.70 for light iron No. 1 and smaller, and $6.45 for No. 2 and larger. A similar advance is made on all other lines of horseshoes. M. R. M. brand horse nails has been advanced 25c per box and net prices quoted are as follows: No. 5, $3.75; No. 6, $3.50 per box; No. 7, $3.25; No. 8, $3.25; No. 9, $3.05; No. 10, $3.05.

Steel Tackle Blocks Advance 10 Per Cent.

Toronto.

TACKLE BLOCKS.—Higher prices have been announced in some quarters on steel snatch blocks and steel tackle blocks. Prices on snatch blocks are as follows: 7 in., $5.10 each; 8 in., $6.15 each; 10 in., $9.10. Steel tackle blocks are quoted as follows: 4 in. single, 75c each; 4 in. double $1.40 each; 5 in. single, 80c each; 5 in. double $1.60 each; 6 in. single, $1 each; 6 in. double, $1.80 each; 7 in. single, $1.15 each; 7 in. double, $2.15 each; 8 in. single, $1.50 each; 8 in. double, $2.55 each; 10 in. single, $2.25 each; 10 in. double, $3.55 each. Advance in these lines amounts to 10 per cent.

Horse Cards And Garden Cultivators Up

Toronto.

HORSE CARDS, CULTIVATORS.—An advance of 15 per cent has been made effective on horse cards, No. 4 is now quoted at $2.75 and No. O4 at $1.95. Buco five-prong garden cultivators have been advanced $3 on list, making the list price now $15 per dozen, subject to discount of 25 per cent.

Axes Up $2 Dozen; Snow Shovels Advance

Toronto.

AXES, SNOW SHOVELS.—An advance of approximately 20 per cent has been made effective on all grades of axes. This advance follows a similar movement in the United States made within recent weeks. Single bit axes are now quoted from $12.60 to $16 per dozen, according to grade. Double bit axes are quoted at $19 to $21 per dozen; boys' handled axes are quoted $10.50 to $14.70 per dozen; hunters axes are quoted from $10.50 to $12 per dozen; bench axes remain unchanged in price; long-handled japanned snow shovels are now quoted at $4.65 per dozen, while galvanized snow shovels are quoted at $6 dozen.

Lumbering Tools Up 15%: Weatherstrip Higher

Toronto.

LUMBERING TOOLS, WEATHERSTRIP.—An increase amounting to 15 per cent has been made effective in lumbering tools such as peavies, canthooks, skidding tongs and similar lines. Weatherstrip also shows a substantial increase in price. Bosley's wood and felt weatherstrip is quoted: No. 60, $19 per M feet; No. 61, $19 per M; No. 62, $30.50 per M; No. 64, $38 per M. All felt weatherstrip: No. 18, $2.40 per 100 feet; No. 19 $2.85 per 100 feet; No. 20, $3.25 per 100 feet. Frost King is quoted at $4.20 per dozen boxes. Above prices on weatherstrip are booking prices for next season's delivery.



"POST NO BILLS"
—Record, Philadelphia.

Drills, Lamp Chimneys, and Stovepipes Higher

Toronto.

DRILLS, CHIMNEYS, STOVEPIPES.—Through the changing of discounts on bit stock drills, straight shank drills and half-inch shank drills, higher prices have been made effective. Where discount was formerly 40 per cent it is now 37½ per cent. Lamp chimneys also show a substantial advance, A size in case lots of 8 dozen now being quoted at $8.25 per case, and B size, 6 dozen to case, $6.85 case. An advance was announced in these columns last week on stove pipes. Net price of 7 in. size based on new discount is now $21.85 per 100 lengths. Elbows, light 7 in. are quoted at $2.15 dozen, 7 in. heavy elbows at $2.82 per dozen.

Soldering Coppers Decline 3c Pound

Toronto.

SOLDERING COPPERS.—A decline of 3c per pound has been made on soldering coppers. Base sizes 3 to 8 pounds are now quoted at 61c per pound, former price being 64c per pound. In the primary market ingot copper has been holding steady in price for some time past and arrangements have been completed with the producing interests to maintain present selling price for three months.

Liquid Glue and Gas Tubing Advance

Toronto.

GLUE, TUBING.—Higher prices were made effective on certain sizes of Le-Page's liquid glue. For the 1-oz. size and small tubes an advance of 40c per dozen has been recorded, now making the selling price $1.20 per dozen. One-half gill size now sells at $1.68 to $1.70 per dozen, also showing an advance. Larger sizes remain unchanged at following prices: 1 gill, $2.10 dozen; half pints, $3.37 dozen; 1 pint, $5.25; 1 quart, $8.44 dozen. Steel gas tubing, without ends, has been advanced 1c per foot, now quoted at $6 per 100 feet.

Booking Prices on Hose Accessories

Toronto.

HOSE ACCESSORIES.—Some whole-

salers have announced their booking prices on hose accessories for delivery in spring. Hose couplings, ½-inch, are quoted at $1.50 dozen; ¾-inch, $1.60 dozen. Nozzles are quoted at $5.50 per dozen. Cooper hose menders are being quoted at $1 per dozen. Prices are subject to a quantity discount of five per cent.

Wall Cleaner and Electric Balls Up

Toronto.

WALL CLEANER, ELECTRIC BALLS, TOYS.—An advance of 25 per cent has been made effective on Cleveland wall cleaner, new price being $1.15 per dozen. Electric verandah balls, roughed inside, are higher in price by 10 per cent. Six inch is now quoted at $2.75 dozen, 7 in. at $3.25, 8 in. at $5. Cut star electric balls 6 in. is quoted at $6.60 dozen, 8 in. at $10 dozen. Child's toy washboards have been advanced 15c dozen, now being quoted at $1.65.

Teapots And Cane Bowls up 10 *Per Cent.*

Toronto.

TEAPOTS, CANE BOWLS.—An advance of 10 per cent. has been made effective on English teapots, and following prices are now being quoted: No. 60 globe, $2.10 dozen; No. 42 globe, $2.95; No. 36 globe, $3.20. Cane bowls have advanced a similar amount and are quoted as follows: No. 36, 80c dozen; No. 30, $1; No. 24, $1.20; No. 18, $1.65 dozen.

Bicycle Cement Considerably Higher

Toronto.

CEMENT.—An advance in the price of Dunlop standard bicycle cement has been announced. Former 5-cent size has been advanced to 60c per dozen, compared with the previous price to retail trade of 35c. For the 10-cent size new price is 80c per dozen, an advance of 15c. It will be seen the present advance takes the 5-cent article off the market, since the cost to the retailer is 5c each.

Vulcanizing Patches Advance on List

Toronto.

PATCHES.—New list prices have been put into effect on Vulco-Visco self-vulcanizing patches, now being quoted at 85c per box list of ten assorted sizes, and advance of 10c. Quantities of less than 24 boxes are sold at discount of 25 per cent, quantities 24 to 95 at 30 per cent., quantities of 96 boxes at 35 per cent discount.

Graphite Coating List Is Advanced

Toronto.

GRAPHITE COATING.—List price on Norwesco graphite coating has been advanced 10c, now making the price 60c per half-pint can. This commodity is used as a rust-resistant and lubricant for auto rims and springs. Quantities of less than 12 take discount of 25 per cent, quantities 12 to 48 a discount of 30 per cent, and quantities of 48 cans and over 35 per cent.

Anti-Freeze Mixture And Radiator Cement Up

Toronto.

AUTO ACCESSORIES.—Changes in list prices on Thermite anti-freeze mixture for automobile radiators and Se-Ment-Ol radiator cement have been announced. Thermite in 5-6 Imperial gallon cans is quoted at $2.50 list each, an advance of 60c. Se-Ment-Ol list price has been advanced to 85c for half-pound cans, an increase of 10c on list. On quantities less than 12 discount is 25 per cent; quantities 12 to 48, 30 per cent, quantities 48 and over, 35 per cent.

Prussian Blue Makes Slight Advance

Toronto.

BLUE.—A slight advance has been corded on Prussian blue through changing of list price to 30c per tube, an increase of 5c. This material is used to locate high places or worn parts on metal surfaces. Tubes ¾-inch by 4½ inches in quantities of less than 12 sell at 25 per cent discount, quantities of 12 tubes at 30 per cent, and quantities 48 at 35 per cent discount.

Clutch and Brake Compound Advances

Toronto.

CLUTCH COMPOUND.—An advance of 10c on list price of Norwesco clutch and brake compound has been made effective, new price now being 55c list for pint cans. Compound is designed to cause clutches and brakes to renew their gripping qualities. On quantities of less than 12 cans discount is 25 per cent, quantities 12 to 48 discount 30 per cent, quantities 48 and over discount 35 per cent.

Valve Grinding Compound Shows Increase

Toronto.

GRINDING COMPOUND.—A substantial advance has been recorded in Norwesco valve grinding compound through changing of list prices. List price on single tubes is now 30c, an advance of 10c; 4-oz. boxes are now 50c, an advance of 20c; 1 lb. cans are quoted at $1.20 list, an advance of 30c. Discounts on this line are as follows: Less than 24, 25 per cent; 24 to 96, 30 per cent; 96 and over, 35 per cent.

Fire Extinguisher Powder Goes Higher

Toronto.

AUTO ACCESSORIES.—An advance of 5c on list price of Fire-fly, a dry powder fire extinguisher, makes the new list price of 2 in. by 22 in. cans 95c each, while 2 in. by 12 in. size are quoted at 65c each. Discounts on this line are as follows: Less than 12 cans, 25 per cent; 12 to 48 cans, 30 per cent; 48 cans and over, 35 per cent.

Shellac for Gasket Joints Goes Higher

Toronto.

AUTO ACCESSORIES.—Rim and gasket shellac has been advanced in price on some sizes. List prices on half-pint cans are now 60c each, an advance of 15c; pint cans, 90c, an advance of 15c; quart cans, $1.55 each, an advance of 50c; one gallon cans, $5 each, an advance of 90c. On quantities of less than 12 discount is 25 per cent.; quantities of 12 to 48, 30 per cent.; quantities of 48, discount 35 per cent.

Engine Enamel Makes Substantial Advance

Toronto.

ENGINE ENAMEL.—Higher prices have been made effective on Never-burn engine enamel. Pint cans have been advanced to $1.15 each list, an increase of 30c, half-pint cans are now quoted at 70c list each. Quantities of less than 12 cans, discount 25 per cent; 12 to 48 cans, 30 per cent, 48 cans, 35 per cent.

New Lists And Discounts On Skates

Toronto.

SKATES.—New lists and discounts have been issued for Starr skates for next season's prices. Discount now applying to new list is 30 per cent. Former discount was 20 per cent. off old list. The result of the change is to leave the prices approximately where they have been for some time past. Parts are quoted at 20 per cent. off list. Prices are for booking December delivery of this year.

Possibility of Government Control

Toronto.

CORDAGE, TWINE. — Intimations have been made from Washington that the United States Government intends to take over the purchase and distribution of manila hemp. During the past two weeks advance in manila fibre to the extent of ¼c to 1c per pound have been made with a total advance in the hemp of 3c to 4c per pound since November 15 last. As to what effect government control will have on prices is not apparent at this time. Under the present basis of raw materials the market for cordage is in a very firm position, but whether the possibility of government control will have a retarding effect on prices remains to be seen. Announcement has been made that the United States government will in all probability take control of the binder twine situation. Those closely in touch with the Canadian situation are of the opinion that prices will be several cents per pound higher than the opening price of last year. Trade in rope is light this season. Booking orders on binder twine are now about completed.

Prices of rope held unchanged during the week.

Roofing Nails Are Lower in Price

Toronto.

NAILS, WIRE.—Lower prices were made effective on large head roofing nails during the week, new price being $8.25 per keg, a decline of 20c. Prices on standard steel wire nails held unchanged at $5.45 per 100 pounds base, with cut nails at $5.65 base per keg. Wire products held unchanged with no improvement in the prospect of getting supplies from the United States markets. Demand for nails is seasonable for this time of year.

Stable Brooms And House Brooms Higher

Toronto.

BROOMS, BRUSHES, AND WASHBOARDS.—Higher prices have been announced on bass stable brooms and corn house brooms and whisks. On the stable brooms the advance ranges from 20 to 30 per cent. in some instances. Lowest-priced bass broom in 12-inch is now quoted at $6.50 per dozen, while the higher-priced brooms in 18-inch block range up to $12 per dozen. Corn house brooms have been advanced $1.10 per dozen, which makes price to retail trade on 20-lb. four-string broom $9.15 per dozen and on 23-lb. four-string $9.65 per dozen. Whisks are now priced as follows: 7-inch, $1.80; 8-in., $2.25 dozen; with intermediate prices ranging up to $10 per dozen.

Marking brushes have been advanced approximately 20 per cent., prices on No. 1 now being quoted 60c per dozen and No. 6 at 70c to 80c per dozen. Dutch kalsomine brushes, made of Russian bristles, have been advanced almost 100 per cent. These are a better grade brush and now range in price from $60 to $70 per dozen.

Enamel and glass washboards have been advanced 50c to $1 per dozen. Diamond King glass washboard is now $5.50 dozen and Western King enamel is quoted at $6.25 per dozen. Tin washboards are in very firm market owing to inability of manufacturers to get supplies. There is strong probability of an advance in tin washboards in the near future.

Coal Oil Demand Heavier Than Ever

Toronto.

GASOLINE, COAL OIL.—Demand for coal is just as insistent as it has been for several weeks past, and gives no prospect of easing off in the immediate future. There is a firm situation due to this heavy demand, induced through the coal shortage and the turning of people to oil heaters as a means of heating their homes. An advance of ¼c per gallon was recorded in the New York market by the Standard Oil Company during the week on coal oil for export. Prices in the local market held unchanged. Gasoline was also in steady market, with quotations being made on the basis of 31½c per gallon.

Stoves and Ranges Advance 5 Per Cent.

Toronto.

STOVES, ENAMELWARE.—There is a heavy demand on coal oil heaters and electric heaters at the present, induced by the difficulty in obtaining supplies of coal and other fuel. Some manufacturers state the inquiry is much greater than they can supply. Cooking ranges are also in fairly good demand for sorting business. Stovepipes are holding steady at the advance recorded last week Enamelware continues in fairly good demand. An advance of 5 per cent. has been made by some manufacturers on stoves, ranges and furnaces, effective January 18.

Bar Steel And Spring Steel Show Declines

Toronto.

IRON AND STEEL.—A decline of 50c to 60c per 100 pounds was recorded in the price of some of the heavier sizes of common bar steel, and following prices now prevail: 2⅛ in. by 2⅞ in., $5.90; 3 in. by 3½ in., $6.50; 3⅝ in. by 4 in., $6.75; 4⅛ in. by 4½ in., $7; 4⅝ in. by 5 in., $7.25; 5⅛ in. by 5½ in., $7.50; 5⅛ in. by 7 in., $7.75; 6⅛ in. by 6½ in., $8; 6⅝ in. by 7¼ in., $8.25. Spring steel shows a lower range of quotations through the coming on the market of additional stocks purchased at lower prices, range in prices on this grade now being from $9.50 to $11.50 per 100 lbs. Sheet cast steel, on the other hand, shows a higher range, having been advanced 7c to 10c per pound, making the price now 42c to 45c per pound.

TORONTO—	Per 100 lbs.	
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining tool steel	19 00	30 00
Sheet cast steel	0 42	0 45

Heavy Black Sheets And Plates Decline

Toronto.

SHEETS, PLATES.—A decline of $2 per 100 lbs. has been recorded in price of No. 10 gauge black sheet and in 3-16 inch and ¼-inch plate. This readjustment has been made in conformity with the fixed prices now prevailing in the United States market. There was a narrowing of the range of prices on lighter gauges of black sheets as will be noted by the range of quotations given below. Some of the higher-priced sheets have disappeared under stress of pressure by the lower-priced stocks that are now in this market. Similarly there was a lower range from the high quotations on galvanized sheets.

BLACK SHEETS—	Per 100 lbs.		
10 gauge	$	$10 00	$12 00
12 gauge	7 55	10 10	11 60
14 gauge	7 45	8 40	9 10
16 gauge	7 50	8 50	9 20
18-20 gauge	7 30	8 05	8 30
22-24 gauge	7 35	8 10	8 35
26 gauge	7 40	8 15	8 40
28 gauge	7 50	8 25	8 50
3-16-inch plate	10 25	....	....
¼-inch boiler plate	10 00	....	....
GALVANIZED SHEETS—			
10¾ oz.		$9 50	$10 50
U.S. 28		9 20	10 20
U.S. 26		8 90	9 90
22 and 24		8 75	9 75
18 and 20		8 60	9 60
16		8 45	9 45
14		8 35	9 35

Corrugated Sheets And Conductor Pipe Decline

Toronto.

CORRUGATED SHEETS, CONDUCTOR PIPE, EAVETROUGH.—Substantial declines were recorded in the price of corrugated sheets during the week, ranging in amount from 50c on the lighter gauge to $4 per 100 square feet on heavier gauges. Range of new prices will be found hereunder. Eavetrough, conductor pipe, elbows, shoes, and similar lines have also declined in price through the changing of the discount. Where formerly these lines were quoted have declined from 50c to 75c per square. Standard galvanized shingles are now quoted at $10.25 per square, standard painted shingles at $8 per square. Standard galvanized siding metal is $8.75 per square, and standard painted at $7 per square. Metal ceilings are also down 10 per cent. Decline has been due to desire to foster trade that had been declining on account of high prices. At the new prices manufacturers point out that it is unprofitable business, but there is a sincere desire to keep trade moving and not shut off the demand entirely.

TORONTO—	Galvanized Per 100 Sq. Feet	Painted
No. 28 gauge	$ 8 25-$ 9 00	$ 6 75
No. 26 gauge	9 00- 10 00	7 75
No. 24 gauge	13 00-	10 50
No. 22 gauge	16 00-	13 25
No. 20 gauge	19 00-	16 50
No. 18 gauge	23 00-	20 00

Discount 7½%.

Boiler Tubes Only In Limited Quantities

Toronto.

BOILER TUBES.—The market held in the status quo during the week, namely, no supplies of boiler tubes are available except under special permit from the Government at Ottawa. Prices held unchanged.

1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Solder Wire Advances 1c Pound During Week

Toronto.

LEAD AND ZINC PRODUCTS.—Solder wire advanced 1c per pound during the week to 46c, due to the firmness in the basic raw materials. Other lead and zinc products held unchanged, with a fair demand reported.

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.	0 16	
Lead sheets, 3 to 3½ lbs. sq ft., lb.	0 13¼	
Lead sheets, 4 to 8 lbs. sq. ft.	0 12½	

Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0 42½	....
Solder, strictly, lb.	0 39½	....
Solder, commercial, lb.	0 36¼	....
Solder, wiping, lb.	0 38½	....
Solder, wire, lb.	0 46	....
Zinc sheets, per lb.	0 26	

Heavy Lead Pipe Up; Old Rubber Goods Down

Toronto.

OLD MATERIALS.—An advance of ½c per pound was offered by wholesale dealers for heavy lead pipe, now making the price 6½c. There is a measure of firmness in this metal, due to a better tone to the primary market for ingot lead. Old rubber boots and shoes, on the other hand, showed an easier tendency, prices being quoted down ¼c at 7¾c per pound. There is very little buying at the present time, as those who have old materials are inclined to hold for higher prices.

Tea lead	$ 0 04½	....
Heavy lead pipe	0 06½	....
Yellow brass	0 12	0 13
Red brass	0 20	....
Light brass	0 09	....
Heavy zinc	0 05½	0 06
Heavy copper	0 20	0 21
Stove plate, per ton	17 00	18 00
Old rubber boots and shoes	0 07¾	....
Old cast iron, per ton	23 50	25 00
Overshoes, trimmed Arctics	....	0 06½
Auto tires	0 04¼	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	....	22 00
No. 2 railroad wrought	9 50	10 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	14 00	15 00

Tin Market Firm With Good Business

Toronto.

INGOT METALS.—There was better inquiry for tin and antimony during the week. Lead was in firmer tone in the local market. Other ingot metals held steady, with business somewhat quiet.

COPPER.—While there has been no official announcement as yet that the price of copper in the United States is to remain at 23½c, it is generally accepted that this will be the basis for sale during the ensuing three months.

TIN.—There was a good business reported in ingot tin in the local market during the week. Prices were maintained in a firm position as a result of the activity.

SPELTER.—While negotiations have for prime Western spelter. Market locally was quiet, with prices unchanged at 9¾c to 10½c per pound.

LEAD.—Quotations on lead were higher by ¼c per pound during the week from the lower levels, indicating the firmer undertone to this market. Prices ranged from 9c to 9½c per pound. There is not a heavy demand for this commodity at this time.

ANTIMONY.—Better inquiry was reported for antimony in the local market during the week, but prices held unchanged at 16c to 18c per pound.

ALUMINUM.—The market for aluminum held steady at 60c per pound, with an evenness of demand. In the United States market there was an easier tone and quotations were made 1c per pound low than at the close of last week.

PIG IRON.—Producers are concerned over the transportation difficulties Prices held firm at $49.50 per ton for foundry iron.

LONDON MARKETS

LONDON, Jan. 24.—Several advances have been recorded in hardware lines during the week, including white lead in oil, linseed oil, turpentine, shellac, emery wheels, table cutlery, pocket cutlery, butcher knives, axes, garden cultivators, saw wedges, hose nozzles, eye augers, car bits, ship augers, electric irons, toasters, liquid glue, glass. Business here has been fairly good during the week in spite of cold weather and storms. Travellers also report business fair in towns of this district, although freight deliveries are slow. Many merchants are of the opinion that it is advisable to take spring shipments early this year. Collections are good.

Table Cutlery And Pocket Cutlery Up

London.

CUTLERY.—An advance of approximately 20 per cent. has been made effective in Joseph Rodgers' line of table and pocket cutlery and butcher knives. New prices on butcher knives are as follows: No. 1707 by 5½ in., $5.30 doz.; 6 in., $5.55 doz.; 6½ in., $6 doz.; 7 in., $6.95 doz.; 8 in., $8.30 doz.; 10 in., $11.90 doz.; 12 in., $18.95 doz.; 14 in., $28.90 doz. Two-blade buff handle pocket knives are quoted as follows: No. 32345 by 3 in., $8.15 doz.; 3¼ in., $9.20 doz.; 3½ in., $10.20 doz.; 3¾ in., $11.20 doz.

Axes And Emery Wheels Go Higher

London.

AXES, EMERY WHEELS.—A considerable advance ranging in amount from 15% to 30% has been announced on various lines of axes, which now makes the following prices effective: Keystone, $13.25 doz.; Cherokee, $15; Hand-made, $15.50; Black Diamond, $16; Wellandvale Special. $14.75; Wellandvale double bitted, $19.50. Handled axes are quoted: Eagle. $15.75 doz.; Cherokee, $17.50; Hunters' Red, $11; Boys' Red, $12. Broad axes, 6 and 6½ lbs., $35 dozen. Emery wheels are now quoted at a discount of 60% off list.

Garden Cultivators And Saw Wedges Up

London.

CULTIVATORS, WEDGES.—An advance of 25 per cent. has been made effective in Buco five-prong hand garden cultivators, price now being quoted is $11.25 dozen. Garden cultivators were in big demand last season. Saw wedges is another of the lines to show higher prices during the week: ¾ lb., 24c lb.; 1 lb., 21½c lb.; 1¼ lb., 20c lb.; 1½ lb., 20c lb.

Nozzles, Force Cups And Augers Advance

London.

NOZZLES, FORCE CUPS, AUGERS.—Higher prices have been announced on Canadian Gem hose nozzles, new price being $6 dozen. Rubber force cups are also in higher market, Handy Andy No. 2 short handle is quoted at $6 dozen, and same style with long handle is $7 dozen. Eye augers, car bits and ship augers all show substantial advances. Gilmour and Snell eye augers and car bits are now quoted at 40 per cent. off list, while ship augers of same make are quoted at 15% off list.

Lists Up On Electric Irons And Toasters

London.

SAD IRONS, TOASTERS.—An advance of 50c on list prices of Canadian Beauty electric sad irons and electric toasters has been made effective. New list price on Canadian Beauty iron is $5, which is subject to discount of 25 per cent. Net price now is $3.75 each as compared with former price of $3.38 each.

Tap Soles on Sale

Composition tap soles are now on sale in this district, Neōlin men's sizes assorted being quoted at $6.40 per dozen pairs, while ladies' and bovs' sizes assorted are quoted at $5.40 per dozen pairs.

Rope Prices Firm

Although there has been no change in the price of rope a very firm situation prevails. It has been announced the United States Government is going to take control of the situation. What effect this will have on the situation is not yet apparent. Pure manila is quoted at 39c lb. base, British and New Zealand hemp rope at 33c lb. base and sisal rope at 27½c lb. base.

Glass Makes Advance; Discounts Are Changed

London.

GLASS. — Higher prices were announced on glass during the week, the discounts having been changed from 40 and 10 per cent. off list to 40 per cent. off list on single and double diamond. Cut lights are now quoted at 25 per cent. off list. Higher prices follow as result of very acute situation in the industry in the United States.

Small Sizes Liquid Glue Advance 50%

London.

GLUE.—Small sizes Le Page's liquid glue have made an advance of approximately 50 per cent. This is the first ad-

vance in small sizes, although there have been several advances in larger sizes. New prices make 1-oz. bottles and tubes 15c retail in place of former price of 10c. New prices to retail trade are as follows: No. 25 or 1-oz. bottles, $1.20 dozen; No. 27 or 1-oz. size tubes, $1.20 dozen; No. 26 or 2-oz. bottles, $1.69 dozen; No. 29 or ½-gill tins, $1.69 dozen.

Shellac And White Lead In Oil Go Higher

London.

WHITE LEAD IN OIL, SHELLAC.—An advance of 50c per hundred or $10 per ton has been announced as effective on white lead in oil. Pure in ton lots is now quoted at $15.70 per 100 lbs. and in less than ton lots at $16.05. Pure Elephant in ton lots is quoted at $16.20 per 100 lbs. and in less than ton lots at $16.55. Higher prices also prevail on shellac and the following are now quoted:

Orange.—1 gal. jugs, $4.25 per gal.; ½ gal. jugs, $4.30; ¼ gal. jugs, $4.40. 1 pt. bottles, $6.95 per dozen; ½ pt. bottles, $3.85; ¼ pt. bottles, $2.20; ⅛ pt. bottles, $1.20.

White.—1 gal. jugs, $4.50 per gal.; ½ gal jugs, $4.60; ¼ gal. jugs, $4.70. 1 pt. bottles, $7.30 per dozen; ½ pt. bottles, $4; ¼ pt, $2.40; ⅛ pt., $1.25.

Putty Unchanged

Prices for putty were unchanged during the week at $5.15 per 100 lbs. for standard 25-lb., 50-lb. and 100-lb. drums and pure putty $1.75 per 100 lbs. higher than standard.

Linseed Oil And Turpentine Up 2c

London.

LINSEED OIL, TURPENTINE.—An advance of 2c per gallon was recorded on linseed oil following the firm situation prevailing for some time past. In 1 to 2 barrel lots raw is quoted $1.52 gallon, boiled $1.55; 3 to 5 barrels, raw $1.51, boiled $1.54; 6 to 9 barrels, raw $1.49, boiled $1.52. Turpentine registered an advance in equal amount to linseed oil and is now quoted: 1 barrel lots, 73c gallon; 2 to 4 barrels, 72c; 5-gal., 83c per gallon. Differential for small lots over single barrel price has been advanced 3c gallon and is now 10c.

WINNIPEG MARKETS

WINNIPEG, Jan. 24.—Business for the past week shows about the average for this season of the year. Orders are mostly sorting as many dealers are still engaged in stock taking.

Stove Pipe Advances; Delivery Uncertain

Winnipeg.

STOVE PIPE AND ELBOWS.—much has been said during past year in HARDWARE AND METAL regarding the difficulty of securing adequate supplies of Canada plate combined with ever rising markets. Conditions to-day are not much improved regarding deliveries, and a further increase of about 12½ per cent. has just been put in force on patent stove pipe making to-day's market price on 6 in., $21.65 per 100 lengths; 7 in., $23.20 per 100 lengths. Taper pipes are quoted at $5.75 doz.

Prices on elbows remain unchanged as follows: 6 in., heavy, $2.75 doz.; 7 in., heavy, $3.05 doz. This is largely due to the fact that stocks in general are fairly heavy.

Lanterns Higher By 50 Cents Dozen

Winnipeg.

LANTERNS.—In the Jan. 5, issue of HARDWARE AND METAL, an advance in lanterns was predicted and now prices just issued confirm the above. High prices prevailing on tin is given as the necessity of the advance which is 50c per dozen on both plain and Japanned making to-day's ruling prices as follows: per dozen, long globe, plain $13; long globe, Jap., $13.75; short globe, plain, $13; short globe, Jap., $13.75; No. 25 dash, $17.50.

Lamp Wick Makes 10 Per Cent. Advance

Winnipeg.

LAMP WICK.—Further advances are announced on all kinds of lamp wick which has been on the upward trend during the past year. New prices show an increase of 10 per cent. over former prices. Net prices now in force are as follows:

Flat lamp wick, No. O, 69c; No. A, 86c; No. B, $1.26; No. D, $2 gro.

Rochester lamp wicks, No. 1, 39c; No. 2, 53c; No. 3, $1.80 doz.

Flat stove wicks, 3 in., 45c; 3½ in., 53c; 4 in., 63c; 4½ in. 70c, 5 in., 80c doz.

Cotton Products Go To Higher Levels

Winnipeg.

COTTON PRODUCTS, ROPE, ETC.—Few of the markets, if any, have shown such strong advances as cotton. All lines of cotton products are moving upward including candlewick, packing, cotton rope, clothes lines, sash cord and wrapping twine. The new prices show a sharp advance over old prices both of which are given below for comparison:

	Old Price	New Price
Candlewick packing, per lb.	$0 58	$0 65
Cotton rope, ¼ in., per lb.	0 52½	0 55
Cotton twine, 3-ply, per lb.	0 57½	0 60
Do., 4-ply, per lb.	0 60	0 65
Cotton clothes lines, 48 ft., doz.	3 00	3 25
Do., 60 ft., dozen	3 50	4 00
Sash cord, No. 7, 8, 9, per lb.	0 58	0 64

Awning Cord—Old price, 25%; new price, 20% discount off list.

Lubricating Oils Up; Coal Oil Unchanged

Winnipeg.

LUBRICATING OILS, COAL OIL.—New prices just issued by the oil companies for 1918 show numerous advances varying from 5 per cent. to 30 per cent. on some lines of machine and gas engine oils while coal oil in most cases remains unchanged. The following are to-day's ruling prices per gallon:

Buffolite, 22½c; Ideal Thresher, 47c; B Castor Machine Oil, 38c; Buffalo Eng. Gasoline, 35½c; Buffalo A Gas Eng. Oil, 50c; Royal Gasoline, 35c; Family Safety Coal Oil, 23½c; Engoline Engine Coal Oil, 19½c; Summer Black Oil, 22½c; Kelso Engine Oil, 47c; Electro Dynamo Oil, 45c; Royalite Oil, 19c; Standard Gas Eng. Oil, 46c; Prairie Harvester Oil, 46c.

Shovel And Scoop Handles In Big Advance

Winnipeg.

SHOVEL, SCOOP HANDLES.—As predicted in the Jan. 12 issue of HARDWARE AND METAL prices were expected to advance on shovel, spade and scoop handles. This advance has gone into force this week and shows a straight increase of 75c per dozen on all lines, making to-day's price $5 dozen.

Soldering Coppers Decrease 4c Pound

Winnipeg.

SOLDERING COPPERS.—Owing to a weakness in the copper market manufacturers have issued new prices on soldering coppers showing a reduction of 4c per lb., Winnipeg markets showing the same decrease making to-day's base price 60c lb.

Wire Stretchers And Post Hole Augers Up

Winnipeg.

WIRE STRETCHERS, AUGERS.—Prices on Dillon wire stretchers which have remained firm for some time past show a large increase amounting to approximately 30 per cent. due to increased factory costs, making to-day's selling price $8 each.

New Prices just to hand from manufacturers of Vaughan post hole augers show further increases in the neighborhood of 10 per cent.

New prices now prevailing are, per dozen: 5 in., $12.25, 6 in., $13, 7 in., $14.50, 8 in., $16.25, 9 in., $18

Pliers, Wrenches, Post Mauls Go Higher

Winnipeg.

PLIERS, WRENCHES, POST MAULS.—Further advances have just come to hand covering Bernard and Lodi pliers which move up from 10 to 40 per cent., which are now effective and ruling prices to-day are quoted herewith:

Bernard Pliers—No. 100 x 4½, $7.20; 5½, $9.60; 6½, $12 dozen; No. 102 x 4½, $13.80; 5½, $17.40; 6½, $21 dozen.

Lodi Pliers—5% off list.

Paragon Ticket Punches—No. 250, $3.50 doz.; No. 260, $4.50 dozen.

The price on Hawkeye wrenches which has remained firm for some time past again moves upward. Former price being $5.75 dozen. while price now prevailing is $6.50 doz.

A slight revision in price has been found necessary on post mauls which show an increase of 25c per 100 lbs. over the previous price and to-day's quotation is $4.75 100 lbs.

WEEKLY PAINT DEPARTMENT

The Floors and Advertising Copy

Floors Properly Finished Easy to Keep Clean—Getting the Housewife's Attention—Ads Read Before Society News

THE floors in the home are a vital concern of every good housewife. Floors which are properly finished are very much more easily taken care of than those allowed to grow shabby. With the present shortage of domestic help, many women have been compelled to do their own housework and by pointing out to them the ease in looking after floors well finished, hardwaremen immediately enlist interest which can be turned into sales.

Reproduced herewith will be seen an ad. recently run in the local papers by Carter Bros. of Picton, Ont. In this ad. it will be seen that a single idea is played up—one range of products from the paint department emphasized — those lines which can be classed as floor finishes.

Apart from the single purpose of this ad., which strengthens its appeal, a decidedly interesting factor reveals itself in the evident activity which this firm maintains in its paint department at a time of the year when some merchants have delegated paints to an obscure point in the sales program of the store. There are so many merchants who encourage the sale of interior finishes at all seasons of the year, and particularly when outside painting is impossible, that it would appear that those who only consider paints in summer weather are not getting all they should from this department.

What are the points outlined in this single idea ad. which reach right to the housewife? Look at the heading in black face type "Well finished floors are easy to keep clean." Does that mean anything to the woman who has to take care of this work? This is really an unnecessary question but it offers a line of thought which can be brought out in preparing advertising copy that gets attention.

There has been a feeling created in some quarters that paint is a luxury, that it is only for the wealthy; prices have advanced so that it is beyond the reach of the average purse. But this is not the case and this ad. shows that the question of expense should not be a deterrent factor, when it says "when we say well finished we do not mean that you will have to go to a large expense." This covers those to whom expense is a consideration and does not have a restraining influence on those who have not this point to consider primarily.

Following, finishes adapted to old floors, hardwood floors or soft wood floors are enumerated along with the statement—"we sell every kind of floor finish"—and an invitation—"come and talk to us about your floors." Real, practical suggestions are offered and an evident desire to assist in the solution of the floor finish problem. This ad. brings out successfully the fact that anything wanted is available and makes the point that the selection of the finish best suited to a particular purpose will be made easy through discussion with the sales staff of the firm.



Well finished floors are easy to keep clean

When we say well finished we do not mean that you will have to go to a large expense.

Old floors can be well finished by the use of Sherwin-Williams Inside Floor Paint, which gives a hard, durable, glossy surface.

Hardwood floors can be well finished by the use of Sherwin-Williams Mar-not, a hard-drying, waterproof, Floor Varnish, made to be walked on. It does not scratch or mar easily.

An old, soft wood floor can be well finished, and made to resemble a modern hardwood floor by the use of Sherwin-Williams Floorlac. A varnish and stain combined, made to imitate all the popular hardwoods.

We sell every kind of Floor Finish. Come and talk to us about your floors.

CARTER BROS.

Keeping the paint department busy by advertising special interior finishes is a good plan at this season of the year. This ad. should create interest and the use of the cut brightens it up.

Here again it might be emphasized what an important thing it is to have a complete knowledge of the products you sell. When the statement is made that well finished floors are easy to keep clean, there must be back of it that certain knowledge which creates confidence in the salesman talking his line. The average individual buying paint wants suggestions—he knows the result which he is hoping to get but his method of explanation is oftentimes vague and that is where the salesman must fill the breach to see that the proper product is sold.

Well finished floors are a constant joy to the good housewife and an advertisement to that dealer who supplied the goods. The woman of to-day directs the expenditure of a mighty big percentage of the money which the man of the house earns. To them, then, every attention must be given and the results will soon show in sales if the service rendered is high grade.

It is well known that in the larger centers where a daily paper is issued the ads. are read by the women before the society news. It would seem that this is true in a large measure even in the smaller towns where only a weekly or semi-weekly is issued, if the advertising copy is fresh and newsy, carrying an appeal to the spending proclivities of the housewife. Advertising outside paint in the winter time is just wasting the appropriation, yet there are cases as glaring cropping up continually. No man in business should feel that he should help his home paper and run ads. that are out of season. That hurts the paper as much as it hurts the merchant and is one reason why many local papers are looked upon as jokes. The merchant who keeps changing his copy and has real newsy, up-to-the-minute ads. can demand and will get a better editorial page. This should exert an influence for good which the merchant will be one of the first to feel.



A Good Accessory

for early spring business

Automobile owners will find the use of Ramsay's Tire Paint an additional protection against the slush and ice of early spring and also it adds greatly to the appearance of the car.



If you have an Auto Accessory department order a stock of this quick selling line—you will be well pleased with the results.

If you do not make a specialty of Auto Accessories, display this line in a prominent place—many of your customers will buy it.

A. Ramsay & Son Co.

Makers of Pafnts and Varnishes since 1842

Toronto **MONTREAL** **Vancouver**

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Jan. 24.—There are some interesting changes in the paint markets this week. White lead in oil has been marked up fifty cents per 100 lbs. Linseed oil has advanced two cents and even at this some will not accept orders at a definite price. Its scarcity is very marked, paint men assert, and the crushers have been drawing on spot stocks of seed for some time, making the outlook for the immediate future indicate a somewhat bare market. Many of the jobbers will not quote a price on oil excepting for future delivery and then the proviso is made that delivery will depend upon seed deliveries to the crushers. In some quarters a revision upward in paint prices is anticipated. Varnishes are firm in tone.

Poor Seed Deliveries Send Linseed Oil Up

Montreal.

LINSEED OIL.—There is a decided tendency to higher levels, prices having been advanced two cents per gallon by some and in other instances jobbers will not quote at all, but will fill orders received to the best of their ability in accordance with the deliveries they can secure. Present stocks are reported as decidedly limited and one crusher states that "deliveries are so bad we cannot do anything." For those who wish to place business for delivery in the spring months, jobbers are prepared they say to accept orders "only on condition that the flax comes through."

Linseed Oil—	Raw, Imp. gal.	Boiled, Imp. gal.
1 to 4 barrels	$1 50	$1 52½
5 to 9 barrels	1 49	1 51½
10 to 25 barre's	1 48	1 50½

Turpentine Tendency Remains Very Firm

Montreal.

TURPENTINE.—The volume of business passing in this product is small and the prices have held without change. In the primary market a firm position characterizes the market and it was predicted as likely that higher prices would probably rule. This, it is explained, would result from a temporary closing of the southern markets. Few shipments are coming forward.

Turpentine—	Per Imp. gallon
5 bb's. and over	$0.69-$0.71
1 barrel lots	0.70- 0.73
Small quantities	- 0.83

Fifty Cents Added To Price White Lead In Oil

Montreal.

WHITE LEAD IN OIL.—It was clearly indicated in the last report appearing in HARDWARE AND METAL that the position of white lead in oil was an unsettled one with the tendency pointing to higher price levels. This upward tendency has become a reality and the quotations this week are fifty cents per 100 pounds higher on all grades. Thus standard lead is now quoted at $15 per 100 lbs. for 5 ton lots; $15.50 per 100 lbs. for ton lots, and for smaller quantities $15.85 per 100 lbs. Jobbers state that there may be an inclination to revise this price downward again in the near future, so long as present prices of the pig lead remain as they are.

Mixed Paint Very Firm; Some Varnishes Higher

Montreal

MIXED PAINT AND VARNISHES.—The mixed paint market is normal with jobbers here. Some state that they have received good business the past week, part of which is for present delivery. In view of all circumstances several of the large jobbers state there is every likelihood of an advance in the near future. This view is substantiated by the increasing difficulty of getting supplies of cans and the scarcity of various materials, with added transportation troubles factors. One firm, representing a large U.S. concern, has advanced its prices on varnishes and this averages from 5 to 10 per cent. Others state that the varnish tendency is firmed, but no changes are announced.

Paint Prices to Advance 25c Gallon

As HARDWARE AND METAL goes to press, it looks as though in all probability an advance of 25 cents per gallon will go into effect almost immediately on all liquid paint, including ready mixed inside and outside paint, floor, wall and porch floor paint. Practically all liquid paint, it is thought, will be affected with the exception of barn paint. It is understood that increased prices will go into effect immediately on sorting orders, but that manufacturers will make provision for dealers who have not yet booked spring orders, and will accept spring orders at the old price up to April 1. It is likely that dealers will be expected to place spring orders complete at one time, with all specifications, in order to get in at the old prices.

It is also probable that immediate steps will be taken to reduce number of sizes of tin containers in which prepared paints are now being sold. This is due to the acute shortage of tin plate and the fact that unless paint manufacturers take action of their own accord, the government will step in and compel the reduction in the number of sizes of paint packages. The situation re tin plate and containers has been thoroughly covered in HARDWARE AND METAL on several occasions of late.

Prices On Box And Pane Glass Are Marked Higher

Montreal.

GLASS AND PUTTY.—The feature of this week is another advance in the price of glass in boxes and on the pane lists also. The discount on box glass, single and double strength, has been reduced from 15 per cent. to 5 per cent., and that on the pane list has been reduced from 20 and 5 per cent. to 15 and 5 per cent. It is also stated the tendencies are to an upward revision of plate glass prices. Putty is holding unchanged at the quotations given below, and in this commodity but a limited business is being maintained.

TORONTO

TORONTO, Jan. 24.—Features of more than usual interest in the paint and oil markets during the week have been the advances in white lead in oil, higher prices for glass and considerably higher prices on arsenate of lead for spring booking. There is a firm situation in mixed paints due to the scarcity of tin for containers. Turpentine is in firm position and linseed oil showed an upward tendency in some quarters. Booking business on mixed paints continues to be quite promising. Prices on Paris green are expected to be announced in the near future. Travellers have been handicapped in making their rounds during the week through recent storm conditions.

Linseed Oil Maintains Firm Tone

Toronto

LINSEED OIL.—Although the range of prices has not been altered during the week, an advance of 2c per gallon was



Ideal Chair Seats, All Shapes.

Why not stock these lines, which will bring you good results.

Ironing Tables, Garden Seats, Sleighs, Folding Chairs, Kiddy Karrs, Toboggans, Lawn Swings, Iron Washers, Mail Boxes, Chair Seats, Snow Shovels, Games, Knife Sharpeners, Auto Tire Vulcanizers, Orange Peelers, Sifting Shovels, Croquet Sets, Hibernocycle, Tennis Rackets.

J. E. Beauchamp & Co., Montreal

Agents: Lynch & Manley, Toronto, Ont.; H. C. Brennan Co., Ottawa; Landry & Simard, Quebec.

"RETAIL ADVERTISING—COMPLETE"

By

Frank Farrington

Here's the book that you have been looking for to help you solve your advertising problems. No retailer should be without a copy.

It contains lively and instructive chapters on window dressing, sample advertisements, interior advertising, outdoor advertising, business making propositions, advertising special sales, newspaper advertising and many other ideas and suggestions that you can turn into money.

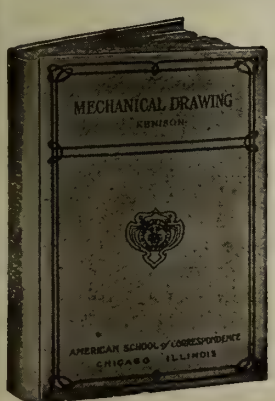
"Retail Advertising—Complete" contains much information and many ideas.

Start to-day to solve your advertising problems by sending $1.00 for your copy of this book.

MacLean Publishing Co., Ltd.

(*Technical Book Dept.*)

143-153 University Ave. - Toronto, Ont.



Mechanical Drawing

By Ervin Kenison, S.B.

Instructor in Mechanical Drawing, Massachusetts Institute of Technology

176 pp., 140 illus. Cloth binding. Gives a course of practical instruction in the art of Mechanical Drawing, based on methods that have stood the test of years of experience. Includes orthographic, isometric and oblique projections, shade lines, intersections and developments, lettering, etc., with abundant exercises and plates.

Price, $1.00

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Technical Book Dept.

143-153 University Ave., Toronto



TRANSPARENT INTERIOR VARNISH

One of the

DOUGALL QUALITY LINE

Efficiency and economy are the two salient features of this line.

A varnish that is as good as can be made—is used extensively by experts and can be used by amateurs with splendid results.

Easy to apply, and with wonderful covering powers, it is economical and gives a most beautiful finish.

Sell it once—you'll sell it again.

The Dougall Varnish Co., Limited

MONTREAL

recorded in one quarter. There is a strong situation in the market since the transportation difficulty is still paramount. Some small supplies of seed have been coming forward, but not in sufficient volume to take care of the needs of the trade at the present time. Booking has been free on the part of large users and with an abundant supply of flaxseed crushers would be busy. Flaxseed in the Winnipeg market showed a fluctuating tendency during the week, but the net result of the week's activities was an advance of 2c per bushel on Wednesday of this week, as compared with Wednesday of last week. Inspections of seed at Winnipeg reached the total of 93 cars during the week.

	Raw, Imp. Gal.	Boiled, Imp. Gal.
1 to 2 bbls.	$1.50-$1.55	$1.52½-$1.58
3 to 5 bbls.	1.50- 1.54	1.52½- 1.57
6 to 9 bbls.	1.49- 1.52	1.51½- 1.55

Less than barrel lots 10c per gallon higher than single barrel price.

Turpentine Interests May Get Together Soon

Toronto.

TURPENTINE.—Advices have been received from the Southern producing sections to the effect that a movement is on foot to consolidate the factorage interests and is assuming definite form. It is reported that three New Orleans houses and one Pensacola house may be involved in the consolidation which will have control from 100,000 to 125,000 casks of turpentine. If this takes place a factor may be injected into the market that will work out toward much firmer prices. During the week prices held at firm levels in the producing sections of the South, and in the local market prices were firmly maintained. Trade, however, is light at this season of the year.

	Imp. gal.
1 barrel	$0.70-$0.73
2 to 4 barrels	0.69- 0.72
5 gallon lots	0.77- 0.83

White Lead In Oil Advances 50c Hundred

Toronto.

WHITE LEAD IN OIL.—The market for white lead in oil has again advanced after having been held at a price lower by $1 per hundred for some two weeks. At the time the decline was made intimations were made that the price was likely to be advanced in the near future. Manufacturers made the lower price by way of inducing movement of stocks which had been accumulating. Response to this invitation not having been very keen, prices were advanced 50c per hundred during the week, making the selling basis now $15.70 per 100 pounds in ton lots and $16.05 in less than ton lots.

Window Glass Has Again Been Advanced

Toronto.

WINDOW GLASS.—Following the firm situation that has prevailed in the glass market during the past few weeks, which condition has been referred to in these columns, with the intimation that prices would in all likelihood advance, an advance has been recorded this week through the changing of the discount. Single and double diamond glass are now quoted at 40 per cent. off list, the previous discount being 40 and 10 per cent. Cut lights are quoted now at 25 per cent. off list. Plate glass and fancy glass hold unchanged. Local dealers are making sales of glass subject to having sizes in stock.

Arsenate Of Lead Shows Big Advance

Toronto.

ARSENATE OF LEAD.—Prices for spring booking have been announced on arsenate of lead in dry and paste form by the manufacturers during the week and show advances in the neighborhood of 65 per cent. over the opening prices of last season. Paste arsenate of lead in barrels of 600 pounds quoted last year at 14¾c per pound has an opening price of 24½c per pound this year. The increased price has been due in large measure to the higher cost of arsenic acid, which has been in great demand for the manufacture of munitions. Following are the new prices that are now prevailing:

	Dry, Pound	Paste, Pound
Barrels, 600 lbs.	....	0 24½
Half barrels, 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52½	0 32½

GLASS WILL BE SCARCE AND VERY HIGH IN PRICE.

Anent the glass situation at the present time, one of the leading Canadian dealers put the case to Hardware and Metal as follows during the week, in speaking of the advance which has been put into effect:

"With a view to conserving fuel and of helping relieve the freight congestion, the American manufacturers agreed with the Government to produce for 1918 only 50% of their capacity. When it is realized that it takes about seven cars of raw materials to make one car of finished product, this action on the part of the American glass manufacturers will be of considerable assistance, as it also withdraws them from the purchase of a like quantity of raw material, some of which is indispensable to the Government in the manufacture of munitions. Such is the case with soda ash, for instance, used largely in the manufacture of glass, but also in munitions to the extent that the U.S. Government has taken the product of the largest soda ash manufacturers in the U.S. Glass, therefore, is not only going to be high-priced, but scarce at any price."

Prices On Spraying Compounds Announced

Toronto.

SPRAYING COMPOUNDS.—Prices for spring booking have been announced on dry lime sulphur, dry tuber tonic, and arsenate of calcium, prices showing a substantial advance in some instances. Following are the quotations made:

Dry Lime Sulphur—Barrels, 11¾c lb.; 50s, 12¼c lb.; 25s, 14c lb.; 10s, 14¼c lb.; 5s, 14¾c lb.

Dry Tuber Tonic—50s, 51½c lb.; 25s, 52½c lb.; 10s, 53½c lb.; 5s, 15½c lb.; 1s, 55½c lb.

Arsenate of Calcium—100s, 30c lb.; 50s, 30½c lb.; 25s, 31c lb.; 10s, 31½c lb.; 5s, 32½c lb.; 1s, 34½c lb.

Terms, 1% 15 days; net 30 days.

Shellac Market Firm; Putty Prices Hold

Toronto.

SHELLAC, PUTTY, VARNISH.—There is a firm situation in varnish shellac at present and higher prices would not come as a surprise. Varnishes are also in strong market, some of the manufacturers having advanced their price on furniture varnish. Jobbers have not altered their price as yet. Putty prices were maintained during the week. There is an acute shortage of whiting and higher prices would not come as a surprise on this commodity.

CONVENTION PROGRAMME NOW COMPLETE

(Continued from page 35.)

strictly to retail members, those present will discuss matters more freely than on previous occasions when outsiders were in attendance.

Entertainment

Tuesday evening has been left open for entertainment, and program for this evening is now being arranged.

A number of other important matters, such as addresses of officers, reports, etc., are included in the complete program which is published elsewhere.

Announcements regarding railway rates, etc., will be published at a later date.

A number of firms have intimated their intention of having exhibits at the Royal Connaught during the exhibition as on previous occasions.

Starting on Time

Meetings are to be called on time and carried out according to schedule.

Convention dates are Tuesday, February 19, Wednesday, 20, Thursday, Feb. 21. Headquarters, Royal Connaught Hotel, Hamilton, Canada.

NEW GOODS DEPARTMENT

(Continued from page 56.)

stores, factories and offices, in addition to the home.

The Hot-Flo Faucet is constructed along durable lines, there being no frail parts to get out of order, and there is no bother of having to put in a new washer. It is nickel-plated, with porcelain lining. To operate, one turn of the faucet gives out cold water, the second turn gives out hot water, electrically heated.

Sell Separators— You Hardware Men!

The chances are that you are already handling dairy equipment of some kind or other. Complete that line by selling the Sharples Suction-feed Cream Separator.

You should handle the Sharples because it outstrips all competitors in every vital feature—in cream-saving, due to the wonderful Suction-feed, which skims clean at *all* speeds; in every-day convenience; in rugged durability. Sharples is different in principle, different in construction from any other machine on the market—and has more real convincing talking points.

The Sharples Separator field should not be neglected. You can earn as high as 45% return on your investment.

SHARPLES
SUCTION-FEED
CREAM SEPARATOR

Here are a few out of the many Canadian Hardware men who are enthusiastic sellers of Sharples Separators. Ask for testimonials from them:

St. Marys Hdwe. Co., St. Marys, Ont.
Humphrey Hdwe. Co., Wiarton, Ont.
Vantyl-Fairbanks, Petrolia, Ont.
O'Dell & Mitchell, London, Ont.
Hartman Bros., Midland, Ont.
B. O. Parker & Co., Strathroy, Ont.
Congdon & Marshall, Dunnville, Ont.
W. R. McKenzie & Co., Niagara-on-the-Lake, Ont.
Uriah Jones, Brooklin, Ont.

Sharples strong advertising and selling campaigns are creating big business for you hardware dealers. Sharples service to customers through an 100% efficient Service Dept. breeds good-will and satisfaction. Exclusive territory can probably be allotted you. Write to-day for detailed description of sales methods.



"He turns pretty slow but he gets all the cream."

The Sharples Separator Company

Toronto, Ont. Regina, Sask.

The Mitchell & McGregor Hardware Company
Brandon, Man.
Distributors for Manitoba



THE great demand for Berry Brothers' Varnishes, Enamels and Stains grows steadily greater as consumers realize their value from the double standpoint of beauty and economy.

The enduring quality of the finish produced with "Berry" products is a money saving feature that makes a special appeal to the buyer at this time when labor costs are so high.

Liquid Granite Floor Varnish, Luxeberry Enamels (white, ivory and three shades of gray), Luxeberry Wood Finish, Luxeberry Wall Finishes and Luxeberry Spar varnish are among the celebrated "Berry" brands that are easy to sell because of their national reputation for beauty, durability and economy.

Write for descriptive catalogue and interesting dealers proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
ESTABLISHED 1858
WALKERVILLE, ONT.

(644)

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; A.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London. Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 10% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W. and 5, and 5½, 100, in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½% to 60 and 5%. London, 60%.
Ford's Auger Bits. 35 to 27½%.
Gilmour Auger Bits. 55 to 60%.
Gilmour Car Bits. 37½%.
Gilmour Eye Augers, 37½%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits. 50 and 10%.
Irwin Auger Bits. 22½% off list in Catalogue No. 10. 1905.
London. 25%.

F.O.B. Toronto. Montreal London and Hamilton.

AXES

	Single Bit	Double Bit
Single Bits, doz.	$12 60	$16 00
Double Bit	19 50	21 00
Boys' Axes	10 50	12 00
Hunters' Axes	10 50	12 00
Bench—No. 2. doz.	10.75	11.25
No. 3, doz.	11.50	12.15
No. 4, doz.	12.50	13.05
Sager	$15 00	$20 00
Dominion Pride	14 50	19 50
St. Clair handled	15 50	....
Sager Boys	12 50	....
Kitchener Boys	12 00	....
Sager Hunters	11 50	....
Kitchener Hunters	11 00	....

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb. $1.40-$1.75
Cut Lace Leather, lb. 1.60- 1.95

F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb. $4 00
No. 2 x 50 lb. 5 00
No. 3 x 60 lb. 7 50
No. 4 x 100 lb. 10 00

F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, 5%.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 12-13c

F.O.B. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base $0 43
Rods, base ½ to 1 in. round. 38-40
Tubing, seamless base 45½-50
Tubing, iron pipe size, base ¾ in. and up to 3 in. 45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in. 47½-53

F.O.B. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz. $5 50
3 sections, 5 ft., doz. 7 00
3 sections, 6 ft., doz. 8 50

F.O.B. Stratford.

BOILERS (Range)

30-gal. extra heavy $14.50-$17
30-gal. Standard 13 00

F.O.B. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.

F.O.B. Stratford.

No. 1—18 in. x 24 in.	$ 7 35
No. 2—18 in. x 28 in.	8 10
No. 3—20 in. x 30 in.	8 85

Ironing Boards

Size 12 x 60 ins., doz.	$ 9 00
Size 13 x 66 in.	10 00
Folding, 14 x 58 ins., doz.	18 25
With sleeveboard attachment	22 00
Folding sleeveboards, per doz.	4 50

Boards, Stove

See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4.45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (glass)	....	5 50
Western King (enamel)	....	6 25
Wood, double faced	....	2 20

Subject to small discounts for quantities

F.O.B. Newmarket.

BUTTS

Wrought Steel:—

No. 840 5%
No. 800 2½%
No. 838 5%
No. 808 5%
No. 804 15%
Nos. 802, 842, 844 5%
Nos. 810 and 814 net list
No. 830 2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, $20.50; ¼, $15; 5-16, $12.50; ⅜, $10.75; 7-16, $10.50; ½, $10.35; 9-16, $10.35; ⅝, $10.20; ¾, $10; ⅞, $9.90; 1 inch, $9.75.

Fire Welded B.B.B. Chain — ¼, $18.50; 5-16, $16; ⅜, $12.90; 7-16, $12.70; ½ in., $12.50, ⅝, $12.30; ¾, $12.20; ⅞, $12; 1 inch, $11.90.

Electric Welded B.B.B. Chain—¼, $11.50; 5-16, $11; ⅜-¾ inch, $10.

F.O.B. Montreal.

Canadian coil chain, 40 and 10% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.55 in carlots; $3.15 bbl. in small lots.

F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 25% f.o.b. Toronto. Hamilton, Fergus, London, St. Marys.

Discount of 22½% f.o.b. Montreal, Ottawa, Kingston, St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—Montreal		Toronto
No. 0	$15 20	$15 20
1	18 80	18 80
2	23 95	24 00
3	30 35	30 35
Russwin—		
No. 0	$17 70	
No. 1	21 70	
No. 2	24 95	
No. 3	34 60	

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. length	5 25
18—6-strand, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER Montreal Toronto

Casting ingot, see weekly report.
Bars, ½ to 2 in. $42 50 $43 00
Plain sheets, base 16 oz. and heavier 46 00 44 00
Copper sheet, tinned, 14x60 in., 14 oz. 48 00 ....
Copper sheet, planished, base 16 oz. and heavier 57 00 45 00
Braziers' in. sheets, 6x4 base 45 00 44 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb. 63-65
No. 7, lb. 62-64
Nos. 8, 9, 10, 12 61-63½

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets. $11 75 $ 8 50

	Galvanized Apollo	Crown	Gorbals
18x24x52	.....	....	....
60	.....	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous— Per box

IC, 20x28 base $28 00
IX, 20x28 base (nominal) 32 00
IXX, 20x28 base (nominal) 36 00
IXXX, 20x28 base (nominal) 40 00

F.O.B. Toronto

Raven and Murex Grades—

IC, 20x28 base, 112 sheets $40 00
IX, 20x28 base, 112 sheets 39 00
IXX, 20x28 base, 56 sheets 20 00
IXXX, 20x28 base, 56 sheets 21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets 25 00

F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—
14x20 IC, base $17 00
20x28 IC, double box 34 00

F.O.B. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

Nominal

IC, 14x20 base $20 00
IX, 14x20 base 18 75
IXX, 14x20 base 19 50

F.O.B. Montreal.

CLOCKS

Big Ben $2.40-$2 65
Good Morning, each 1 15
Lookout 1 45-1 50

F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.
Wood Drills, 37½%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.60 doz.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

Brazing Spelter Solder





Fine Round Grain

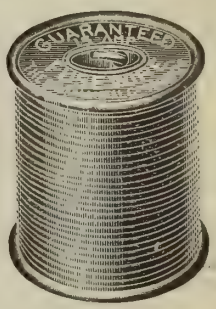
ALL
INGOT
METALS
THE
CANADA METAL CO.
LIMITED
TORONTO

WE MAKE
BABBITT METALS
THAT GIVE
Excellent Service
THE
CANADA METAL CO.
LIMITED
TORONTO



Medium Long Grain

We Manufacture
FUSE WIRE



MOORE'S
House Colors



3 Good Reasons for making Moore's House Colors the Leader in your Paint Department

Salability-Quality-Profit

SALABILITY

1 The new paint buyer accepts Moore's House Colors readily because he has heard of them before. He has learned through the experiences of his friends that Moore's is good paint for both amateur and professional painter. Anyone who has once used Moore's House Colors never changes to another brand. 1

Moore's House Colors sell because they enjoy a high reputation fully earned.

Benjamin Moore & Company
LIMITED
WEST TORONTO

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.O.B. Toronto, Montreal, London, and Hamilton.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick	1 90
Under 40 lbs.	2 00
Bi-Treadle, each	5 90

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$9.10-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12.50- 13.85
Hand sewn, no shank, 1 in.	16 20
Hand sewn, no shank, 1¼ in.	18 00

Halters (Sisal).

7-16 in. gross, $25; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All handles, neckyokes, whiffletrees and doubletrees, hay rakes and horse pokes, 40%.

Maple and ash pike poles, 35%.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 36
BT barn door track, round, per ft.	0 24
Discount from above, 45%.	
Atlas, No. 0	8 15-8 45
Atlas, No. 1	8 95-9 25
Atlas, No. 2	10 40-10 75
Stearns, 4 in.	7 40- 7 65
Stearns, 5 in.	10 25-10 65
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz.	10 25-10 65
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5-in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	7½
Extra hooks for above, ¾ in., per lb.	7¼

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 45	$4 00
No. 3, per doz.	4 00	4 50
No. 4, per doz.	4 60	5 10
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
Light iron	0-7	$6 25	$6 50
Long heel light iron	3-7	6 25	....
Medium iron	1-8	6 25	6 50
Heavy iron	6-8	6 25	....
Snow	1-6	6 50	6 75
New light "XL" steel	1-6	6 70	6 95
Featherweight "XL" steel	0-4	8 10	....
Special countersunk	0-4	8 60	....
Toe weight (front only)	1-4	9 10	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½", 100 ft.	$14.85-$15.75
Corrugated, ⅝", 100 ft.	17.80- 18.75
Corrugated, ¾", 100 ft.	20.45- 21.50
Corrugated, 1", 100 ft.	31.50- ....

Less 5% for full reels, 500 ft.,

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 75
Mrs. Potts, No. 50, nickel-plated, set	1 85
Mrs. Potts, handles, japanned, doz.	$1.15-$1.30
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons, each	3 75
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.	Per ft.
Shelf-lock	16c ft.
Ontario	21c ft.
Faultless	24c ft.
Mechanics	31c ft.
Hercules	28c ft.
Perfect	26c ft.
Faultless, extra heavy	29c ft.
Hercules, extra heavy	33c ft.
Mechanic, extra heavy	36c ft.
B.T. Standard	21c ft.
B.T. Economy	16c ft.
B.T. Iron Bound, 4-8 ft.	28c ft.
B.T. Iron Bound, 10-14 ft.	33c ft.
B.T. Iron Bound, 16 ft.	43c ft.
B.T. Iron Bound, 18 and 20 ft.	53c ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	19c ft.
34 to 44 ft.	21c ft.
46 to 60 ft.	31c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	15c ft.
18 ft. to 22 ft.	16c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

	Per doz.
Short Globe, doz.	$12 50
Jap'd Dash, doz.	15 00
Search Dash, doz. X-ray.	15.75-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.	18.25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen	
Cold blast, short	1 00	1 10
Cold blast	1 00	1 10

3 doz. cases, 90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby	4.00-4.20
Cold blast, common ruby	4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	7 50
B.T. Bonnie, style B	8 00
B.T. Ideal	11 00
B.T. Ideal Power	12 50
B.T. Ideal Water Motor	20 75
B.T. Cyclone	10 50
B.T. Vollmar, No. 2	10 00
B.T. Vollmar, No. 3	11 50
Forest City, engine-driven	37 50
Forest City, electric	80 00

Discount on B.T. goods, 27½%.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	1.75-2.00
Carpenters', No. 3	3.50

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
Sprustex No. 2, doz.	8 00
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 3	1 55
Cast head mops, doz.	2 00
Crescent, doz.	2 60
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1	inch $1	3 inch	10c
1½	inch $1	3¼ inch	10c
1¼	inch 65c	3½ inch	10c
1½	inch 40c	4 inch	5c
1¾	inch 40c	4½ inch	5c
2	inch 30c	5 inch base.	
2¼	inch 30c	5½ inch base.	
2½	inch 15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalized on above points. Windsor, Walkerville, Sandwich, f.o.b. factory points, carload freight allowed,, $5.47½.

Sault Ste. Marie, Port Arthur, Fort William, $5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.65 base; London, $5.60; Hamilton, $5.65. No equalization of freights.

Roofing Nails — American, large head, keg, $8.25. London, $7.70. F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand	Per box of 25 lbs.
No. 3		$19 50
No. 4		9 50
No. 4½		8 25
No. 5		4 50
No. 6		4 25
No. 7		4 00
No. 8		4 00



When a man buys a can of paint that gives him *efficient* and *economical* service he doesn't forget where he bought it. This is especially true in this period of high prices. Satisfaction of this kind will bring him back sooner or later for more.

Over half a century of high quality paint-making has gained the full confidence of the consumer for reliability of our lines. They bring a steady patronage.

Your customers are keeping a diligent eye to the practice of *economy*, yet they want reliable products. *Economy* and *reliability* go hand-in-hand in

JAMIESON'S
PURE PREPARED PAINTS

As the "Anchor" holds the ship from drifting, *Jamieson's Paints* hold customers to your store by sheer strength of their quality and durability.

The "Crown" is symbolic of worthiness—Jamieson's have proved their worth as the Sovereign paint for over fifty years. *Let this Brand dominate your paint department and hold your trade.*

Let us tell of the advantages of our proposition.

R. C. JAMIESON & COMPANY, LIMITED

Owning and Operating P. D. DODS & CO., LIMITED

VANCOUVER MONTREAL CALGARY

ESTABLISHED 1858



If interested, tear out this page and keep with letters to be answered.

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.
F.o.b. Montreal, Toronto, Hamilton. London

"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$19 00
4	1¾"	9 00
5	1 15 16"	3 75
6	2¼"	3 50
7	2 5–16"	3 25
8	2½"	3 25
9	2 11-16"	3 05
10	2⅞"	3 05
11	3 1-16"	3 25
12	3¼"	3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY
List prices per roll of 50 lineal yards. Adopted March, 1909.
2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch...	$1 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾-inch mesh and 20 ga. wire)

24 inch...	$10 50	36 inch...	$15 00
30 inch.....	12 75		

½-inch mesh and 22 ga. wire)

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.
Toronto, London, Canadian netting 15% off list.
Montreal, 15% off list.
American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)	$21 50
U.S. Navy (unspun)	20 75
Clipper (unspun)	21 50
U.S. Navy, Eng., unspun	20 00
U.S. Navy, Eng. (spun)	21 00
Plumbers (spun)	$8 50 $10 50

F.o.b. Montreal, Toronto

OIL	Montreal	Toronto
Royalite	0 18	0 17
Palacine	0 21	0 20
Gasoline, gal.	0 32½	0 31½
Castor oil, per lb.	0 55	0 50
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 18	0 15½
Cylinder Green, med.	0 55	0 56
Canital cylinder	0 50½	0 49½
Machine oil, regular grades	25½-42	29½-30
Standard gas engine oil	38¼	38¼-37½
Paraffine	0 21	0 21
XXX machine	0 24½	0 28
Fuel oil, bbls.	0 14	0 13
Fuel oil, tank cars	0 12½	0 11½

OLD MATERIALS
See weekly report.

PACKING	Per lb
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 70
Surprise Fibre	0 66
Tarred felt, per cwt.	3 25-3 35

Asbestos sheeting (per 100 lbs.) $12-$15
Carpet Felt, 16 oz., per 100 lbs. $4 50 $5 50
F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—
Clay—

5 to 6 lbs., doz.	$8 35	$ 9 90
6 to 7 lbs., doz.	8 90	9 65
7 to 8 lbs., doz.	9 45	10 30
8 lbs. only		10 55

Rock—

5 to 6 lbs., doz.	8 85	9 00
7 lbs., doz.	9 40	10 80
8 lbs., doz.	9 95	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT
Effective Jan. 7, 1918.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 6 00	$ 8 00
¼ in.	5 10	7 23
⅜ in.	5 10	7 23
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00
Standard Lapweld.		
2 in.	29 23	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	88 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.
Prices—Ontario, Quebec and Maritime Provinces.
While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2¼ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES
4" and under, 40-45%.
4½" and larger, 40%.
4" and under, running thread 25%.
Standard couplings, 4" and under, 35%.
4½" and larger, 15%.
Terms 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Discount 10%.
F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD
See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	35, 2½
8" soil pipe	35	30
Medium and extra heavy fittings, 6" and under	50	40, 2½

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	40%
Cistern Pumps	40%
Set Lengths	40%
Brass Lined Cylinders	40%
Brass Body Cylinders	40%

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS
Iron rivets, blacked and tinned, 15%; Iron Burrs, 15%.
Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.
F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	1 30
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	$5-$5.50
Roofing Pitch, 75 to 85c per cwt.	

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—¼c above basis: ⅜ dia., 1c above basis: ¼ and 5/16 dia. 1½c above basis: 3/16 dia., 2c above basis.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ½ in.	61¼-67
5-32 in.	60½-65½
3-16 in.	57 -62
¼ in. and up	56 -61

F.o.b. Toronto, Montreal, Brantford London, Hamilton.

SANDPAPER
B. & A. sandpaper, 15% to 20% on list.
B. & A. emery cloth, 5% to 20% on list.
B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES Champion—	Scale List	Stamping extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge.
F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS
Net list.

SCREWS
Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK
See Montreal and Toronto report

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
Premier Galvanized

	Per 100 lbs
10¾ oz.	$9 50
U.S. 28	9 20
U.S. 26	8 90
22 and 24	8 75
18 and 20	8 60
16	8 45

F.o.b. Hamilton and Toronto.
Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 8 35
16 gauge	12 05	8 45
18-20 gauge	10 30	8 60
22-24 gauge	10 45	8 75
26 gauge		8 90
28 gauge		9 20
10¾ ozs.	11 05	9 50

Add 20c for less than ton lots

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$ 8 70
18-20	12 55	12 55	8 85
22-24	12 25	12 25	9 05
26	12 25	12 25	9 25
28	13 00	13 00	9 65
10¾ oz.			10 00

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES	Per sq.
Standard galvanized	$10 25
Shipping weight, 90 lbs.	
Standard painted	8 00
Shipping weight, 80 lbs.	

Discount 7½%.
F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$8 75
Standard painted	7 00

Discount 7½%.
F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS
Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR
See Weekly Report.

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	5 00

F.o.b. Sarnia, London, Toronto Ottawa

Oil Burning Heaters.	List
No. 520 (120), each	$5.75
No. 525 (125), each	5 50
No. 530 (130), each	6 25
No. 630 (230), each	8 25

Discount 25% off list.
F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

SUN VARNISH STAIN

A combination of a high-grade varnish and stain that insures perfect results

Experience has Taught Your Customers that no Brand will do but CP Sun Varnish Stain

C.P. Sun Varnish Stain is a ready seller, and moves quickly from your shelves. It creates confidence in the consumer, which insures more sales for other C.P. lines which you have in stock. A piece of furniture when badly scratched or marred can be made to look like new. Old furniture, which under ordinary circumstances would be consigned to the garret, can be refinished and put to further use.

Have you taken advantage of the big offer made in our Sun Varnish Stain assortments? If you are not perfectly familiar with the contents of this assortment, and our sample distribution plan, write us or get in touch with our representative.

Be sure that you have read our booklet —"What, When and How to Paint."

The Canada Paint Company, Limited

Makers of the Famous Elephant Brand White Lead

572 William Street, Montreal
112 Sutherland Avenue, Winnipeg

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	.....	net list
Hollow Back No. 2 Shovels	30%	.....	5%
Hollow Back Sand Shovels and Coal Shovels	30%	.....	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	—Per Dozen—		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	17 80	.....	14.80
Coal Shovels, No. 3 Black	22.00	.....	14.50
Sand Shovels, No. 3, black	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black	19.00	18.00	17.00

For polished goods the following net extras apply:
Full polished .....$1.00 per dozen net
Half polished .....50c per dozen net
F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's
American Queen, nic'd trim, ball bearing .....Doz.	$39 00
Club, nic'd trim., "Cyco" bearing	82 00
Champion, nic'd trim.	30 00
Champion, Jap'd trim.	27 00
Elite, nic'd trim., B.B.	41 00
Grand Rapids, nic'd trim., B.B.	36 00
Grand Rapids, Jap'd trim., B.B.	32 00
Parlor Queen, nic'd trim., B.B.	42 00
Princess, nic'd trim., B.B.	37 00
Standard, nic'd trim.	32 00
Standard, Jap'd trim.	29 00
Universal, nic'd trim, "Cyco" bear.	34 00
Universal, Jap'd trim., "Cyco" bear.	30 00

F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim.	$1 00
Household, Jap'd trim.	67 00
Superba, nic'd trim.	96 00

F.o.b. Toronto, Hamilton, London.

TACKS

	Discount
Wire Tacks .....60 and 10%	
Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%	
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917—Net list.	
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount. Samson, 20% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10		

Discount 10%.

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME)

	Doz. with chain
Victor No. 1	$2 05
Jump, No. 1	2 65
Hawley & Norton, No. 1	3 15
Newhouse, No. 1	4 30

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder)

	Per lb.
500 ft.	$
550 ft.	
600 ft.	
650 ft.	

In 5-ton lots ½c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 52½-65½
4-ply wrapping, lb. .....56 -72½
F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz.	$16 50
No. 1, per doz.	14 25
No. 2, per doz.	12 00
No. 3, per doz.	10 50

F.o.b. Newmarket

VALVES

	%
Ground work	50
Compression work, standard	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	net
Radiator valves, standard	15
High grade	7½
Globe, angle and check valves, standard	10
Do., high grade	7½
Patent quick opening valves	35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 30%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 20%.
Railroad Cans, list, plus 10%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 60%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 75
Sectional, 1½ lb., per 100 lbs.	4 45	4 50	4 75
Solid, 3, to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS

Navvy, steel wheel, doz. 46.20-48.00
Garden steel wheel, doz. 57.60-63.00
Light garden, doz. 43.00-54.00
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Hay Wire in Coils

No. 13	6 80
No. 14	6 90
No. 15	7 05
No. 16	7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 50

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 66
No. 11	6 72
No. 12	6 80

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire.

	Toronto
Barb	$5.50-$6.20
No. 9 pl. galv.	4.70- 5.90
No. 12 pl. galv.	4.85- 6.00
No. 13 pl. galv.	4.50- 6.15
No. 9 coil sp.	5.00- 5.90
No. 12 coil sp.	6.20

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 50
Fence staples, galvanized. $6.25-6.50
In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.

Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus 10%
Brass wire, 3 to 24 gauge, add. 40%
25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls. $3 00
In 50-ft. rolls 3 05
Bronze, sq. ft. 0 14
F.o.b. Toronto, Hamilton, London

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	68 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$14 00	18 in.	$31 20
10 in.	15 60	24 in.	45 25
14 in.	21 85		

Coes—	Doz. net		Doz. net
6 in.	$13 00	15 in.	$31 20
8 in.	15 60	18 in.	41 60
10 in.	18 20	21 in.	50 70
12 in.	23 40		

Stillson—	Each	Dozen Net	
6 in.	$1 10	$12 00	$12 50
8 in.	1 25	13 50	14 00
10 in.	1 40	15 00	15 60
14 in.	1 95	21 00	21 85
18 in.	2 75	30 00	31 20
24 in.	3 95	43 50	45 25
36 in.	....	81 00	84 25
48 in.	....	....	124 80

ZINC

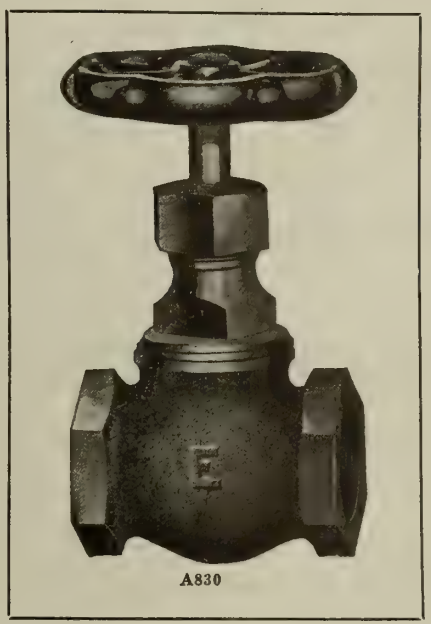
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EMPIRE MFG. CO., LIMITED

LONDON - - TORONTO

Brass Valves, Bibbs, Basin Cocks, Steam Stops, Plumbing material for country homes.

Water Closets,



A830

Bath Tubs, Wash Basins, Soil Pipe and Fittings, Iron Pipe, Iron Fittings.

Full Stock carried in London and Toronto.

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Meakins & Sons, Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London

BEESWAX Per lb.

Small quantities $0 45
Larger quantities 0 40
F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1.$1.50-$2.00
Banana oil, gal..... 3.50- 4.25
F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each.$1.35 $2.00
Weighted, 20 lbs., each.. 1.60- 2.25
Acme, 15 lbs., each..... 1 75
Acme, 20 lbs., each..... 2 00
Acme, 25 lbs., each..... 2 35
F.o.b. Toronto.

COATING

Cement Coating $3 00 $3 75
F.o.b. Montreal, Toronto.

COLORS (DRY) Per lb.

Raw Umber, 100-lb. kegs... 7-15c
Burnt Umber, 100 lbs..... 7-15c
Raw Sienna, 100-lb. kegs... 7-15c
Burnt Sienna, 100-lb. kegs... 7-15c
Imp. green, 100 lb. kegs.... 0 23
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k.. 0 12
Indian red, 100-lb. kegs.... 0 15
Indian red, No. 1, 100 lb. k.. 0 06
Venetian red, best bright... 0 04
Venetian red, No. 1 ..... 0 02½
Drop black, pure dry..... 0 15
Golden ochre, 100 lb. kegs.. 0 06½
White ochre, 100 lb. kegs.. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 2½-3¼
Spruce ochre, 100-lb. kegs.. 4c-6c
Canadian red oxide, bbls....2 -2¼
Super magnetic red..... 2¼-2½c
Vermilion 0 40
English vermilion 0 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure 0 15
Indian red 20-26
Chrome yellow, pure 45
Golden ochre, pure 22
French spruce ochre, pure.... 16-18
Chrome green, pure 18-26
French permanent green, pure 24
Signwriters' black, pure 25
Marine black, 5 lb. irons.... 0 17
Lampblack 0 24
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.

Duralite 6 50
Albagloss 5 50

GLUE Per lb.

Brantford All Round Glue—
Case No. 7—50-lb. pkgs. $28 00
Case No. 8—100 ½-lb. pkgs.. 31 00
Case No. 9—200 ¼-lb. pkgs.. 38 00
Discount.
French medal (prices withdrawn)
English common sheet 30-35
English prima 0 38
White pigsfoot 0 50
Cake bone, 112-lb. bags 0 35
Hide, 112-lb. bags 0 45
Gelatine, 112-lb. bags 45-60
Ground glues, 112-lb. bags, No. 1 30-32
Ground glue, No. 2, 112-lb. bags 23½-24
Do., No. 2, less than bags.. 25

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$10 75	$15 60
26 to 34	11 20	16 85
35 to 40	11 70	17 85
41 to 50	15 40	20 35
51 to 60	16 10	20 80
61 to 70	17 20	22 05
71 to 80	19 35	24 10
81 to 85	....	29 85
86 to 90	....	31 95
91 to 94	....	32 80
95 to 100	....	38 05
101 to 105	....	42 00
106 to 110	....	48 55

F.o.b. Montreal. Discount 5% on box glass.

Discount from pane list 15 and 5%

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount box glass, 40%.
Cut lights, 25%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price, 10% off list; country, 5%.
Toronto, Hamilton, London, 20%.
For shipments of glass outside of Toronto, Hamilton or London, 10% discount from the list. Freight charges paid to destination, provided the gross list value of the glass is $75 or over. Under $75 in value, 10% discount from the list, f.o.b. Toronto. These prices apply to glass under 90 inches in height. Over 90 inches, then special flat car rates apply.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.52 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure $15 50		$15 70
Crown Diamond ... 15 50		15 70
Crown Pure 15 50		15 70
Green Seal 15 50		15 70
Tiger Pure 15 50		15 70
Ramsay's Pure ... 15 50		15 70
Moore's Pure 15 50		15 70
O.P.W. Dec. Pure.. 15 50		15 70
Red Seal 15 50		15 70
Decorators' Pure .. 15 50		15 70
O.P.W. English ... 15 70		15 90
Elephant Genuine.. 16 10		16 20

B.B. Genuine Lead less than tons, $17.30 Toronto; $17.20 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.....$14 00	$14 50
Genuine, 100-pound kegs, per cwt..... 14 75	15 50
Less quantity 16 00	17 00

F.o.b. Montreal Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Paste
1-lb. tins	
2-lb. tins	
5-lb. tins	
10-lb. tins	
25-lb. casks	
50-lb. casks	
100-lb. casks	
300-lb. casks	
600-lb. casks	

F.o.b. Toronto. Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs. $7.20; white, 5-lb. packages, $6.60
F.o.b. Toronto.

LINSEED OIL

For prices see weekly report

PAINTS, PREPARED

Price per gallon

Elephant, white	3 45
Elephant, colors	3 0b
B.H. English, white	3 55
B.H. English, colors	3 30
Minerva, white	3 40
Minerva, colors	3 15
Crown Diamond, white	3 30
Crown Diamond, colors	3 05
B.H. Fresco-tone, white	3 05
B.H. Fresco-tone, colors	2 85
Moore's House Colors, white..	3 25
Moore's House Colors, colors.	3 15
Moore's Egyptian paint, all colors	2 50
Moore's Floor Paint	2 65
Moore's Sani-Flat	2 75
Jamieson's Crown Anchor....	3 05
C.P.C. Pure, white	3 55
C.P.C. Pure, colors	3 30
O.P.W. Can. Brand, white....	3 10
O.P.W. Can. Brand, colors...	2 90
O.P.W. Can. Brand, floor.....	2 45
O.P.W. Flat Wall, white.....	2 80
O.P.W. Flat Wall, colors.....	2 60
Ramsay's Pure, white	3 40
Ramsay's pure, colors	3 10
Martin-Senour, 100% white...	3 55
Martin-Senour, 100% colors..	3 30
Martin-Senour, Porch Paint..	3 30
Martin-Senour, Neutone, wht..	3 10
Martin-Senour Neutone, col..	2 85
Senour's Floor Paint	2 75
Sherwin-Williams, white	3 55
Sherwin-Williams, colors	3 30
Flat Tone, white	3 05
Flat Tone, colors	2 85
Lowe Bros. H.S., white.....	3 55
Lowe Bros. H.S., colors.....	3 30
Mellotone, white	3 10
Mellotone, colors	2 95
Sanitone, white	3 05
Maple Leaf, white	3 55
Maple Leaf, colors	3 30
Maple Leaf, floor	2 75
Maple Leaf, flat wall	2 85
Pearcy's Prepared, colors....	2 75
Pearcy's Prepared, white....	3 00

F.o.b. Montreal, Toronto.

PARIS GREEN

Prices withdrawn.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY

	Standard Montreal	Less than tons Toronto
Bulk, in casks $4 10		$4 30
Bulk, 100-lb. drums. 4 95		5.05-5.15
Bulk, 25 lb. drums.. 4 95		5 15
Bulk, 12½-lb. irons. 5 20		5 40
Bladder, in bbls.... 5 20		5 40

Ton lots standard are 20c per hundred pounds less.
Pure Putty, $1.75 cwt. advance.
London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $4-$4.50.
Pure Orange, gal., $3.75-$4.25.

Gum Shellac, TN, 70-74c lb.; finest orange, 83-86c; bone dry white, 80-83c.
F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans..... 3 00
B.H. Vanisher $2 75
Cumoff 3 00
O.P.W. Presto 2 65
Lingerwett 2 80-3 25
Solvo 3 00
F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING Gal.

Liquid Slating, B.B. $2 20

VARNISHES Per gal. cans

No. 1 Furniture, extra, barrels, $1.10 gal.; gal. tins..$ 1 37
B.H. Stovepipe Varnish, ½ pints, per dozen 1 40
Everlastic, gal. list..... 3 25
Depend-on, list 3 25
B.H. Maritime Spar, list.... 7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.
Elastilite 2 50
Granitine 2 40
Hydrox Spar 3 25
Sun Varnish 2 40
Sun Spar 4 15
Sun Waterproof Floor..... 2 75
Jasperite Interior and Exterior 2 40
Jasperite Pale Hard Oil..... 1 75
Jasperite Floor Finish 2 40
Jamieson's Copaline 2 75
M-S Marble-Ite Floor 2 99
M-S Wood-Var 2 99
M-S Durable Spar 4 16
M-S Finest Interior 3 51
Elastic Interior 2 40
Quick Action House 2 25
Mar-not 3 20
Rexspar 4 20
Scar-Not 3 08
Kyanize Spar 4 50
Kyanize Cabinet Rubbing.... 3 50
Kyanize Interior 3 50
Luxeberry light 3 00
Luxeberry granite 3 20
Luxeberry spar 4 50
Ramsay's Universal 2 40
F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls..... 0 13½
Opalite, 100 lb. kegs..... 0 14
1 gal. packages, per pkg... 0 75
½ gal. package, per pkg. 0 40
Coralite, 5-lb. pkgs., white 0 05½
Coralite, 5-lb. pkgs., colors 0 06
B.H. Frescota, 5 lbs. white, $6.50; colors 7 00
F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX.....$0 20
XX Quality 0 18
X quality 0 15
F.o.b. Toronto

WHITE WIPING

XXX Extra 0 21
X Grand 0 19¾
XLCR 0 18½
X Empire 0 17¼
X Press 0 16

WASTE, COLORED WIPING

Quality I 0 14
Quality 1A 0 12
Quality 1B 0 10
No. 5 ..... 0 15
No. 6 ..... 0 13
No. 7 ..... 0 12
Japanese 13½

WIPING WASTE, COLORED

Fancy 16½
Lion 15
Standard 13½
Popular 12
Keen .....
This line subject to trade discount for quantity.

WAX Per lb

C. & B Floor Wax.....$0 35
B.H. Wax 0 35
Ronuk Floor Wax lb. 0 38
Berry Bros. 0 34
Imperial Floor Wax..... 0 30
Anchor 0 33
O.P.W. Lion Brand 0 30
Old English 0 45-0 55
Johnsons 0 45-0 55
Jamieson's liquid wax, gal.. 2 75
Gold Medal 0 42
Ramsay's 0 30
S. & W. 0 40
F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls. $2.00
Gilders, bolted, in bbls..... 2.50
F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL Per gal.

In five gallons .....$1.80-$1.90
In barrels ..... - 1.70
$4 extra for barrels
F.o.b. Montreal, Toronto, London.

CARTER'S

Genuine Dry
Red Lead, Genuine
Powdered Litharge, Genuine Dry
White Lead, Genuine Orange Lead

Are better known than any other brand on the market. Your customers are looking for the best grade they can buy. Have you a good stock on hand?

Made from Canadian Pig Lead and Made in Canada

You cannot afford to lose a sale for this material, as it will mean the loss of a sale for some other article you have in stock. A demand for Carter's Genuine Dry Red Lead is what you may expect from your customers to protect their wooden and metal structural work.

Be ready for this demand.

The Carter White Lead Co. of Canada, Limited, 91 Delorimier Avenue, Montreal

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

MADE IN CANADA



It's a Pink anyway you take it, and it's the best Peavey made.

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $37; Regal Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $41; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$12 00	$14 50
Double Bit	14 50	16 50
Broad axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin 20%
Gilmour 60%

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.05 base; other sizes, $5.60 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 33 1-3%; over 6 in., 20 and 10%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOARDS—Wash

	Doz.
Improved Globe	$4 00
Diamond King, Glass	4 75
Western King, Enamel	4 75

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	35
3 x 3 in.	37
3½ x 3½ in.	38
4 x 4 in.	47
4½ x 4½ in.	68
5 x 5 in.	80

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; ¾, $7.25; Logging, 5-16, 11c; ¾, 10c; ½, 9¾c; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 55

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 62c lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe	Discount 45%
Nicholson Gen.	Discount 35%

FITTINGS

Malleable	Black	Galv.
Class B	$ 26	$ 36½
Class C	17	26
Bushings	25%	..
Unions	35%	..
Nipples 4" and under	45%	..

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. barrels, 30c lb.; 100-lb. barrels, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$10 50	$15 25
26 to 40	11 50	17 25
41 to 50	15 00	19 50
51 to 60	15 50	20 50
61 to 70	16 50	22 00

GLASS (Plate)

5% off list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $6.75; No. 2 and larger, $6.50; snowshoes, No. 0 to No. 1, $7; No. 2 and larger, $6.75; steel, No. 0 to 1, $7.20; No. 2 and larger, $6.95; featherweight, $8.35

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED

	Apollo and "Fleur de Lis" Premier
10¾ oz. or 28 Eng.	$11 20 $11 20
28 Am. or 26 Eng.	10 90 10 90
26 Am. or 26 spec.	10 60 10 60
24	10 45 10 45
22	10 45 10 45
18 and 20	10 30 10 30
16 Am.	10 20 10 20

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb., 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set $1 80
Mrs. Pott's No. 50, set 1 90

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $2 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 00
3	2 70
4	4 75
Barn Door	
5	2 70
8	2 90
9	4 10

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$4 75
New Century B	10 15
New Idea	11 35
Snowball	8 50

MATTOCKS

Pick, $10; cutter, $10.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 8	12 00
Self-Wringing	4 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$7 75	$8 25
Empress	10 00	10 60
Daisy	6 15	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING—POULTRY

Net Prices Per Roll

1 in. mesh x 24 in.		$5 95
	30 in.	7 20
	36 in.	8 50
2 in. mesh x 24 in.		2 90
	30 in.	3 40
	36 in.	4 05
	48 in.	5 25
	60 in.	6 55
	72 in.	7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots, all styles, 1c less than above

OILS

"Buffolite," 22½c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline 35½c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 35c; Family safety coal oil, 23½c; "Engoline" engine coil oil, 19½c; Summer black oil, 22½c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 46c; Prairie Harvester oil, 40c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $19; less quantities, 20c.

PICKS, Clay, 6-7, $9.60 per doz.

POLISH—

	Doz.
O-Cedar—	
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page.)



The West certainly appreciates Stephens' Paints

Stephens' Paints are compounded to do duty under Western Climatic Conditions. For over thirty years now they have given service that no other paint could give, and the West has shown appreciation in greatly increased sales.

A close study of the effect of the Western climate on painted surfaces has enabled us to evolve a paint that shows exceptional wearing qualities.

Wherever Stephens' Paint has been used in the West it has made instant and permanent friends. It goes on so smoothly, is so true to shade, and wears so wonderfully.

Give your trade the paint best suited to their needs—that's Stephens' Paint.

If there is no one selling Stephens' Paints in your locality, lose no time in applying for the agency. It will help your whole business.

G. F. Stephens & Co.

LIMITED

PAINT AND VARNISH MAKERS

Winnipeg and Calgary

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18x21 per box, half polish, $10.25; full polished, $11.75; 18x24, half polished, $10.25; full polished, $11.75; 20x28, half polished, $10.25; full polished, $11.75.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 30
1½-lb. tins	0 09

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope ¼ and over, 55c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell).

Net list.

SAWS, BUCK

Happy Medium, $9.00; Watch Spring, $9.40; Lance Tooth or Lightning Blades, $10.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 loop	11 50
Bush	13 00

SWEEPERS, Carpet—	Each
Bissell's Grand Rapids, jap'd.	$2 85
Bissell's Grand Rapids, nick.	3 20
Bissell's Vacuum	8 00

STEEL SHEETS, BLACK

10 gauge	$8 50
12 gauge	8 50
14 gauge	8 40
16 gauge	8 50
18-20 gauge	8 80
22-24 gauge	8 85
26 gauge	8 90
28 gauge	9 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr Pt., $12.40 per doz.; D.H. Rd. Pt. $12.40 per doz.; L.H. Sqr. Pt. $12.40; L.H. Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd Pt., $13.30; L.H., Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30. Black Cat and Crescent Scoops—No. 4, $15.80 doz.; No. 6, $16.80; No. 8, $17.80; No 0, $18.80; Moose & Jones Scoops No. 4, $16.90; No. 6, $17.80; No. 8, $18.70; No. 10, $19.60.

SOLDER. Per pound, 43 to 44c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95 ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $7.50; machine, $8.00 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.80 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $9.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

Net list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TRAPS, GAME—	Doz. Victor	H.& N.	Jump
No. 0	$1 80	....	....
No. 1	2 12	$3 25	$2 75
No. 1½	3 17	3 88	4 12
No. 2	4 44	6 65	6 05
No. 3	5 90	9 10	8 05

TUBS—	Wood	Fibre
No. 0	$18 30	$19 75
No. 1	15 65	16 95
No. 2	13 20	14 10
No. 3	11 45	12 00

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply	$0 60
Cotton, 4-ply	0 65

	Dozen
Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

VARNISHES

WARES, ETC.

Scotch Grey, 40, 12½% discount.

Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, 17½% discount.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.15; less than ton lots, $16.50.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Fort William, $5.10, Winnipeg, $5.50; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 00
8 in.	7 20
10 in.	8 40
12 in.	10 80
15 in.	14 40
Perfect Handle—	
6 in.	13 00
8 in.	15 60
10 in.	18 20
12 in.	23 40
15 in.	31 20
18 in.	41 60

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 13
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 60
36 in.	6 75
Trimo—	
10 in.	$1 45
14 in.	2 00
18 in.	2 90
24 in.	4 15

	Dozen	
Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Royal Canadian, $51.90 per doz., Eze, $56.10 per doz.; Bicycle, $69 per doz.; Ajax, $125.80 doz.

M.B. & I.W. LIMITED

Write to our WAREHOUSE DEPT. regarding your needs

BOILER TUBES

We have a large stock of BOILER TUBES of all sizes for immediate shipment.

Reinforcing Bars for Concrete

Shipment from Mill or Stock.

BAR IRON

Carried in all sizes and lengths for immediate shipment. Special prices on certain sizes.

STEEL SHEETS

A complete range from 10 gauge to 16 gauge, for immediate shipment.

SMALL ANGLES

From ¾" x ¾" x ⅛" to 2" x 2" x ¼" in all sizes, thicknesses and lengths.

STEEL PLATES

All sizes from 3/16" to 1" thick, in stock now.

Now is the time to protect yourself against the ever-increasing prices.

We carry on hand, ready for immediate delivery, a 5,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

SEND FOR MONTHLY STOCK LIST.

Manitoba Bridge & Iron Works,

WINNIPEG MANITOBA LIMITED



It Pays to buy

Westwo REG'D

Wagon Sets in Crates

The Dealer who orders Westwo Wagon Sets in crates secures to himself the extra advantage of having sets perfect in every detail —no bruised woods —no marred finish—just as good-looking as when they left the factory. It costs very little to be assured of this perfection, and having it to add weight to the Westwo absolute guarantee, makes selling easier and business more profitable. Get the Westwo folder which illustrates and describes Westwo Sets, Hitches and Eveners for Wagon, Implement and Plow.

D. Ackland & Son, Ltd.

Winnipeg—Calgary

GUARANTEE

All Westwo

Sets are guaranteed, and any defective part will be replaced free.

THE BUYERS' GUIDE

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Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg.
Hyslop Bros., Toronto.
Interstate Electric Novelty Co., Toronto.
Line, Hansen & Kimball Co., Moose Jaw, Sask.
McKinnon Chain Co., St. Catharines.
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Axes
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian Carbon Co., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Empire Mfg. Co., London, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bends, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Bibbs, Basin and Bath Cocks, Fuller
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brass Castings and Goods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets and Rods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd. Toronto.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boilers, Heating and Range
Empire Mfg. Co., London, Ont.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Bone Grinders
Toronto Lock Mfg. Co., Toronto.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Weston, Ont.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Builders' Hardware
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.
The Stanley Works, New Britain, Conn.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Specialties
Vol-Peek Mfg. Co., Montreal.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Faultless Caster Co., Evansville, Ind.
Landers, Frary & Clark, New Britain, Conn.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clothes Racks
Walter Woods & Co., Hamilton.

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Crowbars
B. J. Coghlin & Co., Montreal.

Conductor Pipe, Hooks, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., Toronto.
Scythes, Ltd., Toronto.

SANDERSON PEARCY
& COMPANY, LIMITED
TORONTO

Automobile Specialties:

Johnson's Freeze Proof
" Auto Wax
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" Liquid Wax
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All of these Specialties are in good demand amongst owners of automobiles. We have a large and well assorted stock of these and our regular lines. We can give you complete satisfaction in prompt shipments and at reasonable prices. Send us your order by mail, telegraph or telephone.

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Cultivators
J. E. Gilson Mfg. Co., Port Washington, Ill.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
John Chatillon & Sons, New York, N.Y.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Culverts, Corrugated Metal
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Cameron, Toronto.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg.
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures
Barton Netting Co., Windsor.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Toronto Lock Mfg. Co., Toronto.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Electro-plating
Toronto Lock Mfg. Co., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Expansion Tanks
Pease Foundry Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

Extinguishers, Fire
Booth-Coulter Co., Toronto.
Northern Electric Co., Montreal.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Ferrules, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.

Files
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Department Supplies
Booth-Coulter Co., Toronto.
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Garden Cultivators and Weeders
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Glass, Window, Plate, Ornamental
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue, Sheet and Ground
Brantford Glue Co., Brantford, Ont.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.
A. Ramsay, Son & Co., Montreal, Que.

Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Dom. Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Dom. Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Machinery & Supply Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Door and Track
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.

Ferrules, Brass, Iron, Lead
Empire Mfg. Co., London, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg.
Interstate Electric Novelty Co., Toronto.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flint Cloths
John Oakey & Sons, London, Eng.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire
Canada Metal Co., Ltd., Toronto.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.

"To help keep down your coal bill"

"Majestic" Sun Ray Heat fills every requirement.

THIS new "Majestic," No. 8, as illustrated, is a strong, compact heater (with heavy base), which can be carried from room to room and placed anywhere where instantaneous heat is desired.

Fitted with two heat units consuming 960 watts per hour.

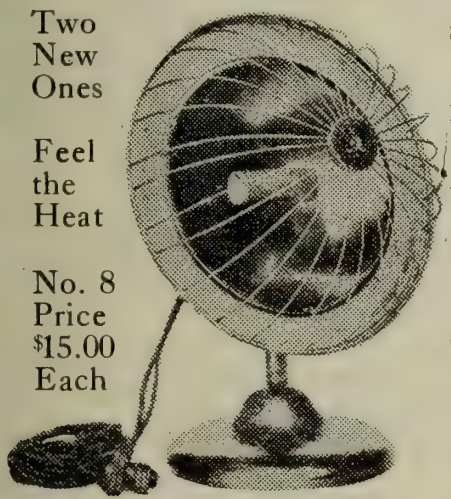
Strongly made and handsomely finished in oxidized copper with a parabolical reflector of polished copper.

An all-year-round heater, most convenient for removing the chill and dampness from any room.

Two New Ones

Feel the Heat

No. 8 Price $15.00 Each



Supplied with 8 ft. cord and attachment plug.

Height 18½ in. Net weight 7 lbs.

Diameter of reflector 13½ in.

Packed one in a substantial carton.

Size of carton ready for shipment 21 in. x 10 in. x 11 in.

Gross weight 9 lbs.

Our "Majestic" No. 7 heater is the same design as No. 8, but with one heat unit, 1½ in. smaller in diameter and 3 in. lower. Consumes 615 watts per hour. This heater makes you think of the good old summertime as you sit near it or come into the room where it is in operation. A strong volume of comforting Sun Ray Heat continually.

Price $10.00

Over 4,000 satisfied "Majestic" customers in Ontario alone.

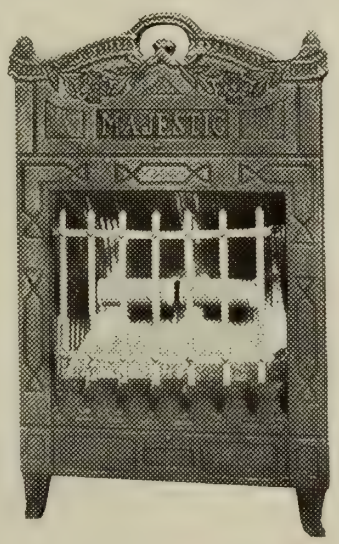
THIS handy Heater can be carried to any room in home or office. Radiates a surprising quantity of pure and healthful heat. Creates instant comfort. Economy, stability, and low cost of upkeep—our claim for our Gold Medal "Majestic" heaters.

Supplied with 8 ft. cord and attachment plug.

In same design as below we have "Majestic" No. 4, one heat unit, 615 watts; "Majestic" No. 6, three heat unit, each consuming 615 watts, with a three heat attachment switch, which enables the user to regulate the heat for moderate or real cold weather.

Patented United States, June 1, 1914.
Canada, June 1, 1915.

Majestic No. 5



Two heat units.

Consumes only 960 watts per hour.

A Wonderful Heater.

No. 4,	price	$12.00
No. 5,	"	16.50
No. 6,	"	25.00

Dimensions:

No. 4—19 in. x 11 in. x 7¾ in. Weight 8 lbs

No. 5—21½ in. x 13¾ in. x 9¾ in. Weight 11¼ lbs.

No. 6—25½ in. x 17 in. x 10 in. Weight 16¼ lbs.

We also carry a full supply of Electric Appliances, Toasters, Irons, Percolators, etc. Also Flash Lights and Batteries in stock for immediate shipment.

Write for prices and particulars of the new Nitro Electric Light Bulbs.

RICE LEWIS & SON, LIMITED

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THE BUYERS' GUIDE

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Hardware Specialties
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Canada Steel Goods Co., Hamilton.

Heaters
Beauchamp, J. E., Montreal.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ice Scrapers
James Bros. Co., Perth, Ont.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Boards
J. E. Beauchamp & Co., Montreal.

Iron, Corrugated
Metallic Roofing Co., Toronto and Winnipeg.
Canada Metal Co., Toronto.

Iron Sheets, Black and Galvanized
Dominion Sheet Metal Co., Ltd., Hamilton.

Iron and Steel Bars
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.

Jack Planes
National Machinery & Supply Co., Hamilton.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Kettles
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extension, etc.
Beatty Bros., Ltd., Fergus, Ont.

Lath, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Spielmann Agencies, Ltd., Montreal.

Lamps, Lanterns, Electric, Hand
Canadian Carbon Co., Toronto.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Spielmann Agencies, Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago, Ill.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.

Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.

Lace Leather
Wm. Taylor, Parry Sound, Ont.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Mantels and Grates
Barton Netting Co., Windsor.

Marine Brass Work
Empire Mfg. Co., London, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mendets
Collette Mfg. Co., Collingwood.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Monel Metal
International Nickle Co., New York.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oil Cups
Canadian Winkley Co., Windsor.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
R. E. Bloomer, Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.

Packings
Consumers Cordage Co., Montreal.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
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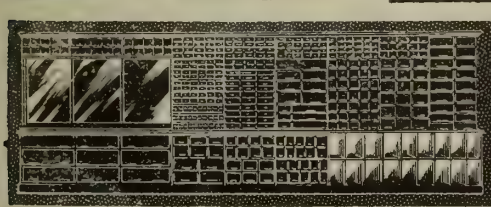


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Merrick-Anderson Co., Winnipeg.

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Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto

Pipe, Galvanized, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Tools
Empire Mfg. Co., London, Ont.

Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Poultry Netting
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pumps
Beatty Bros., Ltd., Fergus
Canada Foundries & Forgings, Brockville
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville

Radiators
Empire Mfg. Co., London, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto

Rakes
Ward & Payne, Sheffield, Eng.

Ranges, Coal and Wood
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Wrought Iron Range Co., Toronto

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.
Butterfield & Co., Inc., Rock Island, Que.
Wells Bros. Co. of Canada, Ltd., Galt

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Shades, Electric
Canadian General Electric Co., Toronto.

Sinks
Empire Mfg. Co., London, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Solder
Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Champion Spark Plug Co., Windsor, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Montreal
Northern Electric Co., Ltd., Toronto
Eclipse Mfg. Co., Indianapolis, Ind.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Stoves
Enterprise Foundry Co., Sackville, N.B.
Canada Foundries & Forgings, Brockville.
Clare Bros. & Co., Preston
Findlay Bros., Carleton Place
Gurney Foundry Co., Toronto
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

Sweat Pads
American Pad & Textile Co., Chatham

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Montreal.

Supply Pipes, Iron and Brass, Bath and Basin
Empire Mfg. Co., London, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Galvanized Steel
Empire Mfg. Co., London and Toronto
National Equipment Co., Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. of Canada, Galt

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wrought Iron Range Co., Toronto

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber Co., Toronto.
McGraw Tire & Rubber Co., East Palestine, O.

Tools
Buck Bros., Millbury, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Toys
Buck Bros., Millbury, Mass.
J. E. Beauchamp & Co., Montreal



Munns Wall Size

The safest foundation to use under paint, varnish, kalsomine and wall paper. It insures best results at the least cost. It is a non-brittle, elastic, durable foundation, which penetrates, commingles and becomes part of any surface that has suction. It is not a varnish or glue size and is not made from shellac. It will not oxidize, become brittle or saponify. Munns Wall Size *is a money saver because*—it does the work of more expensive materials and does it better.

Use Munns Wall Size

As a Primer or First Coat

For all surfaces before applying oil paint of any description.

For Kalsomine

By tinting the size it is only necessary to use one coat of size and one coat of kalsomine to get satisfactory results.

As a Stain Killer

For water stains, mineral stain, tar, creosote and stains of almost any and every description.

Munns Wall Size

is a combination of dry chemicals packed in one-pound packages, and each package will make 1½ gallons of size. Write for full details and demonstration of this wonderful labor and money-saving paint product.

As a Wood Stain or Filler

It makes an excellent wood filler and tinted to any desired shade with dry colors, will do the work of a wood stain. Only one coat of varnish required to give a high gloss over 2 coats of Munns Wall Size.

For Sizing Walls Prior to Hanging Wall Paper

It will stop suction, neutralize lime and the paper can not peel. High glossy walls are safe to hang wall paper after giving them a coat of size.

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Tools, Woodworkers'
National Machinery & Supply Co., Hamilton
Towel Bars
Kinsinger Bruce & Co., Niagara Falls, Ont.
Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont.
Troughs
Beatty Bros., Fergus, Ont.
Trammel Points
Stanley Rule & Level Co., New Britain, Conn.
Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.
Trucks, Warehouse
Canada Foundries & Forgings, Brockville
Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.
Truing Devices
Cleveland Stone Co., Cleveland, Ohio
Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Turning Tools
Buck Bros., Milbury, Mass.
Ward & Payne, Sheffield, Eng.
Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.
Tubing, Steel
Standard Tube & Fence Co., Woodstock
Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton
Valves, Standard, Globe, Angle and Check
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
United Brass Founders, Ltd., Manchester, Eng.
Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Empire Mfg. Co., London, Ont.
Jenkins Brass Co., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
United Brass Founders, Ltd., Manchester, Eng.
Varnishes
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston, Mass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton
Ventillators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Vises
Canada Foundries & Forgings, Brockville
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
Washers
C. Kloepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton
Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Dowswell, Lees & Co., Hamilton.
Northern Electric Co., Montreal
Waste, Cotton
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton
Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Water Supply Systems
Empire Mfg. Co., London, Ont.
Weather Stripping
Swan Mfg. Co., Winnipeg
Whitewash Outfits
Collins Mfg. Co., Toronto
Weeders, Garden (hand)
J. E. Gilson Mfg. Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Rice, Lewis & Sons, Ltd., Toronto
White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal
Windows, Kalameined
Metallic Roofing Co., Toronto and Winnipeg
Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton
Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal
Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton
Wire
Canadian Tube & Iron Co., Ltd., Montreal
British Aluminum Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound, Ont.
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London
Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton
Wrenches and Accessories
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starratt Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.
Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal
Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal
Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal
Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Dowswell, Lees & Co., Hamilton.
J. H. Connor & Sons, Ltd., Ottawa
Lewis Bros., Ltd., Montreal
Zinc, Bar
Canada Metal Co., Ltd., Toronto

COMFY WEATHER STRIP



Keeps Out Cold

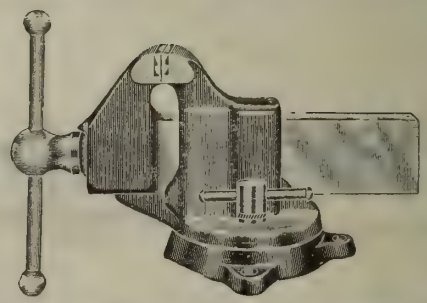
Saves Lots of Fuel

Comfy Weather Strip is proving its worth all through Canada. Keeps out drafts and aids in making houses warm and comfortable during the cold months. It's a genuine fuel-saver. Your customers need it as never before in these days of high fuel prices. **Good profits.**

Sweat Collars, Housings, Top Neck Pads, Saddle Blankets.

Burlington Windsor Blanket Co.
LIMITED
Toronto, Canada

ROCK ISLAND
VISES *A Type and Size for Every Service*



No. 241—Autovise

A Combination Pipe and Anvil Vise—particularly suitable for auto repair work. Write for catalogue and prices.

Factory and Office:

ROCK ISLAND MFG. CO.
ROCK ISLAND, ILL., U.S.A.

New York
113 Chambers St.

Chicago
180 North Market St.

If interested, tear out this page and keep with letters to be answered.

Cotton and Wool Waste
Washed Cotton Wipers



Prompt delivery from stock on all our grades of Cotton and Wool Waste or Wipers.

SAMPLES WITH PRICES ON REQUEST

We also manufacture

Tents, Flags, Tarpaulins, Bags, Oiled Clothing, Nautical Instruments.

We are Leading Jobbers of

Cotton, Jute or Flax Twines; Cordage, Cotton Duck, Marine Hardware, Oakum, Pitch, Caulking Cotton, Candlewick, Fishermen's Supplies.

SCYTHES & COMPANY, Limited

Toronto - - Montreal

If interested, tear out this page and keep with letters to be answered.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

HOUSE NUMBERS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

"Climax" Paper Balers

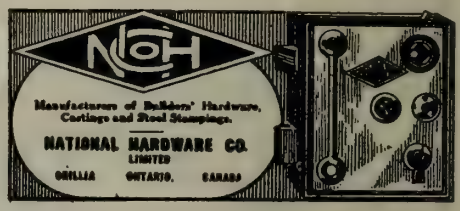
Turn Waste Paper Into Money

FREE—10 DAYS' TRIAL.



12 sizes.
Made of Steel.
Reduces your fire risk.
Salesmen and Dealers Wanted.

CLIMAX BALER CO.
HAMILTON, ONT.





BLUE LABEL LAMPS

ALWAYS SATISFY
Made by
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada



NORCROSS
Garden Cultivator-hoes

"Used the World over"
Send for Catalog
C. S. Norcross & Sons, Bushnell, Ill.



FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

Make Your Own Paper Money



Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a

Prescott FIRE PROOF PAPER Baler

Strongest, simplest, most efficient and easiest to operate—Full particulars from SPIELMANN AGENCIES RGD 45 St. Alexander St., Montreal.

WRITE TO-DAY

TRADE SAWYER MARK Registered

STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Poultry Leg Bands, Ear Tags and Buttons

FOR STOCK	*Retail Prices*
Challenge adjustable Leg Bands	15c per doz. 85c per 100
Single spiral colored bands	20c per doz. 90c per 100
Three spiral colored bands	25c per doz. $1.25 per 100

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

H. E. ROSS — THE RIDEAU SPECIALTY CO. MANUFACTURERS SMITHS FALLS ONT.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
115 WILLIAM ST. NEW YORK

STERLING

Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.



Strong, Serviceable Trucks of all Kinds

Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

John Watson Mfg. Co., Ltd.
Winnipeg



"VIOLA" Cabinet PHONOGRAPHS

Registered

Write for splendid agency proposition. Easy to sell. Big Profits.

Dominion Sewing Machine & Phonograph Company
300 Notre Dame Ave., Winnipeg, Man.

THE "WANT" AD.

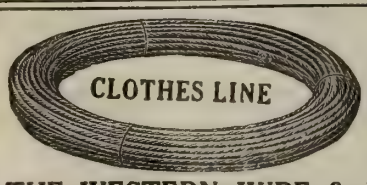
The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.



Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE

Smoothest and most pliable made.

Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT.

If interested, tear out this page and keep with letters to be answered.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.



ICE TOOLS

Every Farmer, Butcher and Dairyman cuts ice. We have a tool for every use. Write for particulars and prices.

We also have a full line of Snow Plows, etc. for municipal work.

ROBERT DONALDSON & SONS, Montreal

Improved Patent Flush Handle

CHESTERMAN'S

TRADE MARKS J C CONSTANTIA J C

MEASURING TAPES

Linen, Metallic and Steel

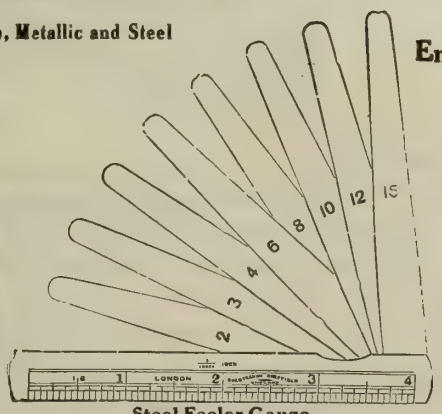
TRE BLE



For Prices, Catalogues, etc., apply to

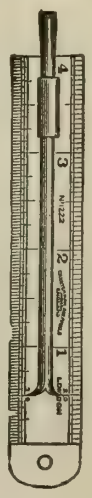
F. H. SCOTT, 404 Coristine Bldg., Montreal

Engineers' Small Tools



Steel Feeler Gauge

Steel Rules, Gauges, etc.



YOUR WANTS are many here below. Use the want ad. page and get rid of a few of them.

Spiers was licked!

WHEN Spiers, representing Cotton & Co., called on a certain Canadian retailer to solicit business, he was asked—"Why doesn't your firm advertise in DRY GOODS REVIEW, my business paper?" And Spiers replied, "My firm doesn't believe in trade newspaper advertising." Said the retailer—"Then I don't want to do business with your firm. Your firm may not believe in advertising, but I do, and I'm the man to be considered if you want my business."

The Retailer had a good deal to say to Spiers. Boiled down, it was:

"Your firm insults my intelligence. I pay $2 a year to have DRY GOODS REVIEW. It is the best newspaper, from a business point of view, that comes to me.

"I read the advertisements in it. They have a news value to me, and I am their debtor in many ways. Since war broke out, and goods have become scarce, I've sent mail-orders to a number of these firms. Travellers don't call on me as frequently as formerly. I suppose there are fewer of them, and I know its harder to get to me, since mine is a general store, off the main line. I want the advertisements of firms with goods to sell, and I want them published in DRY GOODS REVIEW. I don't want stuff sent me in an envelope through the mail.

"That's expensive for one thing; and it's a nuisance for another. I want a business firm's proposals to me in the newspaper I take home with me, and where I can always find it when I want to refer to it.

"When your firm says it doesn't believe in trade newspaper advertising, I have to regard it as a back-number firm in other ways. Probably it doesn't believe in adjusting complaints, or in giving me the sort of service I want and insist on having. I'm afraid of your firm, Spiers; and there are always other firms keener to do business with me than Cotton & Co. are. If you want to sell me, Spiers, link up with a house that gives me the information I want and in the way I want it."

Spiers is of that type of traveller who thinks that trade newspaper advertising is his competitor, not his assistant. He wants *all* the credit for orders secured. He thinks that he can command more money, in the way of salary, when his solicitations and successes are not contributed to in any way by trade newspaper advertising. He is somewhat like the manager who wants to do all the detail work himself, who is afraid to hire a good man for fear he will supersede him.

* * *

If this little story of Spiers and Cotton & Co. has any truth and point in it, it means that the following retailers' newspapers are worth considering as trade-influencers.

	Frequency.	Minimum Page Rate	Yearly cost Page every issue
DRY GOODS REVIEW	Monthly	$35	$ 420
MEN'S WEAR REVIEW	"	30	360
BOOKSELLER & STATIONER	"	25	300
SANITARY ENGINEER.....	Semi-monthly	16.70	400.80
CANADIAN GROCER	Weekly	24	1,248
HARDWARE & METAL.....	"	24	1,248

Breaking down the resistance of retail buyers by warm-hearted proposal-full communications addressed to them in page spaces in their business newspaper is cheap, when results are considered, at a yearly cost of $300-$1200. The amount to spend per annum depends (1) on the number and accessibility of your actual and potential customers; (2) on the number of your travellers; (3) on the frequency of their calls; (4) on the volume of your annual sales; and (5) on the nature and extent of your opposition (competitors).

If you will permit us to work out a definite proposal for submission on its merits framed in the light of the five factors noted above, please write us without fear that you compromise your fullest liberty of action and decision.

The MacLean Publishing Company, Limited

Toronto, Canada

Also at Montreal. Winnipeg New York Chicago Boston and London, Eng.

WL BABBITT METALS

YOU can successfully handle Babbit Metals if you always specify Owl Brand Made in the West.

OWL METAL COMPANY LTD.

WINNIPEG MAN.



NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

MYERS POWER PUMPS

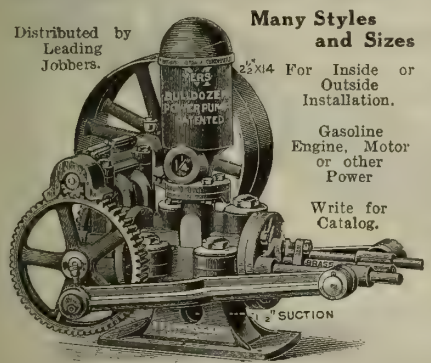
Distributed by Leading Jobbers.

Many Styles and Sizes

2½X14 For Inside or Outside Installation.

Gasoline Engine, Motor or other Power

Write for Catalog.



F. E. Myers & Bro., Ashland, Ohio



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

"WAKYTE"

To Successful Hardware Merchants all over Canada "WAKYTE" stands for

Prompt Service,
Better Quality, and
More value for the money.

You cannot start the New Year better than by putting in your stock NOW. In order to give you immediate service at all times, a complete stock of "WAKYTE" goods is carried at the following points:

Winnipeg, Man.
Calgary, Alta.
Edmonton, Alta.
Saskatoon, Sask.
Fort William, Ont.
London, Ont.

During the next three months there is an exceptionally big demand for "WAKYTE" Closets, and if your jobber cannot supply you, we will ship direct. PLACE YOUR ORDER NOW



Wakyte Mfg. Co., Limited
259-261 Stanley St.
Winnipeg, Man.

WAKYTE
ODORLESS SANITARY CHEMICAL CLOSETS

VOL-PEEK WILL STOP THE LEAK



and make the kettle good as new

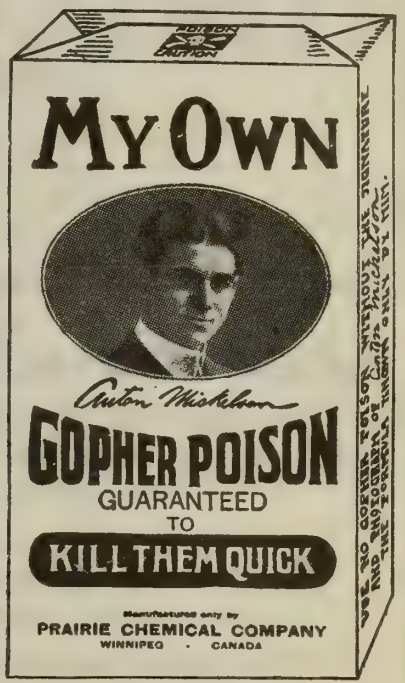
And this without the aid of any tools whatever. VOL-PEEK and two minutes of the housewife's time will make the leaky kitchen utensil watertight as the day it was made.

Vol-Peek is a stiff putty, easily applied with the fingers. Put up in attractive display stands. Sells on sight. Order from your wholesaler or from

H. NAGLE & CO.
Box 2024 MONTREAL

15 cents

Were You Deceived?



This is the REAL Mickelson product, made under his care, the result of thirteen years' gopher poison experience.

BIG PROFIT—"My Own Gopher Poison." Sold over the counter or to municipalities. Will make you hundreds of dollars. Get after the municipalities now for their order.

Price to municipalities:—

$1.50 size.....$1.16 per pk.
1.00 size..... .77 per pk.
.75 size..... .58 per pk.

Write for big discount, and send your order to any branch of the

J. H. Ashdown Hardware Co.

or direct to us

Prairie Chemical Co., Can., Ltd.
302 Keewayden Bldg., Winnipeg

MILBRADT LADDERS

increase your sales facilities without adding to your wage account. They enable you you to serve customers in a minimum of time, no matter from what part of your stock they buy. Made to order to suit your shelving.

Write to J. H. Ashdown Hardware Co., Winnipeg; Marshall Wells Co., Limited, Winnipeg; or to the makers



John Calander Mfg. Co.
155 E. 12th Street,
St. Paul, Minn.

If interested, tear out this page and keep with letters to be answered.

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

Acme Waste Mfg. Co.

Cotton and Wool Waste Manufacturers

482 Wellington Street West, Toronto, Ont.
5 Queen Street, Montreal, Que.

Western Representatives:

P. A. C. McINTYRE & CO.
206 Scott Block, Winnipeg, Man.

Write to any one of these places when in need of waste.

Tire Chains

to fit any size tire. Best material, good workmanship, right prices. Get quotations.

Entrust us with your orders for Bar Iron, Bar Steel, Band Steel, Angles; Carriage, Machine and Stove Bolts, Nuts, Rivets and Washers; Bolt Ends; Turn Buckles; Auto Curtain Fasteners, Handles and Locks; Enamels, Varnishes and Japans.



C. KLOEPFER
LIMITED
44-50 Wellington Street East
TORONTO
and GUELPH, Ont.

Arctic Metal

QUALITY

should be the first consideration when purchasing Babbitt Metal. Order Arctic Metal and satisfaction is assured.

"We guarantee what we make"

Tallman Brass & Metal Co.
HAMILTON, ONT.

Pig Tin, Pig Lead, Ingot Copper, Ingot Brass

SCRAP IRON, STEEL AND METAL

FRANK BROTHERS
83 Cannon St. E., HAMILTON, ONT.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

LACE LEATHER

in

Sides, Backs and Cut;
Raw-Hide and Tanned

W. TAYLOR
TANNER
PARRY SOUND, ONT.

If interested, tear out this page and keep with letters to be answered.

BRANTFORD

The Superior All Round

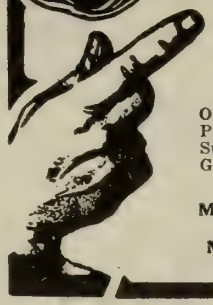
GLUE

You'll find that Glue sold in packages meets with much favor with the consumer—that's "Brantford" Glue. Very economical. Put up in ¼, ½ and 1 lb. packages. Buy from your jobber.

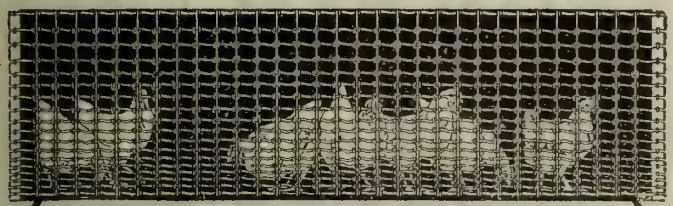
CANADA GLUE CO., Limited - - Brantford, Ontario.

GERMANTOWN

LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA
Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.
THE L. MARTIN CO.
Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.
Messrs P. A. C McIntyre & Co., Winnipeg, Agents for Western Canada



Mr. Dealer: Sell This Fence

Establish a trade that will stay with you and at the same time will show a substantial growth. Compare this strong, rustless, unyielding fence alongside flimsy netting, and every poultry raiser will flock to your store. Note the close spaces at bottom that turns the small chicks and keeps out intruders.



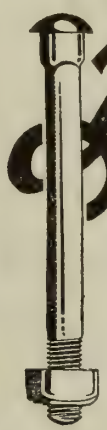
PEERLESS FENCE — THE ALL AROUND

SEND FOR LITERATURE

Get our catalogue of fencing for all purposes. Every foot of it guaranteed. Write today for agency in open territory. Our fence in every instance backs up our advertising.

The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg Man. Hamilton, Ont.

Bolts



We have a large stock of Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers, from which we can fill all orders immediately.
Prompt Shipments. Reasonable Prices.

London Bolt & Hinge Works
LONDON, CANADA

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

Agencies WANTED FOR ENGLAND

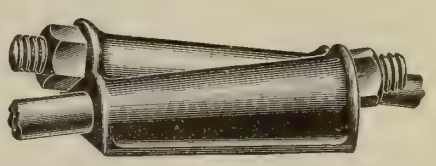
THE BRITISH ISLES OR THE WHOLE OF EUROPE



CRAVENS' PATENT LIMITED
CORPORATION STREET, MANCHESTER
ENGLAND

MALLEABLE IRON LUGS

SILOS
TANKS
PIPE LINES
KILNS, etc.



Variety of patterns for round and flat bands all sizes.

Silo Wrenches Washers

Otterville Mfg. Co., Limited
Otterville, Ontario

The Publisher's Page

TORONTO JANUARY 26, 1918

What Our Readers Say

The unsolicited testimonials below are extracts from letters received in the days' mail. No further comments are necessary. Names will be supplied on request.

Letter from company with three stores renewing subscription for copy for each store:

"Enclosed find cheque for $9 in payment for three subscriptions to HARDWARE AND METAL. *You have made such great improvements in* HARDWARE AND METAL *during the past few years that we cannot see how any up-to-date hardware store can get along without it."*

The following is from a traveller:

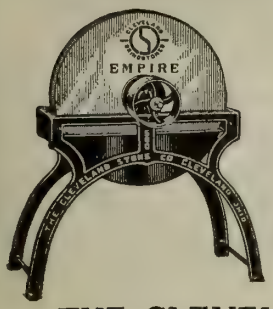
"I am in receipt of your statement re subscription to HARDWARE AND METAL. *While the rate is in excess of former years I can not persuade my mind to dispense with* HARDWARE AND METAL *as I have been a regular reader of its editions for nigh on 30 years, and have always found in each issue some week-end stimulant and aid that was helpful to one in trying to become a success."*

The following from a hardware merchant in a town of only 600 population and who is rated $10,000 to $20,000 first grade of credit:

"Enclosed find money order for $3 to cover my subscription to HARDWARE AND METAL *as per notice herewith. I have a letter from you saying I allowed your draft to be returned. This is not correct as I did not have draft presented to me. If I had I would have paid it. I have taken your paper continuously since first published, not because you are nice fellows, but for the reason that I would not be without it. I want it. Wishing you continued prosperity."*

Cleveland Grindstones

It's in the Grit



Sandstone of commerce is made from sand, which is pressed together in Nature's wonderful laboratory.

There are about 20 different grades—from coarse to fine. "Cleveland Grindstones" are carefully selected by experts of years' experience.

Ask your jobber for "Clevelands." Write for folder, "Selection and Care of a Grindstone."

THE CLEVELAND STONE CO.
Leader News Bldg. Cleveland, O.

Mr. Manufacturer, We Get Results in the West



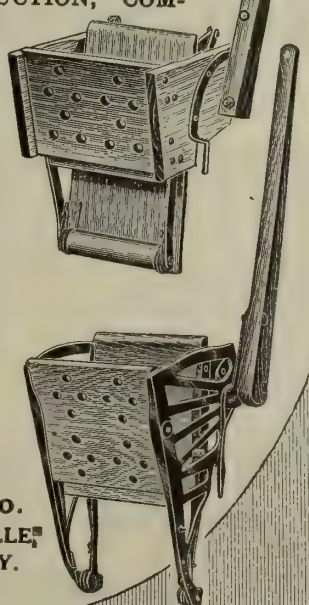
This organization includes a bunch of live salesmen who are calling regularly on both the wholesale and retail trade throughout Western Canada. We are getting good business for our clients because we know our field thoroughly and cover it often. If yours is a good line we certainly can get business for you. Get in touch with us.

Geo. W. Griffiths & Co., Ltd.
Winnipeg

"White"

MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.



Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.

White Mop Wringer Co.
FULTONVILLE, N.Y.

B&SH Established 1790 — METALS · CHEMICALS · GLASS

Tinplates

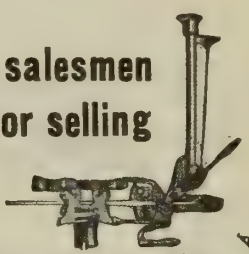
What are Jobbers and Manufacturers going to do for Tinplates this year? We would like to post you as to the present and future outlook, on request.

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.
Canadian Sales Agents: United States Steel Products Company
Exporters for American Sheet & Tin Plate Company



Give your salesmen more time for selling

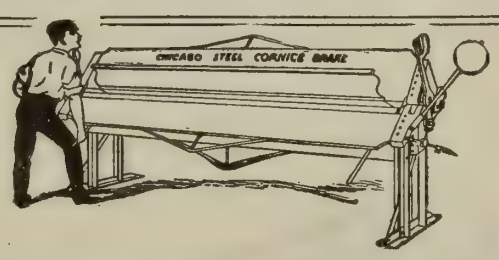


Making change takes time that might be used to better advantage in selling more goods. And, too, it takes the salesman's mind from his real business. We have a Cash Carrier to suit every place and there is no better investment for a merchant than the purchase of a system to suit his place. Salesmen's time would then be occupied to the best advantage.

Level, Grade and Perpendicular Wire Cash Carriers, Parcel Carriers, Cable Carriers and Pneumatic Tubes.

Write for our four-page leaflet, which tells how to obtain a double check on sales, and how you can give your clerks more time and greater opportunity to display their full selling ability.

GIPE-HAZARD STORE SERVICE CO., LTD.
113 Sumach St., Toronto, Can.



CHICAGO STEEL BENDING BRAKES

MADE-IN-CANADA

Are the most economical, most accurate and have the most simple working arrangements of any brake made.

WRITE FOR CATALOG AND FULL PARTICULARS.

The Steel Bending Brake Works Ltd., Chatham, Ont.

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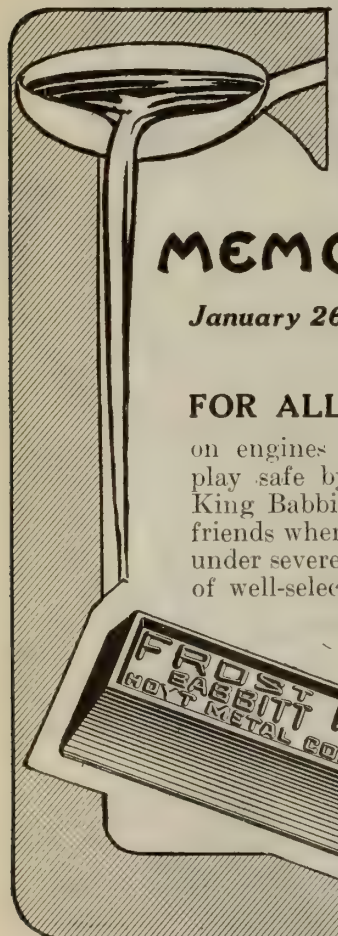
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HOYT METALS

MEMO

January 26th

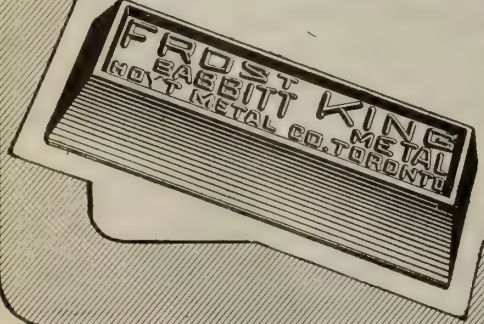
for your Babbitt Metal file

FOR ALL ROUND WORK

on engines and machinery of all kinds play safe by recommending Hoyt Frost King Babbitt. "Frost King" has made friends wherever used because it stands up under severe usage. It is carefully alloyed of well-selected metals which combine to give that friction-resisting hardness which makes "Frost King" so efficient and durable.

You can with complete assurance sell "Frost King" to your most crotchety customer.

Ask us about prices and about other Hoyt Metals.



HOYT METAL CO., Toronto

NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.

Wanted

SIUTATIONS VACANT

WANTED—FIRST-CLASS HARDWARE Salesman, to start work February 1st. Must furnish first-class references, and be exempt from Military Service. Good salary paid to right man. Apply, Box 184, Rosetown, Sask.

WANTED — THOROUGHLY COMPETENT foreman for tinshop in Maritime Provinces. Man with some knowledge of cornice work preferred. No boozer need apply. Apply A. B. C., care of Hardware and Metal, Toronto.

WANTED—A TRAVELLING SALESMAN FOR Western Ontario, to sell washing machines, clothes wringers, etc. Must have connection with the trade and a good salesman. Box 725, Hardware and Metal.

WANTED — MANAGER FOR COUNTRY hardware store, in Saskatchewan. Must be experienced hardware man. An opportunity will be given to the right man to invest some money in the business if he so desires. State age, experience salary required and references. Moose Mountain Co., Limited, 906 Electric Railway Chambers, Winnipeg, Man.

FOR SALE

FOR SALE, AT A LIBERAL DISCOUNT—2 National cash registers, cost $210.00 cash; 1 Taylor safe, cost $150.00; 1 oval glass counter show case, cost $30.00; 1 set of tinners' tools, cost $250.00. J. H. Millard, Melfort, Sask.

FOR SALE—A NUMBER OF MACHINES for use in tinshop. These are second-hand but in good repair; will be sold cheap. T. I. Thomson, Limited, Owen Sound, Ont.

HARDWARE BUSINESS FOR SALE—IN A Northern Ontario town of 8,000 population. Stock of shelf and heavy hardware, in excellent condition. Stock can be reduced to about $15,000.00. Will sell or lease premises. Owner has been in business over twenty-five years and wants to retire. Box 730, Hardware and Metal, Toronto, Ont.

FOR SALE—BUILDING AND HARDWARE stock in good live Saskatchewan village. Stock on hand about $6,000. Living rooms above. Good opportunity and terms for right man. Box 726, Hardware and Metal.

MISCELLANEOUS

OWING TO THE GOVERNMENT RESTRICtions on the sale of revolvers, we find ourselves overstocked with Iver Johnson make. These we are offering at a saving of from 50 to 75 per cent. on the present laid down cost, while they last. All prices f.o.b. Vancouver. This is our list, with prices:—26-38 cal., 3¼ nickel automatic hammer, $4.75 each; 12 each, 32 and 38 cal., 3¼, nickel hammerless revolvers, $5.30 each; 20 U.S. automatic revolvers, hammer, blue, 32 cal., $3.25 each; 14 U.S. automatic revolvers, hammerless, nickel, 38 cal., $3.25 each; 25 U.S. automatic revolvers, hammerless, nickel, each 32 and 38 cal., $4.00 each; 21 U.S. automatic revolvers, hammerless, blue, 32 cal., $4.40 each. Tisdalls, Limited, Wholesale Sporting Goods. Fire Arms and Ammunition, Vancouver, B.C.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

MISCELLANEOUS

STOVE REPAIRS FOR GARLANDS, PEN Esthers, Sunlights, Silver Kings, Souvenirs, Laurels, Welcomes and all kinds of ranges. Write for list and prices. Grundy Bros., Strathroy.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor Costs only $70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of HARDWARE AND METAL. You will receive inquiries from the livest clerks in the Canadian hardware trade, because reading HARDWARE AND METAL is a test of the clerk's interest in his business.

MACLEAN'S MAGAZINE for FEBRUARY

John Bayne Maclean Robert W. Service
Agnes C. Laut George Bernard Shaw
Archie P. McKishnie Alan Sullivan, *et al.*

RAISING THE CANADIAN ARMY

The leading article in the February issue of MACLEAN'S MAGAZINE will give the inside story of the formation of the "First Thirty Thousand" and of the part Sir Sam Hughes played in it. It will bristle with stories never told before.

SOLVING OUR IMPERIAL PROBLEM

The second article by **George Bernard Shaw** will appear. It is headed, "The Folly of Ulster," but it lays down the basis on which the British Empire must be constituted after the war.

BEHIND THE CANADIAN LINES

A second article by a Canadian artist serving in France, **H. W. Cooper,** giving some unusual experiences and profusely illustrated with pen-and-ink drawings by the author.

FINDING THE MEN FOR WAR

An article dealing with the labor problem by **Agnes C. Laut.** It shows how acute the crisis in man power has become in Canada and the United States and suggests the remedy.

WHEN WILL THE GOVERNMENT START?

An editorial article on the need for immediate action on the part of the Government to increase food production in Canada during 1918—a strong indictment of government laxness

ROBERT W. SERVICE

Another stirring war poem in the new series by this master of martial verse, Canada's most famous poet.

SAFETY IN SUBSTITUTES

An article by **Ethel M. Chapman** on methods of food conservation during the winter months.

THE BALLAD OF THE FORTY SILENT MEN

A story of the battle of Cambrai in verse form by **Alfred Gordon,** a young Canadian poet of remarkable promise.

FICTION

THE WINNING OF YOLANDE

A delightful love story, the third and last of a series by **Ethel Watts Mumford.**

IN THE SHADOW OF OLD CREATION

A strong story of adventure by **Archie P. McKishnie.**

THE PAWNS COUNT

Another long instalment of the secret service serial by **E. Phillips Oppenheim.**

THE MAGIC MAKERS

Second instalment of the strong Canadian serial story by **Alan Sullivan.**

CAPTAIN CARLOTTA

A story of submarine chasing and of a mysterious invention by **W. Victor Cook.**

ALL THE USUAL DEPARTMENTS

The Business Outlook.
The Investment Situation
Books
Women and their Work
Review of Reviews.

THE BEST NUMBER YET.

At All News-Stands 20c.

The Logical Distributor

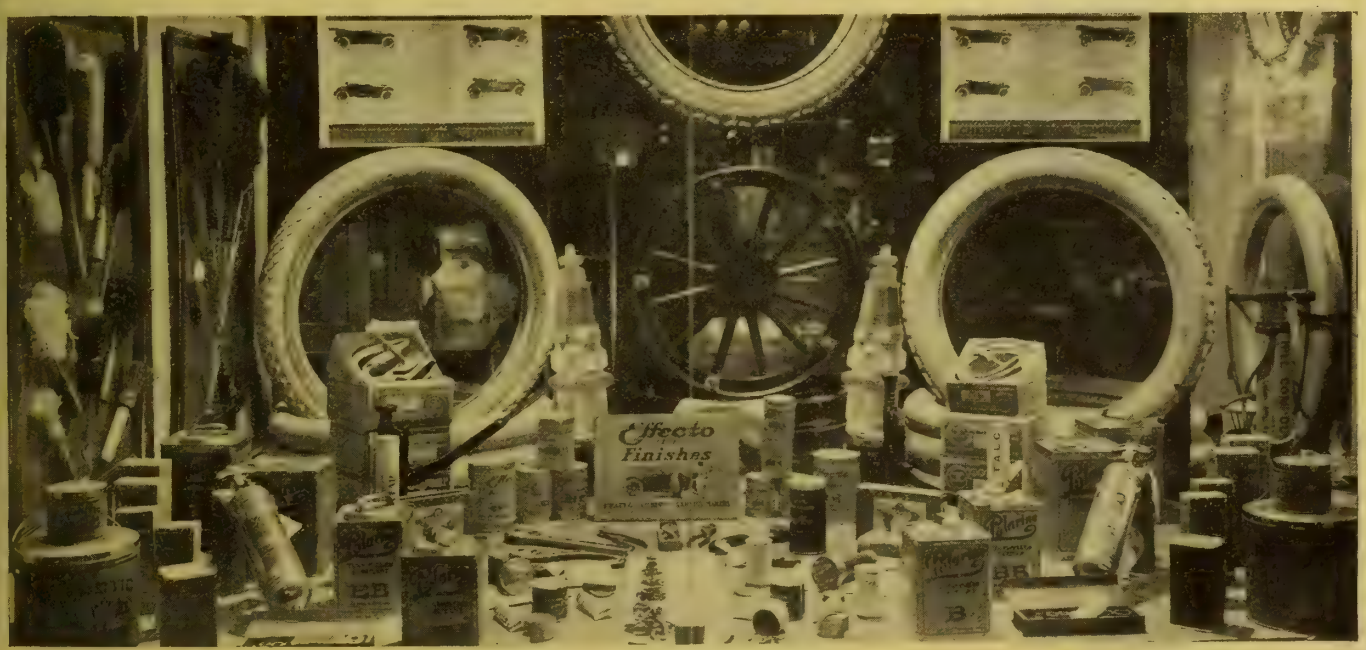
ONE of the reasons why retail hardware firms have been making such a success of selling motor accessories is that the hardware merchant possesses facilities for displaying the goods.

The hardware merchants' show windows are a centre of interest to motorists, mechanics and the general public. The hardware merchant not only uses the show windows, but also makes use of interior displays, including silent salesmen, wall cases, special display tables and racks, etc.

The retail hardware trade of Canada also makes extensive use of local newspapers for advertising purposes.

An indication of how the hardware merchant is interested in advertising is shown in HARDWARE AND METAL'S electro service. Within a comparatively short time Canadian retail hardware firms have purchased 25,000 hardware electros through the electro service department of HARDWARE AND METAL.

The Canadian retail hardware merchant is the logical distributor of motor accessories, and has the display facilities, staff and knowledge of local conditions to make a success of selling any line on which he is sold.



Display of motor accessories in one of the display windows of Aikenhead Hardware Co., Toronto.

GOODELL-PRATT

1500 GOOD TOOLS



HIGH SPEED

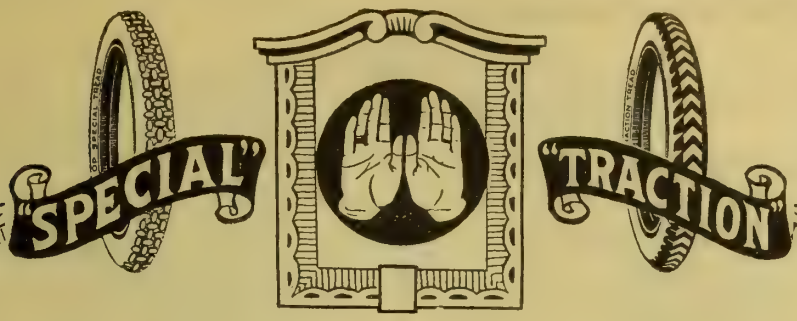
For drilling large numbers of small holes very rapidly this new High Speed Hand Drill will be found superior to any other type of hand-power drilling device made. It has a chuck speed of seven revolutions to one of the crank, which is twice the usual Hand Drill speed.

The machine-cut, carefully-fitted Gears, running in grease, are inclosed in an aluminum housing. The large End Handle enables the tool to be used as either a Hand or Breast Drill. The long Crank with a large Crank Handle insures good power. Ball bearings make the Spindle run easily. The Chuck holds Round Shank Drills from 0 to ¼-inch in diameter. The whole tool is 15½ inches long and weighs 2¼ pounds. Aluminum parts are polished, and those of steel are polished and nickel-plated.

Goodell-Pratt Company

Greenfield, *Toolsmiths* Mass, U.S.A.

If interested, tear out this page and keep with letters to be answered.



DUNLOP AUTO TIRES

With so many low-priced so-called anti-skids obtainable, would that great host of motorists pay more for

"Dunlop Traction Tread"

if they could get its merits elsewhere?

Also, would that other large list of car owners buy

"SPECIAL"

if tires which somewhat resemble it in appearance resembled it in efficiency?

Dunlop Auto Tubes

Every Dunlop Tube is seamless—therefore, perfectly air-tight. The method of making them is automatic—cannot go wrong. Elasticity stays with Dunlop—so do countless motorists.

Dunlop Tire Accessories

Like Dunlop Tires and Tubes Dunlop Accessories are thoroughly dependable.

Besides being practical and readily adaptable, the range is wide to cover every need at prices no higher than what Auto owners have to pay for other kinds.

Ally yourself with the Dunlop Line

Dunlop Tire & Rubber Goods Co., Limited

HEAD OFFICES AND FACTORIES: TORONTO

Branches: Victoria, Vancouver, Edmonton, Calgary, Saskatoon, Regina, Winnipeg, London, Hamilton, Toronto, Ottawa, Montreal, St. John, Halifax.

Makers of High-Grade Tires for Automobiles, Motor Trucks, Bicycles, Motorcycles and Carriages; and High-Grade Rubber Belting, Packing Fire Hose and General Hose, Dredge Sleeves, Military Equipment, Mats, Tiling, Heels and Soles, Cements, Horse Shoe Pads and General Rubber Specialties.

If interested, tear out this page and keep with letters to be answered.

Poor Connections Cause Three Quarters *of* Battery Troubles

It's not difficult to make a proper connection, but because of its simplicity carelessness often creeps in with the result that trouble occurs—and too often the battery is blamed.

* * *

A few things to remember in making a battery connection are: Remove insulation from wire and scrape wire until it is bright. Wind wires around post, **twisting from left to right,** and tighten screws, being careful to have no shreds of insulation in the connection.

* * *

It is absolutely essential that a tight connection be made to do justice to any battery.

* * *

Keep your sample of "Master" Batteries in your auto accessory show case. Show the "Master" in your auto accessory counter and window displays.

Canadian Carbon Co., Limited

Manufacturers of "Master" Batteries and Flashlights

96 King St. W. **Toronto**



THE "MASTER"



FIRE PROOF

BOWSER ESTABLISHED 1885

PAINT OIL

STORAGE SYSTEMS

Are you satisfied with your present method of storing and handling paint oils? Is it safe? If not, you can make it so, by installing the Bowser Paint Oil Storage System.

Bowser Systems not only remove the danger of fire, but place the handling of paint oils on a clean, profitable and systematic basis.

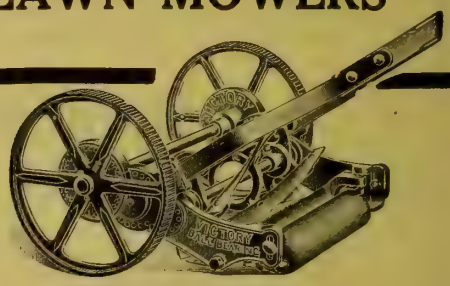
Write for interesting literature. No obligation.

S. F. Bowser & Co., Inc., Toronto, Ont.

SALES OFFICES IN ALL CENTRES.
REPRESENTATIVES EVERYWHERE.

TOWNSEND'S

LAWN MOWERS



BUILT LIKE A WATCH

TOWNSEND MOWERS are superior in every feature of design and construction. In strength, durability and high character of work they do, they have no rivals.

No Noise but the Swish of the Blades

All **Blades** are of crucible steel, oil tempered. **Ball Bearings** originally adapted to lawn mowers by Mr. Townsend, insure easy, quiet operation. **Triple Compound Gears** permit of maximum strength with minimum weight. They are entirely enclosed and prevent dirt or grass clogging the pinions. Handsomely finished in colors and gold.

We manufacture a full line of mowers for use on Golf Courses. Send for complete illustrated catalogue and trade terms.

S. P. TOWNSEND & CO.

ORANGE **NEW JERSEY**

If interested, tear out this page and keep with letters to be answered.



James R. Cravath, one of America's four greatest authorities on illumination. Inventor of the Osgood Lens.

Biggest Lens Seller in 1917 Success Assured for 1918

In its first year on the market, 1917, the Osgood Lens was the biggest lens seller in the United States.

And these represent actual sales to actual car owners—not mere "shelf" sales.

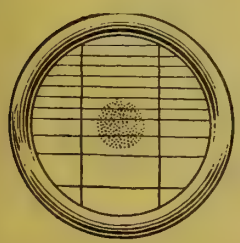
This great success is due to the fact that the Osgood Lens embodies a scientific principle of road lighting by which all glare is abolished, 74% more light thrown on the road, beam thrown one-third mile.

Similar success awaits it in 1918, because in addition to producing a better road light, the Osgood Lens meets the exacting requirements of headlight laws.

If you are not already handling the Osgood Lens, write to-day for interesting sales data.

Sold by all high-grade dealers of auto accessories

Osgood Lens & Supply Co., 2007 S. Michigan Ave., Dept. 441, Chicago, Ill.



THE NEW

OSGOOD LENS

CRAVATH LONG DISTANCE TYPE

If interested, tear out this page and keep with letters to be answered.

Keep Shotguns Busy

How many shotguns are there in your city? Suppose we say a hundred. Now if 50 were used at the trapshooting club each week, 1,250 shells and targets would be sold.



It is the idle gun that keeps your stock of shells on the shelf. The Du Pont Company

By Boosting the Trapshooting Game

creates a steady demand for loaded shells, targets, trap equipment, sporting goods and many other articles. By vigorous and continuous advertising; employment of salesmen thoroughly familiar with the trapshooting game and its promotion; conducting a shooting school at Atlantic City; introducing novel and instructive features in local, state and national events, and being the leaders in every beneficial project to popularize trapshooting, we are carrying on a vigorous campaign to "put across" the patriotic sport of trapshooting.

Where There's a Gun Club

we want to put more "pep" into its membership—get more guns working. If there is no club organized—write us. Let's get busy—mark X before "Trapshooting" and "Gun Clubs," and mail the coupon to-day to Advertising Division.

E. I. du Pont de Nemours & Co.

Wilmington Delaware

NOTE: When in Atlantic City, visit Du Pont Products Store, Boardwalk and Penn Avenue.

THE DU PONT AMERICAN INDUSTRIES ARE:

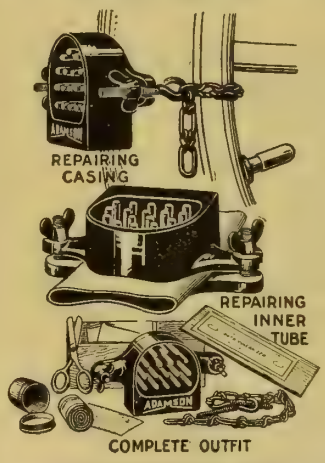
E. I. du Pont de Nemours & Co., Wilmington, Del., Explosives.
Du Pont Chemical Works, New York, Pyroxylin and Coal Tar Chemicals.
Du Pont Fabrikoid Co., Wilmington, Del., Leather Substitutes.
The Arlington Works, 725 Broadway, New York, Ivory Py-ra-lin and Cleanable Collars.
Harrison Works, Philadelphia, Pa., Paints, Pigments, Acids and Chemicals.
Du Pont Dye Works, Wilmington, Del., Dyes and Dye Bases.

Mail this Coupon

Marking X before subject of interest and send address to Adv. Div., Du Pont Co., Wilmington, Delaware.

Trapshooting	Flowkote Enamel
Gun Clubs	Auto Enamel
Trapshooting Leagues	Rayntite Top Mat'l.
	Craftsman Fabrikoid
Game Bird Bklt.	Fairfield Cloth
Sporting Powders	Anesthesia Ether
Pyroxylin Solutions	Leather Solutions
	Metal Lacquers
Antoxide Iron Paint	Refined Fusel Oil
	Commercial Acids
Py-ra-lin Sheeting	Alums
Py-ra-lin Goods	Saltpetre
Challenge Collars	Wood Pulp
Harrisons Paints	Tar Distillates
Vitrolac Varnish	Dyes and Bases

Hardware & Metal—1-26-'18



COMPLETE OUTFIT

For all casings and tubes.
Model "U" $3.50

ADAMSON

5-Minute Vulcanizer. Model E



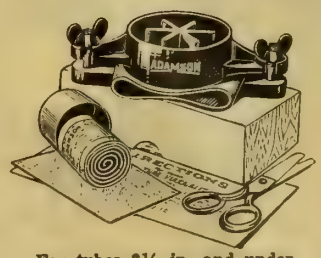
Meets the demand for a light and handy outfit for the quick repair of tube punctures.

Uses common gasoline—the most convenient and dependable fuel. Will vulcanize your tubes *anywhere* in five minutes.

Designed on the same proven principles that have made ADAMSON Vulcanizers the most practical and largest selling line in the world.

Sells complete with a box of a dozen "Adamson" 5-minute Repair Gum Patches, for $1.50. Extra box of 12 patches only 25c each.

DEALERS: This outfit will be a tremendous seller—Order now from your Jobber.

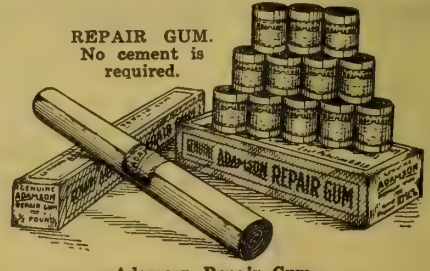


For tubes 3½ in. and under.

Sold by all Jobbers

ADAMSON MANUFACTURING COMPANY

Hamilton, Canada



Adamson Repair Gum.

If interested, tear out this page and keep with letters to be answered.

Mr. Hardwareman,







North Star Multiple will last twice as long and give your customer less trouble. No connections to work loose, less liable to short-circuit. Especially adapted for Ignition and Lighting service.

Selected cells put up in an attractive blue moisture proof case. Every cell is insulated from the case and from the other cells. Heavy copper ribbon soldered to the terminals is used for connecting the cells, which are surrounded by a waterproof insulating compound. Just connect two wires to the binding posts and the battery is then ready to operate. A convenient handle is provided for carrying.

Made in several sizes to give various voltages and capacities.

Make sure your jobber understands it's "North Star" Multiples you want.

The Western Battery for the Western Need.

CANADA DRY CELLS, LIMITED

WINNIPEG

Every Motorist will want this



The Bear Primer is the one successful, sure-fire, never-fail self-measuring Primer. Works by gravity, no complicated parts, no guess work, no flooding.

Everyone in your town or locality who owns a car, tractor, or gasoline engine will want a Bear Primer to ensure instant starting on the first turn. Its price makes sales easy.

We want an agent in your locality as well as distributors for Canada. Write for full particulars of our proposition.

The Bear Mfg. Company

ROCK ISLAND, ILL., U.S.A.

Ladies are good customers for

Automobile SKATES

THEY appreciate the lightness, graceful design and beautiful finish of Ladies' Auto, Automobile 'C' and the other Automobile Models.

They are good boosters for the stores that sell what they like.

Canada Cycle & Motor Co., Ltd.

Makers of Good Bicycles and Automobile Skates

Montreal Toronto WESTON Winnipeg Vancouver



If interested, tear out this page and keep with letters to be answered.

ANNOUNCING THE

H & R Self-Loading (Automatic) Pistol

Caliber .32 (7.65 M/M)



A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

LEADING HARDWARE AND SPORTING GOODS JOBBERS CAN SUPPLY.

HARRINGTON & RICHARDSON ARMS COMPANY

715 PARK AVENUE, WORCESTER, MASS., U.S.A.

Stockdale Lectures for You!

These lectures throb with vitality, solving many problems which confront all lines of business.

Under the following captions one of America's foremost Retail Merchandising Experts gave in a clear, lucid style the why and wherefores of the success and failures in retail stores:

"Many Businesses Wrecked by Details"
"How to Make Figure Facts Earn Profits"
"How to Measure the Value of Turnover"
"How to Get the Information the Customer Wants"

We had these four lectures printed in pamphlet form for distribution among the trade after they had appeared in this paper.

Send for your copy TO-DAY. The supply is limited. No charge for copies.

The MacLean Publishing Co., Limited

153 UNIVERSITY AVENUE, TORONTO

If interested, tear out this page and keep with letters to be answered.

MENDETS
A PATENT PATCH

Mend Anything

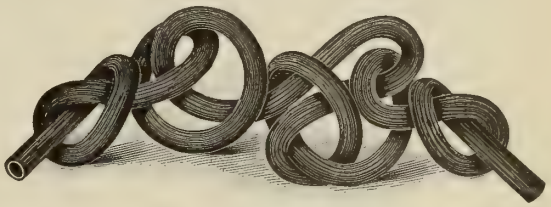
Impress upon your customers the fact that "Mendets" are effective almost anywhere there is a leak — in graniteware, tin, copper, brass and sheet iron— in hot water bags, tires — in fact all cooking utensils and rubber goods. There is work for "Mendets in every house - - and they'll do it effectively, quickly and cheaply. Put "Mendets" where they can be seen — they'll sell readily enough.

Wholesale Hardware Merchants Who Sell MENDETS:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co. Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal, Que.; A. Chown & Co., Kingston; The Gray-Harvey Co., Limited, Ottawa, Ont.; H. S. Howland, Sons & Co., Limited; Mills Hardware Co., Limited, Hamilton.

Collette Mfg. Company, Collingwood, Ont., Canada

"Multiped"

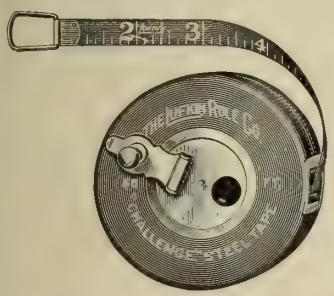
The Garden Hose That Doesn't Kink

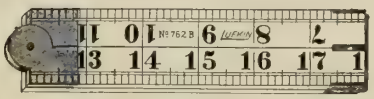


A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver





BOXWOOD RULES



SPRING JOINT WOOD RULES

MEASURING TAPES

On these lines

THE LUFKIN RULE CO. OF CANADA, LTD.

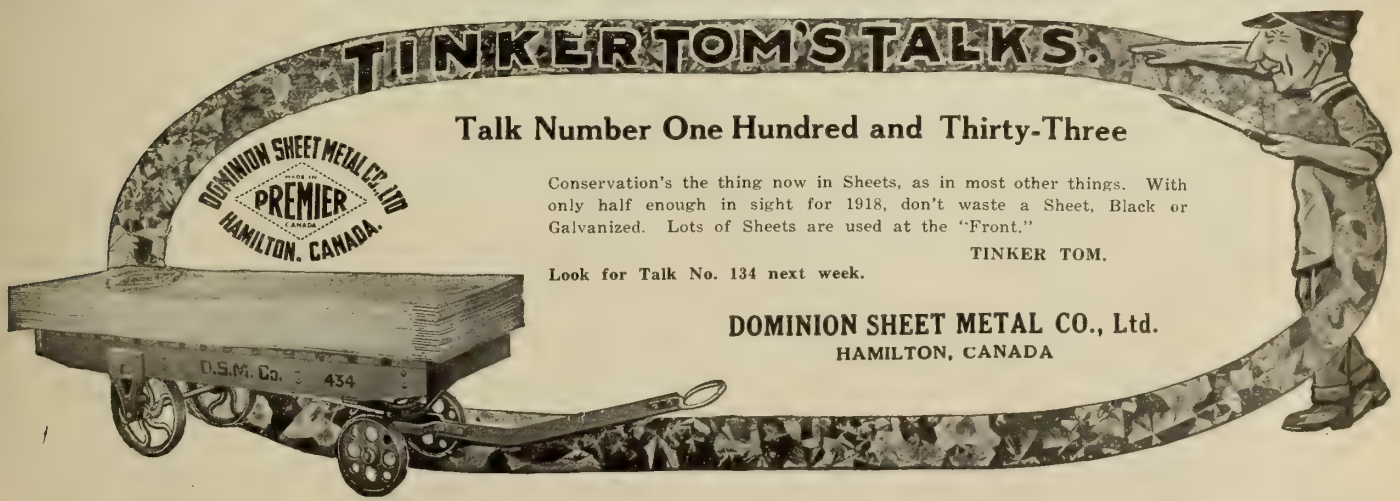
WINDSOR, ONT.

can give you the very best of service and satisfaction.

LUFKIN GOODS ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR ACCURACY AND FAULTLESS SERVICE

STOCKED BY JOBBERS. SEND FOR CATALOGUE.

TINKER TOM'S TALKS.



Talk Number One Hundred and Thirty-Three

Conservation's the thing now in Sheets, as in most other things. With only half enough in sight for 1918, don't waste a Sheet, Black or Galvanized. Lots of Sheets are used at the "Front."

TINKER TOM.

Look for Talk No. 134 next week.

DOMINION SHEET METAL CO., Ltd.

HAMILTON, CANADA



No. 511 Jointed Trace Connector

Cast in One Piece

For strength and durability you cannot recommend a better connector. It swivels on a bearing over twice as large as ordinarily used and will wear over twice as long as ordinary connectors.

Made in all sizes to fit over the roller of any Standard Bolt Draft Hame. Another dependable Thistle Brand Product that will prove a trade-building profit maker in your stock.

Write to-day for prices.

McKINNON INDUSTRIES, LTD.
St. Catharines, Ont.

HARDWARE AND METAL

Vol. XXX PUBLISHED EVERY SATURDAY SINCE 1888 February 2nd.
No. 5 1918

THE MACLEAN PUBLISHING COMPANY, LIMITED

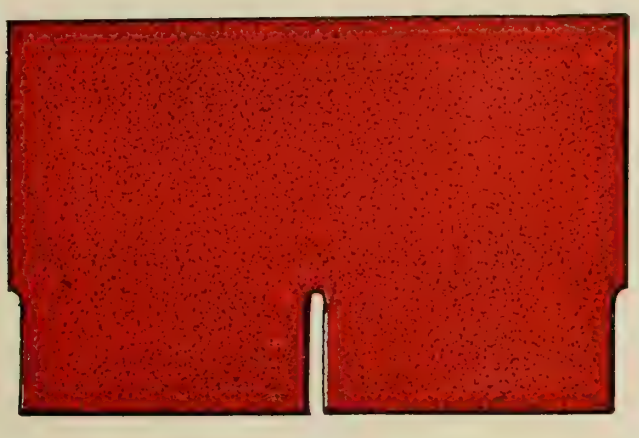
PUBLICATION OFFICE: TORONTO, CANADA

"Roofing Canada"

with Neponset Roofs



Neponset
PAROID
Roofing
GREY



NEPONSET TWIN SHINGLES

There will be a great demand in 1918 for Neponset Twin Shingles, surfaced with crushed slate, Red or Green, on a body identical with the famous Paroid.

Dealers! Write NOW for particulars and for dealership.

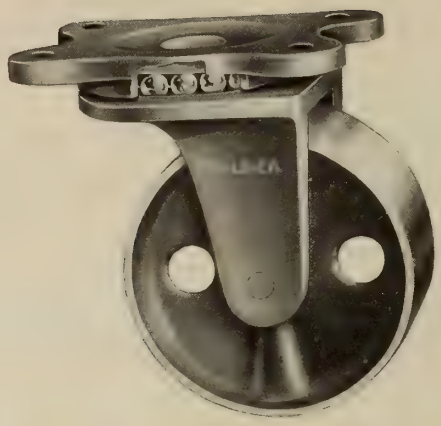
BIRD & SON, HAMILTON, ONT.

The Largest Manufacturers of Roofings, Wall Board and Roofing Felts in Canada



PAROID
RED and GREEN
Slate Surfaced

Circulation of Hardware and Metal has been audited by the Audit Bureau of Cir culations.



Announcing

The New "To-Lo-Co." Ball-bearing

SWIVEL TRUCK CASTER

No. 84

Around sharp corners, through narrow aisles, into elevators, down escalators, everywhere, anywhere goes the store and factory truck.

It's one of those indispensable pieces of modern equipment which has grown out of necessity—the outcome of efficiency, the solution to the over-crowded problem of almost every business.

The modern truck to be most efficient must be fitted with casters which allow **freedom** of **operation,** dodging in and out, and around corners without effort or friction.

These are the qualifications of the "To-Lo-Co.," No. 84, the new truck caster just put out by us. This caster is the ball-bearing swivel type **made with special hardened steel balls and extra heavy steel axle and pivot**—which means long steady service. Made in following sizes:

No. 84. Diam. of wheel, 2½ in., height, 3⅝ in.
No. 85. Diam. of wheel, 3 in., height, 4¼ in.
No. 86. Diam. of wheel 4 in., height, 5½ in.

We also make the **Stationary Truck Caster** which is a well known type, efficient in every detail though not so elastic in its operation as the Swivel. Comes in three sizes:

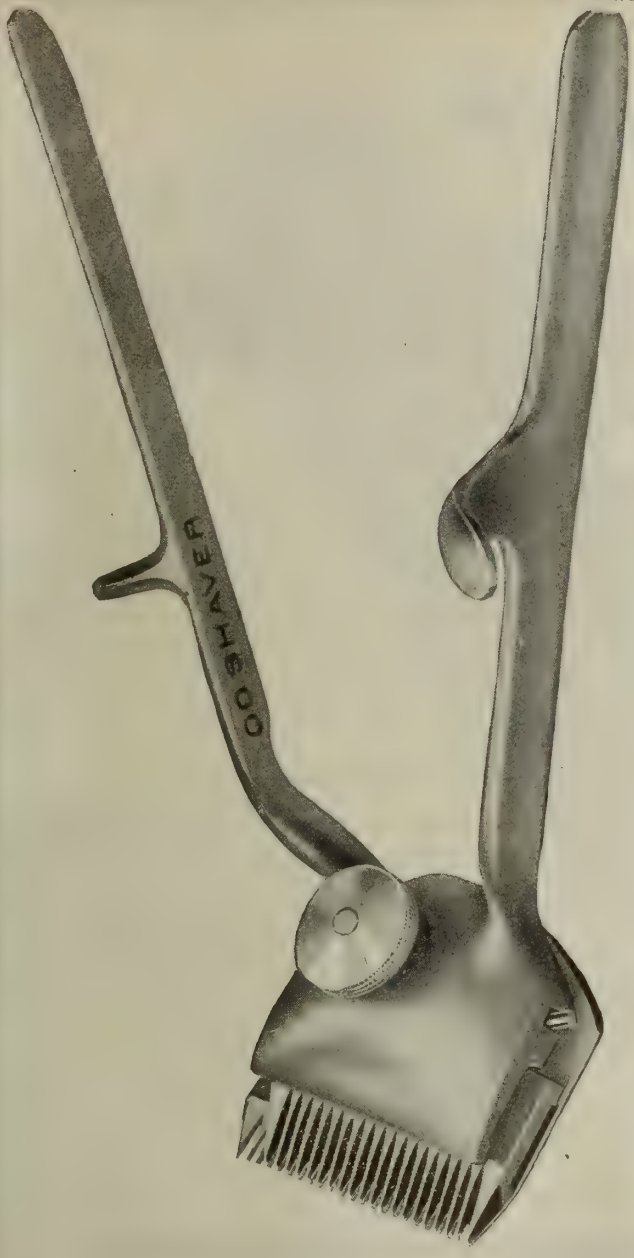
No. 74. Diam. of wheel, 2½ in., height, 3⅝ in.
No. 75. Diam. of wheef, 3 in., height, 4¼ in.
No. 76. Diam. of wheel, 4 in., height, 4¾ in.

Send your specifications at once for Spring Delivery. Also ask for descriptive literature on the Rixson line. New catalog of complete "To-Lo-Co." is now ready. Write for your copy.

TORONTO LOCK MFG. COMPANY

Manufacturers of the Famous "Rixson" Door Checks, Checking Floor Hinges, Builders' Cabinet, Refrigerator and Structural Hardware

Factories:
PATTERSON PLACE, TORONTO



Priest's Toilet Clippers

Making Clippers for fifty years has given us an experience that reflects in the quality of our line. Ask your jobber about Priest's Clippers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd.
New York City

Selling Agents

"P.&W. Co."
SMALL TOOLS

Taps, Dies, Reamers, Milling Cutters, Drills

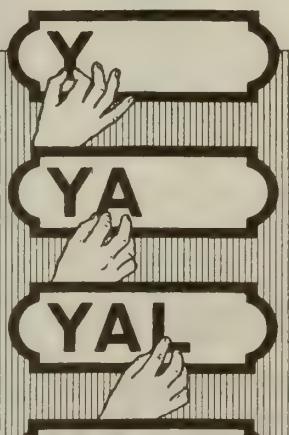
Highest Grade Materials—Expert Workmen—Quality absolutely guaranteed.

PRATT & WHITNEY CO., OF CANADA, LTD.

Dundas Ontario Canada

Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.

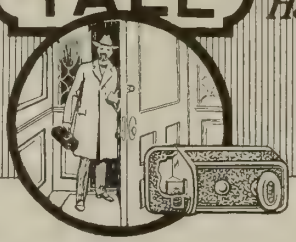
Yale Products



made in Canada

Padlocks *Door Closers*

Night Latches *Builders' Hardware*



There is good profit in the Yale line. The dealer who sells Yale goods is always glad to meet his customers on the street—he knows they are satisfied.

The name "Yale" helps make the sale.

Canadian Yale & Towne Limited, St. Catharines, Ont.

If interested, tear out this page and keep with letters to be answered.

A Cost Cutter In Making Butter



MAKES
TWO POUNDS
OF
MERGED BUTTER
FROM
ONE POUND OF
BUTTER
AND
ONE PINT OF
MILK

HOW IT IS DONE

Pour one pint of sweet milk into the "Universal" Merger and add one pound of butter shaved in thin slices and one teaspoonful of salt. Place the jar in warm water to soften the butter. Do not melt it. Put jar back in churn frame and churn for two to three minutes until thoroughly mixed. Butter and milk are now ready to put in a cool place to harden.

UNIVERSAL

TURNS · EVERY · TRYER · INTO · A · BUYER ·

LANDERS, FRARY & CLARK, New Britain, Conn.

Canadian Representatives: A. McFARLANE & COMPANY, LTD., MONTREAL

If interested, tear out this page and keep with letters to be answered.

HIGH-CLASS TOOLS

The measure of your success is governed by the class of goods you have to sell, for there is something in the appearance of a well-made tool which carries to the mind a conviction of its efficiency. *That is "Selling Force," while the actual working qualities keep it sold.*

Particularly true is this of the **Disston Saws and Tools,** and in calling special attention to the

DISSTON
PLUMBS and LEVELS



you will find they stand in a class apart from others in regard to Quality of Material, Workmanship, Efficiency and Beauty of Finish.

The simplicity of the adjustment feature is one which will appeal to all users. Operated by double jamb-screws, easily accessible, the adjusting requires but a moment's time, is firm and secure, there being no spring tension to get out of order, nor can the screws rust in position.

The stocks are made of selected lumber, long and well-seasoned. All brass ends are of solid drop-forged metal, not hollow castings.

"DISSTON"
is a guarantee of
QUALITY

SOLD FOR NEARLY FIFTY YEARS

Look them up—It will pay you

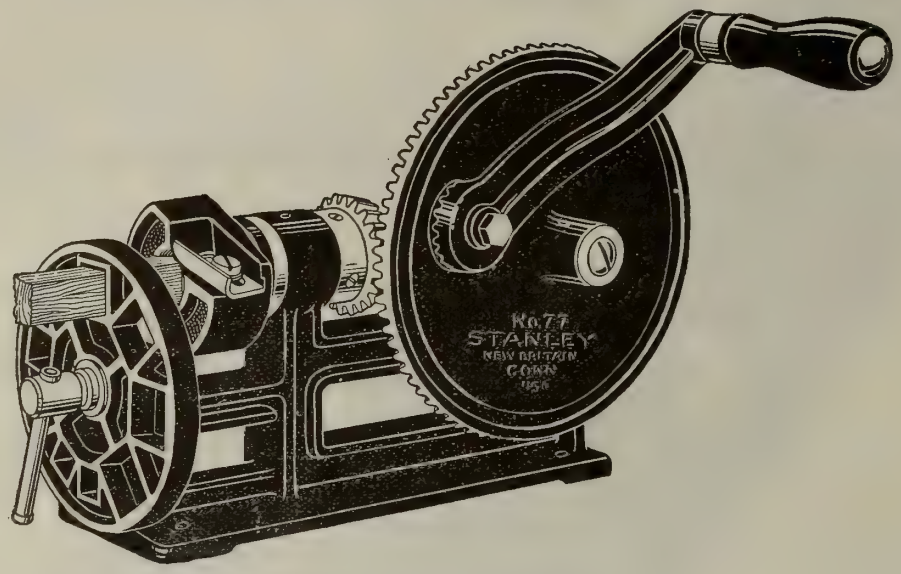
WE ARE HEADQUARTERS FOR DISSTON GOODS

LEWIS BROS., LIMITED
MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

If any advertisement interests you, tear it out now and place with letters to be answered.

Stanley Tools



STANLEY
DOWEL AND ROD TURNING MACHINE
NO. 77

A tool that will appeal to Carpenters, Cabinet Makers, Pattern Makers, Furniture Manufacturers and especially to Supervisors and Instructors of Industrial Education, in fact to anyone interested in woodworking.

It will not only cut dowels of varying sizes and lengths to perfect dimensions, but with it one can also form rods of practically any length.

Ready made or stock dowels have a tendency to warp and shrink, making them very unsatisfactory to use where a close fit is desired.

With this machine the workman can cut his dowels when he is ready to use them and furthermore of the same material as the wood being worked.

One cutter head complete for making dowels or rods 3/8 inch in diameter is furnished with each machine.

Additional cutter heads with cutters 1-4, 5-16, 7-16, 1-2, 9-16, 5-8, 11-16 and 3-4 inches can be furnished at slight extra cost.

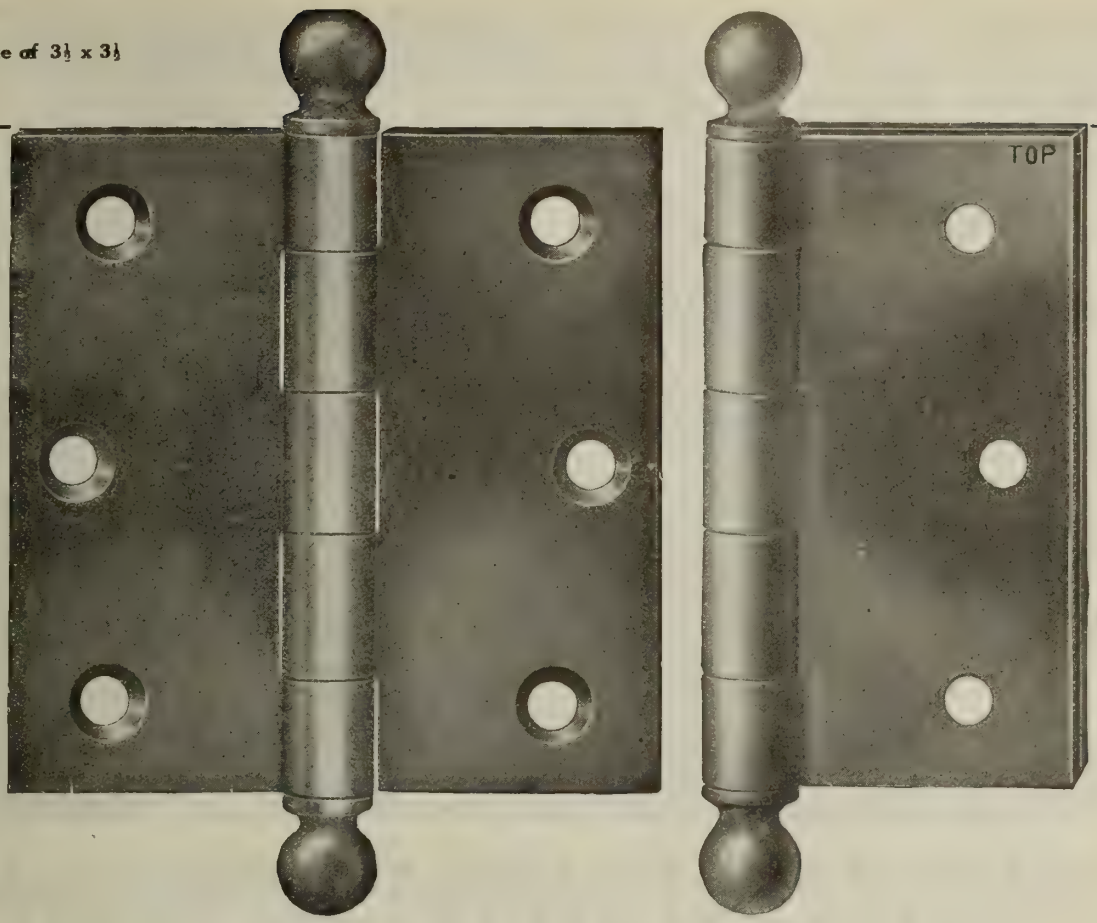
A workman whose tool equipment includes one of these machines and a Stanley Doweling Jig can make doweled joints with surprising quickness and accuracy. The List Price is $8.50.

A Profitable Tool for you to Carry.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

If interested, tear out this page and keep with letters to be answered.

Actual Size of 3½ x 3½
No. 500.



A Good Selling Butt

Our No. 500 Wrought Steel Ball Tip Butt has proven very popular. It can be furnished in Bright Steel, Japanned, or in any one of a large variety of plated finishes. It comes in sizes from 2x2 to 5x5.

No. 500 is packed in the handy, sales-inducing "National" way. The 2x2 size comes one-half dozen pairs to a carton, each pair in a separate envelope with screws. All other sizes are packed one pair in a box, each Plated Butt wrapped separately with screws.

This good seller offers you a good opportunity of getting acquainted with the advantages of handling "National" goods.

Is your name on our list for the 1918 National Catalog?

National Manufacturing Company

STERLING, ILLINOIS

If interested, tear out this page and keep with letters to be answered.

Why Don't You Increase Your Hanger Business?

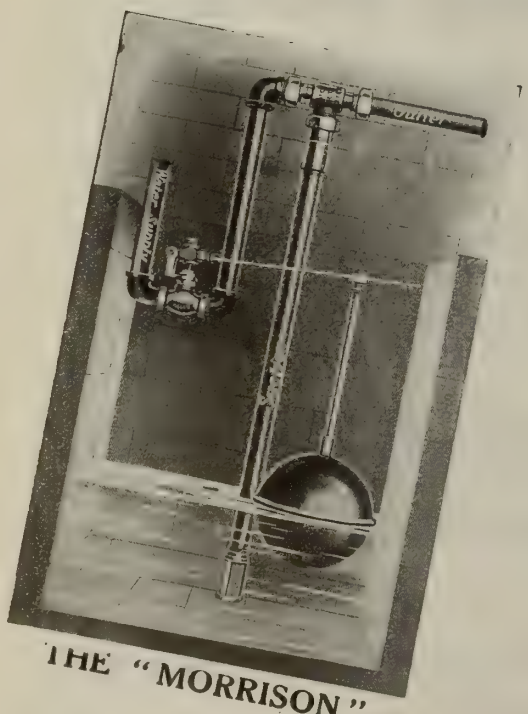


The exceptional value of Canada Steel Goods Hangers can only be appreciated by a careful study of the individual features they possess, and by comparing our values with anything on the market.

Each of our trade brands known as *Canada, National, Hatch, America* and *Great West* embody distinct features that make them easy to sell, and show you a good profit.

To-day—write our Hanger Dept. for particulars of how we can help you sell more Hangers.

Canada Steel Goods Co., Limited, Hamilton, Canada



THE "MORRISON"

A Cellar Drainer

Without an Equal

Automatic in operation, and dependable. Requires no attention when once adjusted, the water turned on and put into operation, being actuated by the raising or lowering of float as the water level changes. It operates purely by water. It works under a far greater range and gives much larger capacities than any other device on the market, so far as we know, operating as low as 10 lbs. water pressure.

The operating limits of most types of cellar drainers range from 15 to 18 feet lift. The Morrison cellar drainer will lift as high as 30 feet at 60 lbs. pressure.

All working parts above water. Nothing to get out of order.

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide St. W., Toronto

If interested, tear out this page and keep with letters to be answered.



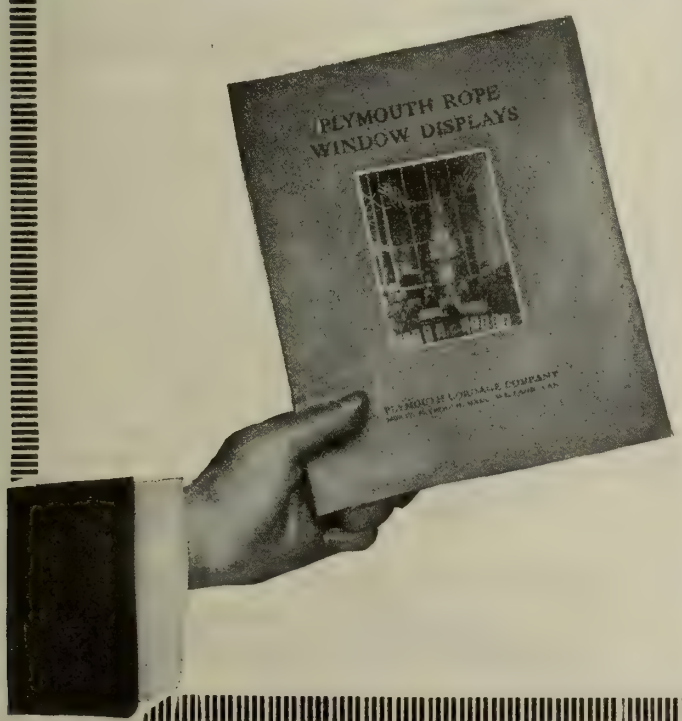
Store Window of the Thos. Laughlin Co., Portland, Me.

YOUR WINDOW

Make it your best salesman. Combine your window trimming ability with our free display material and you will be surprised at the attention your window will attract.

Use the decorative possibilities of Plymouth Rope to your best advantage. Many a regular customer has been secured by a Plymouth Rope Window.

There is a Plymouth Rope for the farmer, the painter, contractor, liveryman, yachtsman —for every need from clothesline to heavy hawser.



And, don't forget, Plymouth Rope is "Sold-by-the-foot." No waste of time making a coil small enough to fit your scale, no weighing, no calculating; just cut off the length required and refer to "Dealers' Selling Schedule."

Our Booklet, "Plymouth Window Display," may interest you.

PLYMOUTH CORDAGE COMPANY

North Plymouth, Mass.
Welland, Canada

INDEPENDENT CORDAGE CO.,
LIMITED
TORONTO, CANADA
Canadian Sales Agents

PLYMOUTH TRADE MARK 1824

If interested, tear out this page and keep with letters to be answered.

Order Yours Now
Be Prepared



Each of the three Freezers, LIGHTNING, GEM or BLIZZARD, has served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.



They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.



The Blizzard, being simpler in construction and cheaper in price, makes it a good running mate with either the Lightning or Gem. They sell themselves and stay sold! No comebacks or complaints.

This means easy, net profits for you. Your jobber will supply you.

Include the Lightning Ice Chipper. It helps the sale of Freezers.

North Bros. Mfg. Co.
PHILADELPHIA, PA.

The housewife who buys



MENDETS
A PATENT PATCH

discovers for herself that they are the most effective repairers she has ever known. Consequently she is pleased that you recommend them and will come again to your store. "Mendets" do such effective work that they make friends for you everywhere.

The following wholesale hardware merchants sell Mendets: Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P. E. I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, Nova Scotia; Caverhill, Learmont & Co., Montreal; A. Chown & Co., Kingston; The Gray-Harvey Co., Limited, Ottawa, Ont.; H. S. Howland Sons & Co., Limited, Toronto; Mills Hardware Co., Limited, Hamilton; Revillon Wholesale, Ltd., Edmonton, Alta.

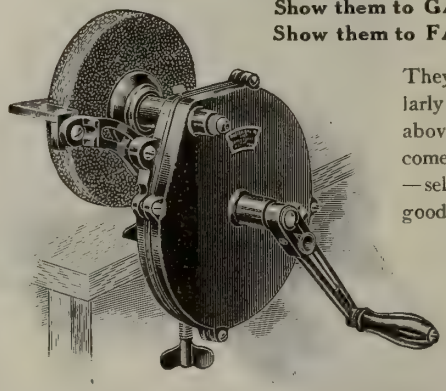
Collette Mfg. Company
Collingwood, Ont., Canada



Now is the time for Canadian dealers to display in windows and stores

"AMERICAN
SELF-OILING
GRINDERS"

Show them to MACHINISTS
Show them to CARPENTERS
Show them to GARAGE MEN
Show them to FARMERS



They will appeal particularly to the needs of above classes. They come in different sizes—sell at fair prices—at good margin of profit.

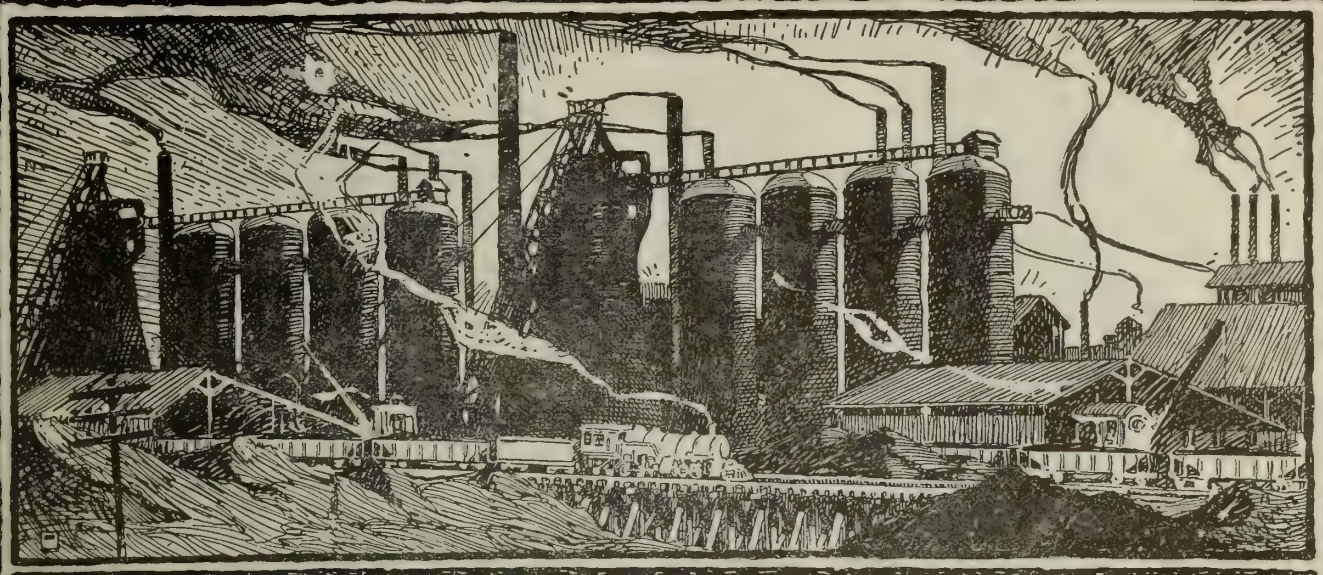
Sold and catalogued by Leading Jobbers

Manufactured by

American Grinder Mfg. Co. - Milwaukee, Wis.

Western Agents:—Merchants Hardware Specialties Co., Calgary, Alta.: Eastern Agents:—John H. Graham Co., 113 Chambers St., New York City: Winnipeg and Manitoba Agent:—D. Philip, 138 Portage Ave., East Winnipeg, Man.

If interested, tear out this page and keep with letters to be answered.



LITTLE WORDS WITH BIG MEANING

Quality

According to "Webster," Quality is "an excellence of character; natural superiority."

Service

Webster's definition of "Service" is; "The performance of labor for the benefit of another."

We use these words advisedly—fully understanding their definitions—and realizing the obligation we place upon ourselves by their continued use in connection with our products of Iron and Steel, and our attitude to the people we serve.

THE

STEEL COMPANY

OF

CANADA

LIMITED

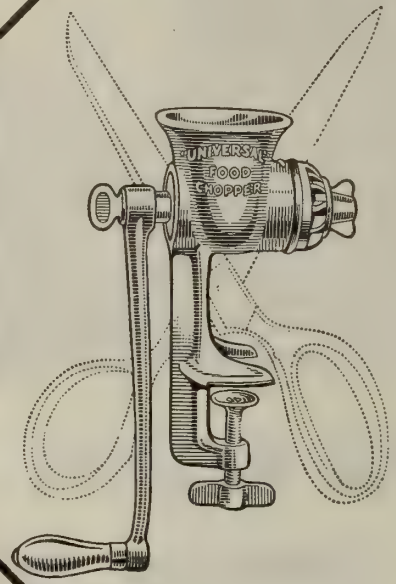
MONTREAL HAMILTON

Pig Iron,
Steel & Iron Bars,
Horse Shoes,
Steel and Iron Products.

Steel Billets,
Track Spikes &
Bolts, Forgings, Wire
of every description.

If interested, tear out this page and keep with letters to be answered.

HELP CONSERVE FOOD BY SELLING THE



UNIVERSAL

Food Chopper

Cuts Like a Pair of Shears

Many so-called choppers crush and tear the meat or vegetables, wasting the juices and destroying the flavor.

The UNIVERSAL—the original Food Chopper—cuts like a pair of shears, with two sharp, beveled edges. These edges are so adjusted that they keep sharp automatically by acting one upon the other.

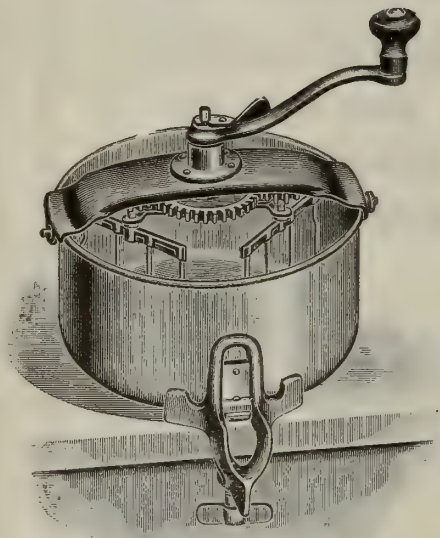
The UNIVERSAL Food Chopper cleanly chops all kinds of meats—raw or cooked—and fruits and vegetables—coarse or fine as desired—*without mashing or tearing.*

Each UNIVERSAL Food Chopper is equipped with coarse, medium and fine cutters.

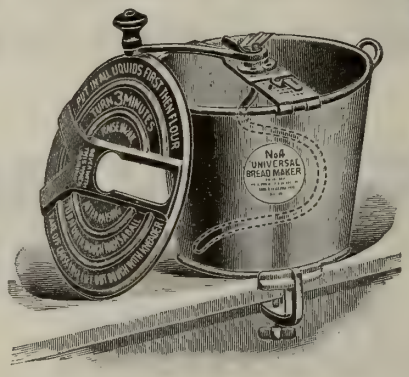
Extremely simple. Nothing to get out of order. Parts interchangeable—easily cleaned.

Sizes 0, 1, 2, 3

THERE IS A GREAT DEMAND FOR BREAD MAKERS NOW



UNIVERSAL CAKE MAKERS For Home-Made Cake



Size 2, for small families
Size 4, regular family size
Size 8, for large families



No. 44, low down type, regular family size

ORDER THROUGH

CAVERHILL, LEARMONT & CO., MONTREAL

If interested, tear out this page and keep with letters to be answered.



This 200-line advertisement appears in the February 9th issue of The Saturday Evening Post and the February 9th issue of Literary Digest.

This Consistent Advertising Campaign Has Made Every Woman Know BISSELL'S

We have reproduced here a few of the Bissell advertisements now appearing in all the leading women's and other publications, having an aggregate circulation of 12,996,757 homes.

For years BISSELL advertising has been appearing in these publications.

Its effect has been accumulative. For Bissell advertising is consistent, appearing year after year for a quarter of a century.

Bissell advertising is not shot at random. The publications in which this advertising appears have been selected with care—to reach the big buying masses of the people in large towns and small—your customers.

The advertisements are prepared by advertising men who have been connected with many of the greatest advertising successes of recent times.

All this means BISSELL business for you. To-day the name BISSELL'S is well known to every housewife the world over.

Bissell's Vacuum Sweepers share this prestige. Therefore—

Put your sweeping reliance in ANY Bissell's appliance

BISSELL CARPET SWEEPER COMPANY

Oldest and Largest Sweeper Makers

Grand Rapids, Michigan

Made in Canada, too

If interested, tear out this page and keep with letters to be answered.

INSPECTION

that really inspects.

Every "Famous Five" File that leaves our works is mechanically perfect.

The steel itself is carefully inspected when it comes to us from the mills.

Every file is inspected after each process. Special care is given to the shape of the teeth. After hardening, every file is tested on a piece of hardened steel; and if a file shows the slightest defect, at any stage, it is rejected.

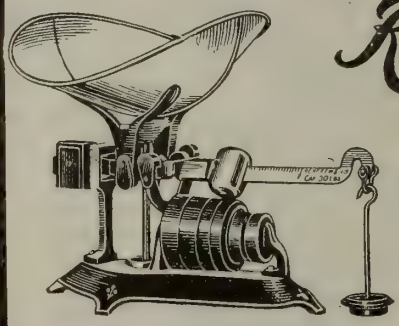
That is why every file is mechanically perfect when it leaves our works.

And that's why it pays you to specify "Famous Five" files when ordering from your jobber.



The Dispute Settler

Here is a scale that captures confidence the minute you show it. And confidence "sells goods." In a dispute over correct weights, for instance, the owner of a Renfrew can defend its accuracy against any other scale, no matter how elaborate. The Government Inspector's Certificate, accompanying every Renfrew is indisputable evidence of accuracy in every weight from ½ oz. to 30 lbs. That is one reason why the Renfrew sells like everything, these days. The housewife is ferreting out every leak due to honest mistakes in weighing. Get the



Renfrew

HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs. Government certificate with every Renfrew.

Finished in black or all nickel plate styles.

Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

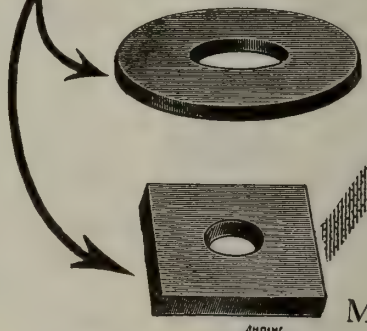
Eastern Branch, Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 206 Scott Block, Winnipeg, Man.; Foundry Products, Ltd., Calgary, Alta.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.

Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs.

Felloe Plates.

Sheared and Punched Plates.

Malleable Washers and Cast Iron Washers.

Round & Square

Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company

Milwaukee, Wis.

If interested, tear out this page and keep with letters to be answered.

"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

Stores, churches, lodges and homes

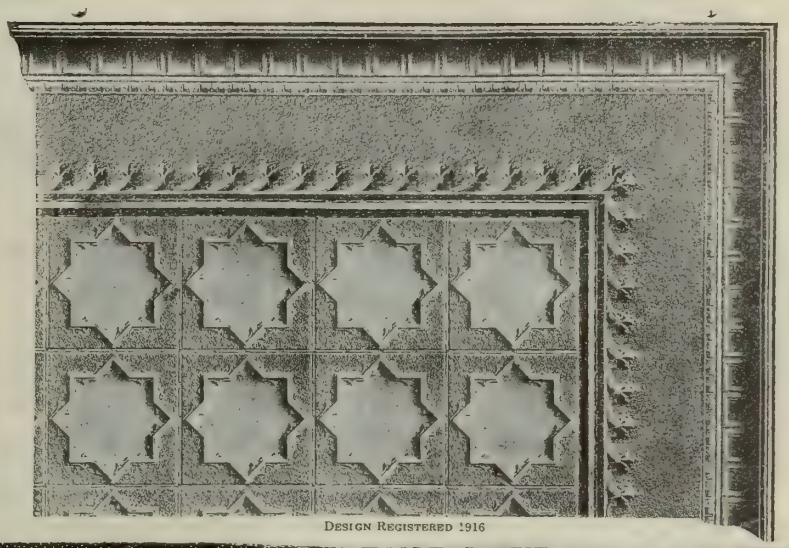
There is no limit to the number of prospects in your neighborhood for Metallic Ceiling and Wall plate jobs.

Just a suggestion from you will often land a big profitable job and we will handle all the detail of figuring and planning for you.

First, get our big illustrated catalogue and information about our dealer service.

Stock carried by

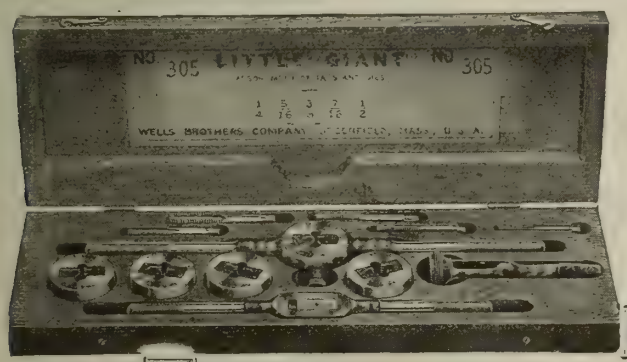
GEO. W. REED & CO., LTD.
37 St. Antoine Street Montreal



DESIGN REGISTERED 1916

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG



Little Giant Screw Plates

QUALITY, that unseen property that gives a little longer and more satisfactory life to a tool, is what your customers are looking for.

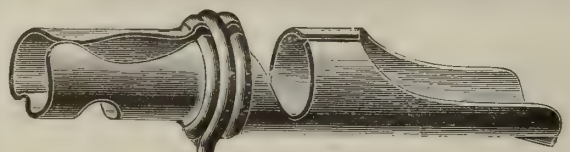
Price may be the governing factor, but everyone appreciates quality.

Little Giant Screw Plates take a back seat for none. They are as good as any and better than many—and the price will compete with all.

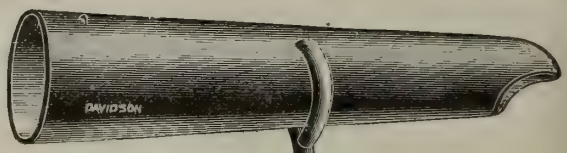
Wells Bros. Co. of Canada, Ltd.

GALT, ONTARIO

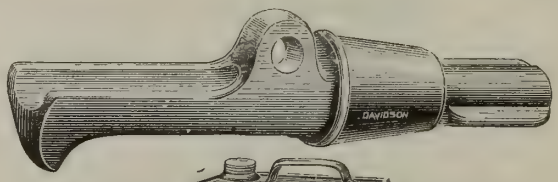
DAVIDSON'S SUGAR MAKERS SUPPLIES



"Eureka" Steel Spout

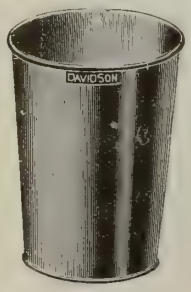


Perfection Spout



"Beaver" Sap Spout

Sap Buckets



Quarts
4, 5, 6, 8, 12

Order Now to be certain of prompt shipment

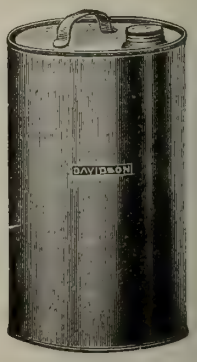
Square Syrup Gallons Special



Maple Cans
½, 1
8 lbs.

Gallons
1¼
½
1

Prices forwarded on application



Round Maple Syrup Cans

The Thos. Davidson Mfg. Co., Limited,

TORONTO
MONTREAL
WINNIPEG

There are no dissatisfied owners of Reliable Churns



The Reliable Churn was designed to give women who churn just exactly the churns they think best. It has been amply demonstrated that the dash churn gives by far the best results. Many women are to-day still using the old-fashioned dash churn because no one has show them a better.

So the old dash idea has been adapted in the Reliable Churn. Linked up with a crank mechanism it gives the same dependable results but eliminates practically all the labor.

It gives also, greater capacity. For instance, a 5-gal. "Reliable" will work perfectly 4 gals. of cream. No other churn can approach this.

Because "Reliables" do all and more than their owners ask of them, there is never any dissatisfaction. They who sell "Reliables" experience no kicks and have no apologies to make. Everybody's satisfied.

Reliable Churns bring good profits to dealers. Better find out about them right away.

The Reliable Churn Company, of Canada

T. W. FOSTER, Mgr. 141 King St. E. TORONTO

If interested, tear out this page and keep with letters to be answered.

SPEED

in Hack-Sawing

It's not "How much did the hack saw cost?'

But "How fast will it cut?"

Only a fast-cutting saw saves a mechanic's time.

Some saws clog because they are not suited to the material or shape being cut.

Some dull quickly because the "quality" isn't there.

Some break without provocation because too brittle.

Save valuable time by using

Starrett Hack-Saws

CUT QUICKER—LAST LONGER

You know this if you have compared "Starrett" with other saws—if you haven't used them, try a few—you may feel safe in doing so for

Starrett Hack Saws are Unexcelled Just as Starrett Tools are Unexcelled.

Catalog No. 21MA shows what numbered saw will give real speed—save time.

STARRETT HACK SAWS CUT QUICKER LAST LONGER

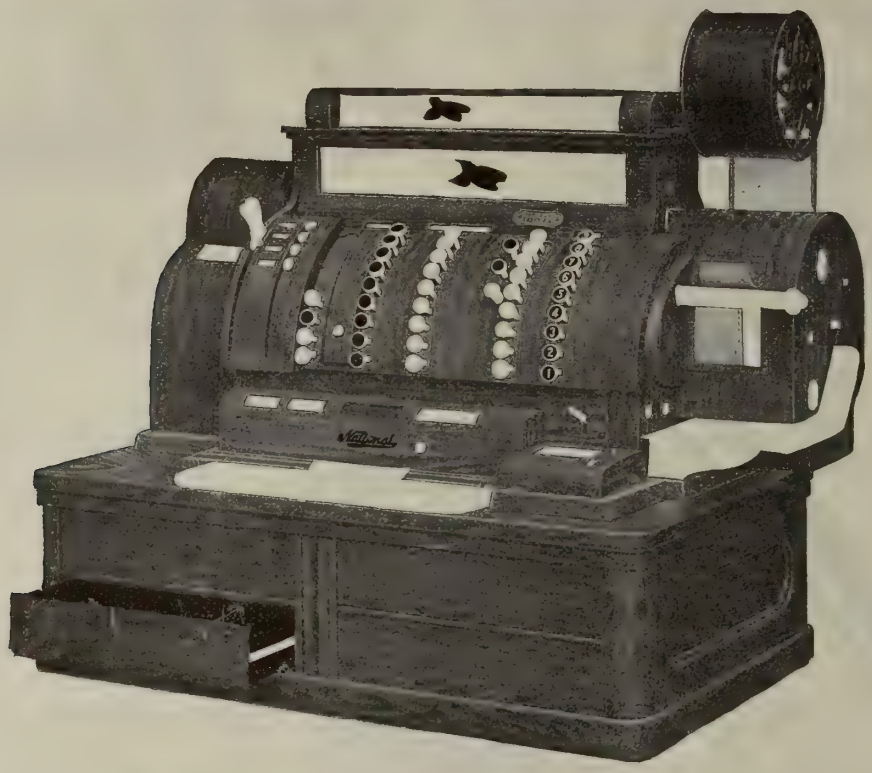
The L. S. Starrett Company

The World's Greatest Toolmakers

ATHOL, MASS.

NEW YORK LONDON CHICAGO 42-756

If interested, tear out this page and keep with letters to be answered.



Your Clerks

Mr. Merchant:

To secure the whole-hearted co-operation of your clerks is of the utmost importance in conducting your business.

If they can be induced to give the maximum of productive effort, they will be a valuable asset to your business. To secure this result, encouragement and the proper inducement must be given.

It should be your aim to get your clerks to view the business from your point of view; to place before them any or all of the information at your command, which, if given to them, will net returns.

A careful investigation reveals the fact that National Cash Registers are a big factor in determining who are the best clerks. They are endorsed by thousands of clerks and merchants in all parts of the world.

Tear off the coupon and mail it to us, we will send you valuable literature on store systems, free. Talk with our representative, because he can be of assistance to you and is trained in store efficiency.

The National Cash Register Co., of Canada, Limited

TORONTO

Please send me information about your system as applied to my store.

Name.....

Address.....

Business.....

.....

If any advertisement interests you, tear it out now and place with letters to be answered.

WAGNER



All Hangers Equipped with Roller Bearings.

Barn Door Hangers and Track

SELF-CLEANING EASY RUNNING

Write for catalogue and prices

Garage Door Hangers and Track

Cushman Motor Works of Canada, Limited

Builders of Famous Light Weight Engines

Winnipeg, Canada

UNIFORMITY — USED THE WORLD OVER — SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL TENAXAS — **TIN-TOUGHENED** — **MASCOT** — **ATLAS W. E. W. BABBITT**

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED — Large Stocks

THEY MAKE GOOD EVERYWHERE — Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal — Works: Riverside Street, Montreal

The President Has the Right Idea

IT was the Annual Meeting of the Weaver Knitting Company, makers of underwear and hosiery. The particular item of the balance sheet that excited the caustic comment of one shareholder was the moderate sum of $13,567.83 for advertising. "When we are so much oversold," said he, "surely it is not necessary to keep on spending money to advertise our goods." And there were some who thought as he did.

"Gentlemen," said the President, "if you figure it out, our advertising expenditure for the year is about 1%—not a very heavy sum to pay out to maintain the good name and favor which our brand enjoys. There was a time when we had to spend a good deal more than the sum in the balance sheet to get our brand into the retail stores of the country, and to induce the public to buy it. I am willing to cut out advertising, and I'll tell you why.

"Our men are not canvassing with the diligence they gave to the work of selling when business was harder to get. They are not calling as often as formerly, and when they go, they are not very urgent. But we would be committing suicide if we ceased to court the good-will of the retailers and to keep our brand in the public eye. We have and will have competition. We must have regard for the post-war trade. If we quit our solicitation now, we shall have to do double work later on, at a heavy cost. I am authorizing our present advertising as a form of business assurance.

"Our goods continue to be sold through the retail trade. We owe it to our retail customers to keep in solicitous touch with them—to show them that we value their co-operation and good-will, even though we cannot always fill their orders. We tell our retail friends the naked truth, and we are keeping their loyalty. If we pursued any other course, I fear we would greatly rue it in days to come.

"Our advertising latterly has put us in touch with many new accounts and prospects. Our men cannot call on as many men as they did when train schedules were better than they are to-day. We are employing advertising to lower selling costs, and if Mr. ———— will give me half an hour after this meeting, I think I can satisfy him that our advertising outlay has played a large part in putting our balance sheet in the good terms in which it appears.

"Our trade mark is worth, as an asset, a goodly sum—many scores of thousands of dollars. That value has been created and maintained by our previous advertising. But, Gentlemen, if we dropped our advertising during these war years, the certain thing is that the value of our trade mark would fall sharply, and the good-will and co-operation of the retail trade would likewise fall away. From this point of view it is good business to spend 1% or so to maintain the value of our trade mark and the asset known as good-will.

"Gentlemen," proceeded the President, "I am sorry to have taken so much time to defend our policy. Need I say more?"

UPON that, Mr.————, the objecting shareholder, rose and said: "I wish to withdraw my criticism of the item of advertising expenditure. I had not looked at the matter as our President has presented it. I feel rebuked. Also I am persuaded that the President's course has been wise, and I wish to say to him and to you all that I sincerely regret my criticism."

Among the mediums serving retailers used by the Weaver Knitting Company are:

Dry Goods Review ..Page 12 times in the year $420
Men's Wear Review ..Page 12 times in the year $300

These are ridiculously small sums to expend to maintain retailers' good-will and co-operation, and get by-mail business.

Other mediums serving Canada's retailers and which will be of interest to other firms are:

Canadian Grocer	.....Page 52 times in year	$1,248
Hardware and Metal	....Page 52 times in year	1,248
Bookseller and Stationer	.Page 12 times in year	300
Sanitary Engineer	....Page 24 times in year	400

ADVERTISING to the retailer is too valuable a salesman to omit from one's organization. And the cost per annum is quite too small to be a barrier. Also there is this: Whether or not the manufacturer believes in advertising, his retailer customers and prospects do. So it is wise to fall into line with the wishes of customers—the men who call the tune, because they pay. We have hundreds of letters to prove this.

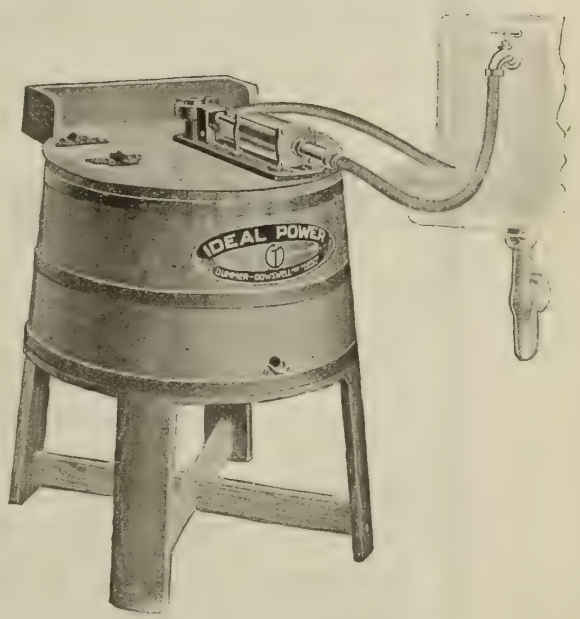
We are always glad to discuss this matter of advertising with manufacturers—not in a strong-arm way, but reasonably. If we have the right idea, it certainly becomes profitable for manufacturers to possess the same idea. We solicit correspondence from interested manufacturers.

The MacLean Publishing Company, Ltd., Toronto, Canada
Also at MONTREAL, WINNIPEG, NEW YORK, CHICAGO, BOSTON and LONDON, ENG.

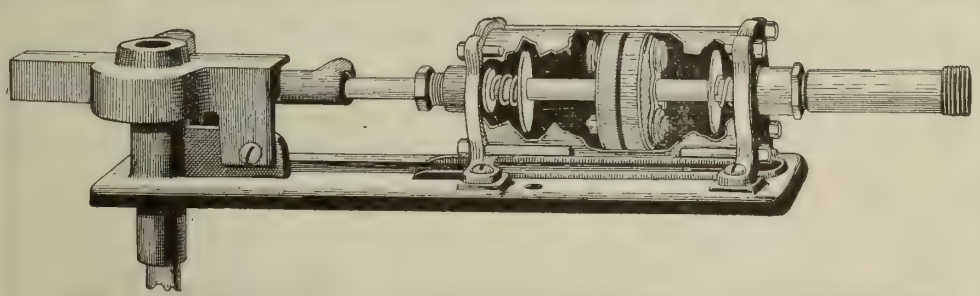
A BIG SELLING SEASON AHEAD

The scarcity of domestic help in the towns and cities and the urgent need for greater production on the farm will mean an increased demand for labor-saving household devices during the Spring and Summer.

One of the greatest time and labor-savers is the Ideal Water Power Washer. Like all other Dowswell, Lees & Co.'s line it is sturdily built and is up-to-the-minute in modern improvements. The Ideal is for city and town use. The Patriot and Playtime are adapted to farm use.



THIS CUT SHOWS THE CONCEALED "WORKS" IN THE IDEAL MOTOR



Get ready for the demand. Send for Price Lists.

DOWSWELL, LEES & COMPANY, Limited

HAMILTON, CANADA

WESTERN REPRESENTATIVE:
H. J. MOULDEN, WINNIPEG

EASTERN REPRESENTATIVE:
JOHN R. ANDERSON, MONTREAL

EVERYTHING IN RUBBER

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

MADE IN CANADA

Looking Forward

The Dominion Rubber System policy is *"To Serve and Please the Trade."* That policy will be more in evidence during 1918 than ever before.

Despite changed and changing conditions in Trade and Manufacturing, there will be no lessening of our efforts to meet every need in Rubber, no matter from what source it may emanate.

For more than half a century we have set the pace, and our position this year will be more pronounced because of the greater and better service we can and will render.

Our service branches, in the principal cities of Canada, will give prompt and intelligent attention to all enquiries. Our experts are ready with their advice, where needed.

Canadian Consolidated Rubber Co. Limited

Head Office - - MONTREAL

Service Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Kitchener, London, North Bay, Fort William, Winnipeg, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver, Victoria.

The Largest Manufacturers of Rubber in the British Empire.

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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, FEBRUARY 2, 1918 No. 5

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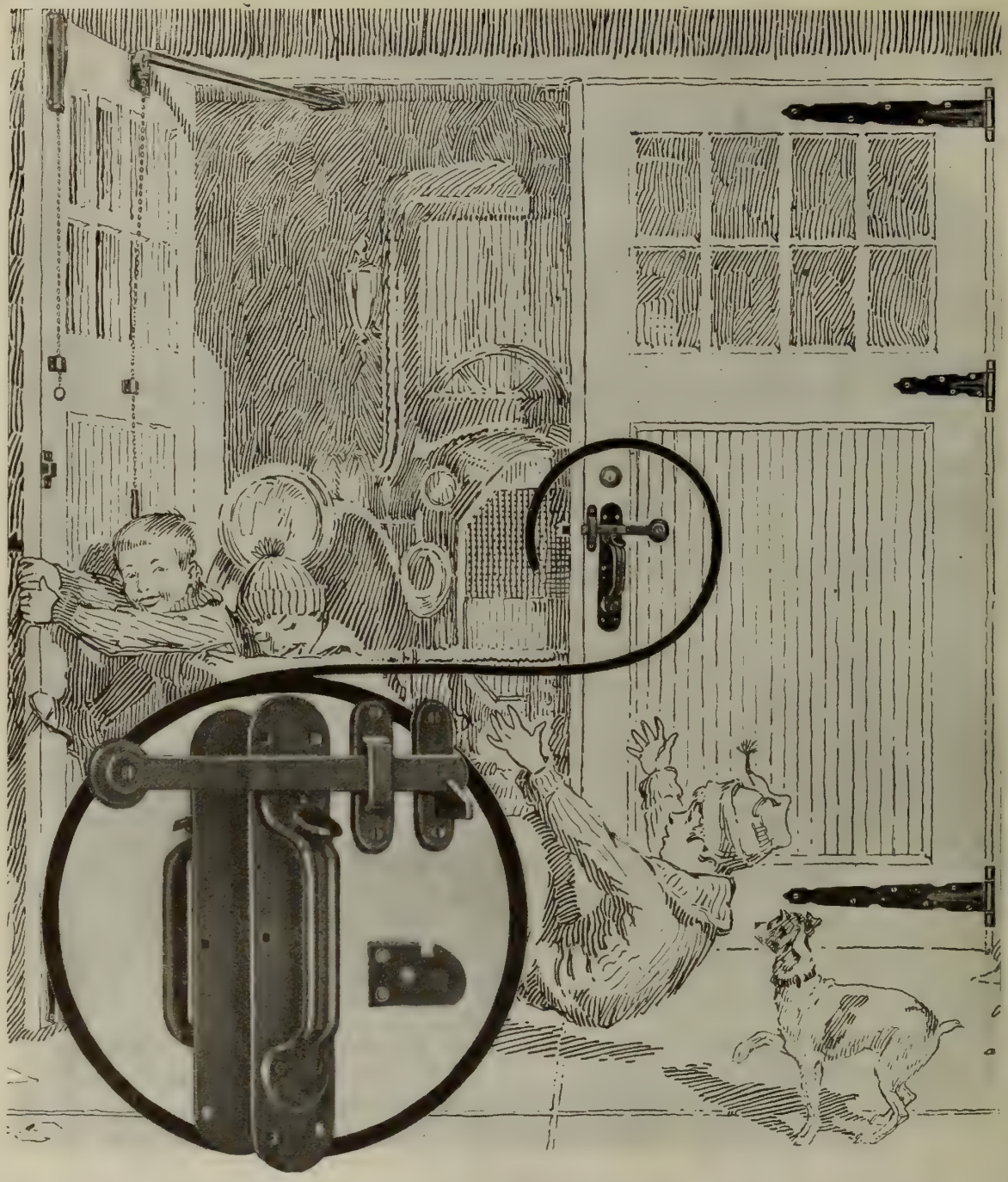
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Stanley Garage Latch No. 1264

PROVIDING a convenient handle and thumb piece for handling a massive door easily from either side, this Heavy Steel Duplex Garage Latch is a big favorite and stands the severest service perfectly.

It is of exceptional strength, is certain in operation, gives plenty of action room for the hand and prevents pinching and wrenching of the fingers. This is but one of the pieces of Garage Hardware for which STANLEY is famous. The line includes the Stanley Garage Door Holder, Stanley Butts, Bolts and Hinges.

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

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Paint Manufacturers Take Action

Conservation on Large Scale—Range of Colors to be Curtailed — Certain Sizes of Containers Eliminated—Changes in Differentials—Prices of Paints and Varnishes Advanced

THE most important and far-reaching changes ever instituted by Canadian paint and varnish manufacturers will shortly become effective. The program represents the voluntary action of Canadian manufacturers in facing national problems which have developed as a result of the war. The manufacturers have taken time by the forelock and have voluntarily undertaken to make changes which would undoubtedly, at some future date, have been made compulsory by the Government had the paint manufacturers not taken the first steps to grapple with a problem which is daily becoming more serious.

In last week's issue HARDWARE AND METAL exclusively announced that at the time of going to press it looked as though in all probability an advance of 25c per gallon would go into effect on all liquid paints and that the increased prices would go into effect immediately on sorting orders, but that manufacturers would make provision for dealers who had not yet booked and who would accept spring orders at the old price up to April 1. It was also stated that immediate steps would be taken to reduce the number of sizes of tin containers in which prepared paints are now being sold.

The forecast was correct and an advance of 25c per gallon has been made in the price of first quality liquid paints. An advance has also been made on second quality paint.

It has also been decided to eliminate the half pint and half gallon size paint containers.

Not only have manufacturers decided to eliminate certain sized packages, but they have also decided to cut down the number of colors shown on paint color cards. In the past it has been customary to show a wide range of colors covering anywhere from 48 to 60 colors. Under the new arrangement the maximum number of colors will be 36, exclusive of black and white. This applies, of course, to house paints.

Prices of varnishes have also been advanced and certain sized packages will be eliminated in the future.

Differentials on round cans or paint and varnish containers have also been changed and details are given later in this article.

It is claimed that with a reduction in the number of colors of paints and also in the sizes of containers dealers will be able to operate on smaller stocks and this will reflect to the advantage of the dealers and also the manufacturers and release quantities of material and capital which would otherwise be tied up on the retailers' shelves.

The sweeping changes which the paint manufacturers propose to put into effect would have been considered suicidal two years ago. War necessities, however, have created new conditions which make unusual action necessary on the part of manufac-

CHANGES IN BRIEF

Liquid paints, first quality house, floor, wall, porch, concrete, ground color, priming paints. Advance 25c. gallon.

Second grade house paints, floor paints and liquid oil paints. Advance 25c. gallon.

Barn paints and dory paints. Advance 15c. gallon.

Shingle stains, ordinary colors. Minimum price, $1.15 gallon.

Shingle stains, green and special colors. Minimum price, $1.35 gallon.

Shelf lines, such as enamels, verandah chair paint, auto finishes, carriage and wagon paints, radiator enamels, canoe enamels, engine enamels. Advance 10% net.

All varnishes and varnish stains advanced 10% net.

Provision made for supplying one spring specification order at old prices.

Differentials on round and square paint and varnish cans now as follows:

½ gal. size, 10c. gal. over gallon price.
¼ gal. size, 20c. gal. over gallon price.
1 pint size, 40c. gal. over gallon price.
½ pint size, 80c. gal. over gallon price.
¼ pint size, $1.60 gal. over gallon price.

One pint and one-half gallon sizes in paints and varnishes to be discontinued.

Range of colors of house paints to be cut down to a maximum number of 36 exclusive of black and white.

Change in differentials on varnish cans

turers. Although the changes proposed are the most drastic that have ever been put into effect in the history of paint making in Canada it is claimed that new arrangements when put into effect will benefit both manufacturers and retailers.

The tinplate situation, which has been covered thoroughly in HARDWARE AND METAL on many occasions during the past few months, has made it necessary to eliminate certain sizes of containers if manufacturers wish to secure supplies from the United States. The action taken in Canada follows action which has been taken by United States manufacturers and it is highly probable that if United States manufacturers are forced to cut down on various sizes, the United States Government which permits exports of tinplate under license only, would not consent to shipping supplies into Canada if Canadian manufacturers were making sizes of containers which were banned in the United States.

The Canadian paint and varnish manufacturers have taken action of their own accord to forestall the difficulties which would have been bound to come up later and which would probably require action on the part of the Government.

Extensive experiments have been made by the paint manufacturers towards getting other classes of containers made of fibre wood, etc., but so far the manufacturers have not been able to secure a satisfactory container to replace the tin containers.

Elimination of Sizes

It has been decided to eliminate the ½-gal. and pint sizes in paint and varnish cans, and where products such as stains, enamels, etc., are sold in packages, the sizes of which are designated by number, all equivalents of the Imperial pint size will be discontinued. The new rule becomes effective on July 1 of this year. Dealers will still be supplied with these sizes for sorting and spring orders in so far as manufacturers present stocks will meet the demand. All classes of paints, varnishes and sundry lines are affected and ½-gallon and pint cans will not be distributed after July 1. This action on the part of Canadian paint manufacturers is in accord with the action United States manufacturers of similar lines have been compelled to take.

Cutting Down Range of Colors

The next radical move decided upon is a narrowing down of the range of colors of house paints. Heretofore the range has consisted of anywhere from 48 to 60 colors. This has necessitated manufacturers and retailers carrying large stocks of manufactured goods, thus tying up large stocks of cans, which represent huge quantities of tinplate. Retailers have been practically forced to carry in stock all colors shown on the color cards. There has in many instances been a marked degree of similarity in many of the colors. This has not only meant almost a duplication of stock, but has also caused great loss of time in retail stores when customers have been trying to decide on the color which would best suit their purpose. It is felt by the manufacturers that many shades can be eliminated without causing inconvenience to either dealers or the public, and with resultant advantages to all concerned.

It has therefore been decided that the maximum number of colors to be shown on the color cards will be 36, exclusive of white and black. This applies to all house paints, and the change will go into effect on January 1st, 1919. All color cards in 1919 will be on the new basis, but supplements will be issued for a short period, showing the discontinued colors, for the purpose of assisting retailers to work off their old stock. Although the reduction has been practically forced upon the manufacturers as a result of war conditions, it is pointed out that for some years past there has been a demand from dealers for a reduction in the number of colors of ready mixed house paints. Manufacturers are emphatic in stating that even in pre-war days they were frequently urged by retailers to eliminate some of the colors shown on most color cards. New cards will be ready in the early fall of the present year, to be used in booking business for 1919. No changes are contemplated in shades now being manufactured. There will simply be an elimination of certain colors which are not considered indispensable. Manufacturers will continue to supply 36 of their present best selling shades.

Price Advances Go Into Effect

As predicted exclusively in HARDWARE AND METAL last week, and in previous issues for some time past, prices of liquid paints have advanced. Price advances become effective at once, but it is understood that manufacturers are all allowing retailers an opportunity to book one spring specification order for normal requirements for shipment up to April 1. According to the manufacturers present conditions would justify new prices immediately on all business, but as many manufacturers are doing business on what may be termed an exclusive agency plan, they have already booked a considerable number of their dealers. The manufacturers feel that in justice to other dealers on whom travellers have not yet called, an opportunity should be given the dealers to book their spring order at the old price. Every dealer will therefore be given an opportunity to book his spring order at the old price. It is said, however, that sorting orders for immediate shipment are to be charged at the new prices.

Amount of Increases

An advance of 25c per gallon has been made on all first quality house paint, floor paint, outside porch paint, flat wall paint, concrete paints, first quality marine paints, painters' stock white and ground color, priming paints.

An advance of 25c per gallon has also been made on second grade house paints and floor paints, and every liquid oil paint with the exception of barn paints and dory paints in the marine list. Both of the latter have been advanced 15c a gallon.

Minimum Prices on Shingle Stain.

Shingle stains remain practically unchanged with the exception that a minimum price of $1.15 per gal. has been made for ordinary colors and a minimum of $1.35 for greens and special colors in one gallon cans.

Shelf Lines Advanced.

All shelf lines, such as enamels, high-grade white enamel, screen, canoe and engine enamels, verandah chair paint, auto finishes, carriage and wagon paints, radiator enamels, are all advanced 10% net beyond present levels.

Varnish Prices Also Increased.

All varnish and varnish stains have also been included, and have advanced 10% net over previous price. On sorting orders new prices apply immediately, but old prices will be allowed on spring specification order up to April 1 on same basis as on liquid paints.

Big Changes in Differentials

Differentials on round cans or paint and varnish containers have also been changed.

On the half-gallon size the differential remains at 10c per gallon above the one-gallon price. No increase has been made here, in order that present stocks of half-gallon cans on manufacturers' hands can be expeditiously cleared out. On ¼-gallon cans the differential in future will be 20c gallon over the one-gallon price. (The old differential on the size was 15c gallon.) On ⅛-gallon or 1 pint size the new differential will be 40c gallon over the one gallon price. (The previous differential on this size was 25c.) On the 1-16 or ½-pint size the differential is now 80c gallon over the one gallon price. (Previous differential on this size was 45c gallon.)

On the 1-32, or ¼-pint size, the new differential is $1.60 a gallon over the gallon price. This latter size is not usually used with goods sold on a straight gallon basis, but as a general rule are sold each or by the dozen from the list price. The differential will be figured on a basis of $1.60 per gallon advance over the gallon price of the same product.

Varnish Can Differentials Altered

The new differentials on varnish cans, which are mostly square cans, are as follows: One-half gallon cans, 15c per gallon over 1 gallon price; ¼-gallon cans, 30c gallon over 1 gallon price; ⅛-gallon cans, 60c gallon over 1 gallon price; 1-16 gallon cans, $1.20 per gallon over 1 gallon price.

Terms Unchanged

No change has been made in the new terms adopted some time ago. Terms are 2% 15 days, net 60 on all standard goods. Oil and turpentine are net 30 days. All spring paint and varnish orders are shipped on a basis of April 1 dating. During the past year paint and varnish manufacturers, like those in many other lines of business, have been confronted with new problems of financing. Owing to the shortage of raw materials it has been necessary to purchase supplies for spot cash, payment frequently having to be made long periods before goods are received. The manufacturers claim that the advances which have just gone into effect were warranted several months ago. The last general advance in paint prices took place on June 23, 1917. There have, of course, been many changes on white lead, linseed oil and other products as reported in HARDWARE AND METAL'S weekly market reports.

During recent months HARDWARE AND METAL has on a number of occasions intimated that many changes, such as previously mentioned in the article, were likely to take place. To those who have followed the markets closely the many changes outlined in the article will not come altogether as a surprise.

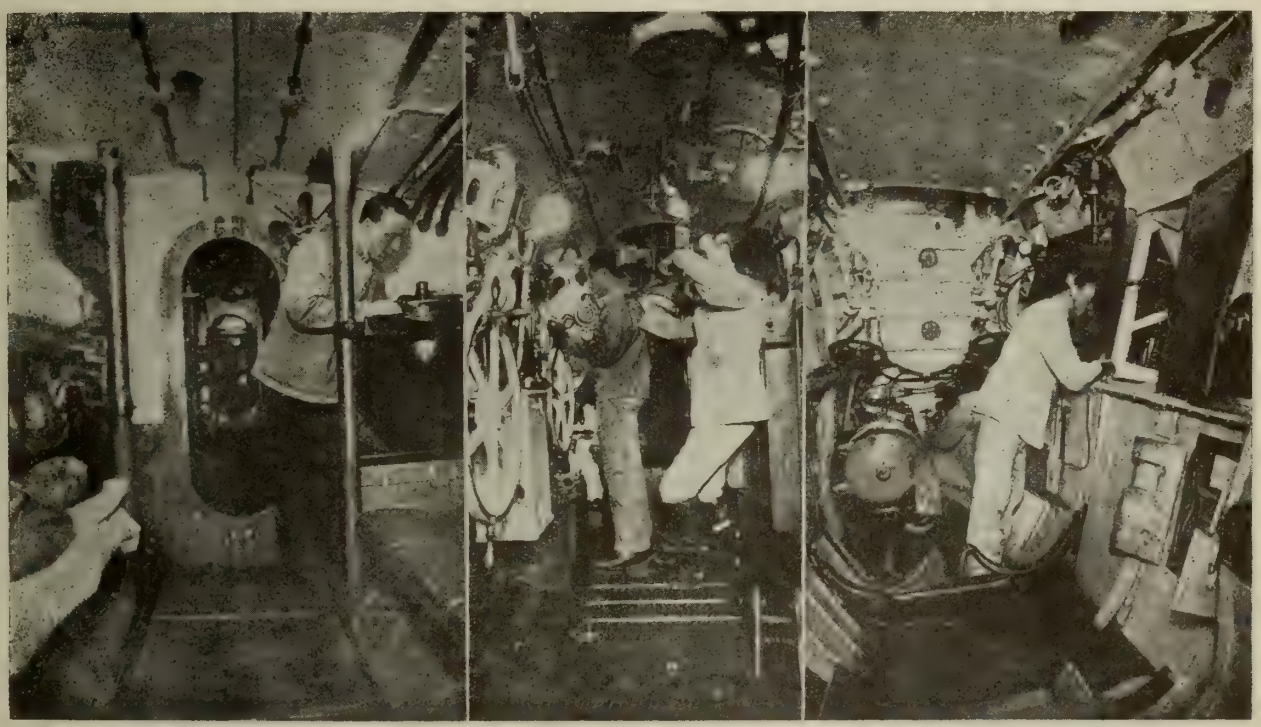
Action Also Taken by United States Makers.

Following several conferences in the United States between manufacturers, jobbers and government officials, the following statement has been issued by the Council of National Defence:

"To conserve tin and linseed oil and other ingredients of paint that are necessary for carrying on the war, paint manufacturers, now making in some cases as high as 100 shades of house paint, will limit themselves after July 1 to 32 shades. They will also eliminate several sizes of containers. Recommendations to this effect have just been issued by the Commercial Economy Board of the Council of National Defence. The board consulted with practically all manufacturers and representative dealers in preparing the recommendations, and is already assured of the co-operation of practically the entire trade.

"The detailed limitations refer to all kinds of paint and varnish. Enamels, for instance, will be restricted by the manufacturers to 8 shades, floor paint to 8, roof and barn paint to 2, shingle stains to 12, oil colors to 30, carriage paint to 8, architectural varnishes to 10 grades, marine

Current Events in Photograph—No. 5



THE HEART OF A SUBMARINE

THE submarine has become one of the great factors of the war, yet it remains still a good deal of a mystery. The photo above shows three views of the interior of a French submersible. On the left is the forecastle, or quarters of the crew. The compass is here also, and an officer is shown studying it. Center, amidships, the wheelsman is shown at his post, and an officer is shown looking through the vessel's periscope. Right, the stern of the vessel, wherein are located the ship's boilers and dynamos, and also the radio outfit, with which one of the men is shown at work.

varnishes to 4, and so on. In many cases this will mean a reduction of 56 per cent. or more.

"Half-gallon cans are to be discontinued altogether for both paints and varnishes, as are also all cans smaller than half pints. In several kinds of paints pint containers are to be eliminated and all cans smaller than gallons in barn and roof paint and shingle stain are to be dropped. The reductions are expected to involve little inconvenience to consumers."

According to the *Paint, Oil and Drug Review* the United States paint grinders have agreed to a reduction of shades as follows:—

Exterior house paints to 32.
Porch and floor paints to 6.
Flat wall paints to 18.
Automobile paints to 6.
Paste colors will ultimately be reduced to about 50.

As to the grading of varnishes, the following grades were determined upon by the Varnish Manufacturers' Association:

Architectural varnish, 10 grades.
Marine varnish, 4 grades.
Automobile varnish, 3 grades.
Miscellaneous varnishes including shellac varnish, bronzing liquids, etc., 28 grades.
Flat wall finishes, 18 grades.
Penetrating stains, 6 grades.
Varnish stains, 8 grades.
Interior enamels, 8 grades plus black and white.
Automobile enamels, 8 grades plus black and white.

Manufacturers must ship out present stock prior to July 1st and it is the government order that no cans or packages can be taken back from the customers as that would not be consistent with conservation because it involves extra costs of freight, resale, etc.

In addition to the foregoing sweeping changes the question of conservation in size of packages was carefully considered and the elimination of unnecessary sizes agreed upon.

All odd sizes are to be discontinued in the paint trade particularly half sizes and most of the smaller sizes.

As a result of the Washington meeting it has been decided that no varnish packages less than pints will be sold. In automobile finishes no pint or half gallon cans will be used. In flat wall paint no half size cans will be used."

What Hardwaremen Are Doing

Newspaper Advertisements Show How Retail Hardwareman is Taking Advantage of Fuel Shortage to Sell Many Lines From His Stock — Oil Heaters, Ash Sifters, Electric Stoves all Featured Extensively

"SAVE Fuel!" Under this heading THE WILLIAM BEATTY CO., LTD., PARRY SOUND, ONT., strike a note in a recent newspaper advertisement which is of interest to every householder to-day. Continuing, the ad. says: "The present scarcity of coal is a serious problem in many homes, and it is necessary for all to put forth every effort to make the present supply go as far as possible. Sift your ashes, we have several kinds of sifters ranging in price from 30c to $7.50. Coal Oil Heaters, we handle the ——— heaters in several styles, and also the ——— heaters in two styles. Wood Heaters, many people are providing themselves with wood heaters for emergency purposes, ——.. air tight wood heaters have no equal." These lines are of vital interest to many householders who are feeling the fuel shortage, and in addition this firm, which carries the slogan "The Busy Corner Hardware," lists skates, sleighs, snow shoes, snow shovels, ice saws and tools, etc.; all seasonable, saleable lines.

* * * * *

W. H. THORNE & CO., LTD., ST. JOHN, N.B., add attractiveness to one of their recent newspaper advertisements by using a cut to illustrate the line on which they are making a special drive. "For a Good Hot Drink in a Hurry," the ad. starts off, and follows along with "How often have you wanted a hot drink, quick—coffee, cocoa, milk, or beef tea—especially when you're out of an evening and return too late to re-light the range. Then on cold winter mornings when you'd no time to spare. On just such occasions ——— solid alcohol stoves fill the much-felt need to a nicety. Just fill the boiler, put it on, light the solid alcohol and almost before you realize it a piping hot drink—grateful and comforting—awaits you. These handy little stoves are also invaluable in cases of sickness. Come and see them, then buy yours." Following the prices of the different types are given, and the ad is backed by a direct appeal to their window display when they say: "See our Market Square window.

* * * * *

In advertising oil heaters, the CINNAMON-ALLIN, LTD., LINDSAY, ONT., store head their announcement: "Save the coal situation, use oil heaters. We sell the ——— oil heater, all black, $5.00, nickeled, $6.00. We sell ——— oil. The ——— oil heater will heat your rooms warmer than is possible with the furnace. Can be carried from room to room. Is economical on oil." These short, pointed sentences are attractively arranged on each side of a cut of the heater, which appears in the centre of the ad.

"Cold weather will not worry you," is the message given to customers of WHYTE & ORR, DAYSLAND, ALTA., in advertising the line of heaters which they carry. There is, however, a proviso following this heading which says in part, "If your home is heated by one of our high-grade heaters. We are showing this year, as usual, the old favorites, ——— hot blasts and ——— round oaks." An interesting feature of the ad. is contained in the announcement: "Several hundred of these ——— hot blasts are used in this district to-day, some for the past ten or twelve years, without one cent for repairs yet." In listing the ——— round oak heaters, this firm states: "Are built to last. Ask the man who has one what he thinks of it. Not cheap in first cost but very cheap considering their great economy of fuel and long lasting qualities." Cuts are used to further brighten the ad.

To show how extensively the hardwareman is branching out another paragraph from this firm's ad. is quoted: "Are you thinking of getting a phonograph?" reads a query, which is followed by the suggestion: "Let us show you the ———, the highest ideal yet realized in talking machines. ——— records are in a class by themselves, are practically everlasting. Let us demonstrate these for you." Surely the hardware merchant of to-day carries a diversified stock, and many of these new lines yield a splendid profit.

* * * * *

To meet an apparent shortage of gas REID & CO., WELLAND, ONT., inserted a timely advertisement on electric ranges. This ad. is well illustrated, and says in part: "In six styles and sizes, priced from $50 up. The only electric range with an absolutely sanitary oven. You can operate this electric range as cheaply as if you were burning gas. Don't let the gas shortage hold you up. Call at our store and investigate the ——— range."

* * * * *

"Burn oil or gasoline. The coal situation, why worry?" In this manner BOXALL & MATTHIE, LTD., LINDSAY, ONT., draw attention to the line of stoves they sell. "Facts that make ——— stoves better than other makes. No wicks to clean or buy, burners are equipped with heat condensers, preventing waste heat and saves fuel, burns a fourth oil less than other makes, is one of the most valuable articles for the home. See them working at our store. Demonstrations daily." Not only are statements made as to their worth, but this firm goes further and gives something of great interest in those last two words, "Demonstrations daily."

Where Quality Roofing Points the Way

Now a Fundamental—Getting the Facts About Roofing—Knowledge is Power—Application an Important Feature—Talk Quality, Advertise Quality

IT is not so many years ago that ready roofing was considered in the light of something temporary, only to be used on outbuildings which were not expected to be used more than from six months to three or four years. The real, long life service possible in its use did not enter into the sale, there was no attempt made to play up the real quality roofing which possessed years of service in its makeup.

Quality Now a Fundamental

How the tendency in this respect is changing can be seen from the class of advertising now being done. Advertising to-day of quality roofing places particular emphasis on long life, years of wear, entire satisfaction for the better class of building.

In looking over some newspaper advertisements recently the writer was impressed by an appeal for roofing which carried in large, black faced type the following important announcement. "For fine residences and public buildings." Surely this is getting away from the old idea of putting this roofing on only barns, implement sheds or construction camp quarters.

Getting the Facts About Roofing

What enters into the quality roof, what are the points to be emphasized in selling roofing for the better class of buildings? Is the roofing you sell made up from materials combined in such a manner that it will back up the service you claim for it?

Here is where knowledge enters into the game of selling roofing in such proportions that it can't be played up too strongly. Only recently in making a couple of calls, a dearth of real knowledge concerning roofing was apparent. This is by no means the rule but neither of those to whom reference is made could have sold roofing to any one wanting to know why they might expect service and satisfaction.

Where Knowledge is Power

Their attitude was quite different from another type to whom a possible purchase of roofing was suggested. "We sell ——— roofing, sir; let me show you samples and explain why we pin our faith to this line." This was the opening sentence of one of the finest talks one could listen to on roofing. A real knowledge of the goods was displayed and confidence in the merchant and his product grew as one followed his talk.

First of all, this merchant wanted to know for what type of building it was to be used. On learning that it was for a residence, all points which might crop up were covered. The products used in the manufacture of the roof were outlined, how these were compounded to give maximum wear and long service; how easily it was applied; its fireproof qualities; the cost of upkeep. This man was a merchant in the full sense of the word.

Knowing the Other Man's Line Too

Not only was this man's own line known to him but when it was suggested that ——— roofing had been highly recommended he proceeded to show where the line he sold excelled the other. He knew the other merchant's goods too. That was a point that impressed the buyer greatly. There was no knocking of the other product—no waving the matter aside—he admitted the other was good roofing but the line he sold was better and he stood ready to prove it.

Put It on Right

One of the most important factors in roll roofing is its application. Applying this type of roofing in any other than the right way leads to ultimate dissatisfaction and special emphasis should be placed on this feature. Boards of the same thickness and free from large holes should form the base—a faulty foundation is the cause of more roofing dissatisfaction than nearly any other feature and there should be no loophole through which the purchaser can lose faith in the quality product you are selling. The merchants' responsibility does not cease when he rings up the sale in his cash register. He should see that the roof is given a chance to uphold the standard of service which he has outlined as possible in its use. This can only be done by paying particular attention to its application.

Talk Quality, Advertise Quality

In selling roofing the quality point should predominate—not only in the actual sales talk to the customer but throughout the newspaper ads., window displays and interior displays. There are roofing and roofings on the market but it is the product which possesses the basis of quality, is built with the idea of living and upholding a reputation, that should be pushed.

This can be incorporated in newspaper advertising most effectively. The roofing is decidedly an important item in the construction of any building and as such deserves great care in handling. In another ad. which appeared featuring roofing, this heading was used: "Don't put on the roof until you investigate." This is a very wise precaution for any builder to take and it is in courting investigation that the merchant secures an opportunity of explaining the virtues of the product he sells.

Giving the Customer Something to Think About

Other points incorporated in this ad. which go right to the heart of the situation are: "——— has demonstrated that it is not only a most durable roof, but also the most efficient roof. It is economical to buy, inexpensive to lay and costs practically nothing to maintain. It is light weight, clean, sanitary, fire-retardent and weather-tight. It is now used as the preferable type of roof for office buildings, factories, hotels, stores, warehouses, garages, farm-buildings, etc., where durability is demanded."

Prepare "Copy" Carefully

To write newspaper ads. which carry a message straight to the reader that is the type to bring results and is what the merchant should spend time in preparing. Simply announcing that you carry roofing is not enough—specify the kind, tell how it can be used and why it is best. Advertising copy that is interesting, that compels attention, that will bring inquiries is the kind that should be written and can be written with a little study.

In talking quality, the merchant has a theme on which he should be able to wax eloquent. After all, there is where success in merchandising roofing lies, for it is only by selling quality that the long wear and satisfactory service wanted can be given. A good roof is really essential to any building and the opportunities for the sale of roofing in this class are many.

MARKET FOR FIREPROOF ROOFING

In connection with the construction of public warehouses for storing rice, the Siamese Government has encountered difficulty in securing suitable fireproof roofing material. This is largely the result of the present high prices of galvanized iron (the material mainly used for this purpose in tropical countries), apart from certain inherent objections to its use under any circumstances.

This roofing question has aroused much interest for a long time all over tropical Asia and the East Indies and has never been wholly satisfactorily solved. It is thought that the matter is one that might well engage the attention of American manufacturers and exporters, both in Siam (which is at present in a prosperous condition) and in other countries of the Far East, particularly the Philippine Islands. To obtain a really good market, any material of this kind should be as low in cost as possible, but it should be both fireproof and waterproof to a high degree and easily applied by relatively unskilled native labor.

Winners in Christmas Display Contest

High Standard of Excellence Attained in Winners' Windows — Entries Show Growing Interest in This Field—Selling Power a Feature — The Winners — Price Cards Play Important Role

HARDWARE AND METAL'S annual Christmas Window Display Contest which closed on January 2 last met with a splendid response, entries coming along in great numbers during the last few weeks of the old year. This meant a large assortment for the judges to go through, and their task proved no easy one, as the quality of the displays was indeed high. Every consideration was given to even minute details, and the awards were only arrived at after thorough examination, this resulting in the majority of cases in close decisions being rendered.

PRIZE WINNERS IN HARDWARE AND METAL'S ANNUAL CHRISTMAS WINDOW DISPLAY CONTEST.

In Towns Over 5,000

1st Prize—H. W. Parr, care of Fawcett Hardware Co., Saskatoon, Sask.
2nd Prize—J. F. Macdonald Bingham, care of May Brothers, Toronto, Ont.
3rd Prize—P. E. Hughes, care of Cochrane Hardware, Ltd., North Bay, Ont.
4th Prize—G. E. Hammond, care of Mills Hardware, Ltd., Hamilton, Ont.

Those receiving honorable mention in order of merit are as follows: L. K. Bradbury, Manville Hardware Co., Prince Albert, Sask.; F. S. Keller, Latham's Hardware, Moose Jaw, Sask.; N. W. Barton, Barton & Fisher, Port Arthur, Ont.; Fanny Dickson, Sumner Co., Moncton, N.B.; M. H. Serson, Baxter Hardware Co., Windsor, Ont.; Charles Harvey, Wills & Emerson, Port Arthur, Ont.; Harry J. Hanwell, Marks, Clavet, Dobie & Co., Port Arthur, Ont.; Sam Wilson and E. Batineau, Sumner Co., Moncton, N.B.

In Towns Under 5,000

1st Prize—W. A. Schaefer, care of M. Weichel & Son, Ltd., Waterloo, Ont.
2nd Prize—J. C. Kayser, care of Rutherford & Kayser, Simcoe, Ont.
3rd Prize—S. C. Manly, care of W. K. C. Manly, Grand Forks, B.C.
4th Prize—G. A. Culbert, care of Johnson Bros., Boissevain, Man.

Others to receive honorable mention are: H. I. Gayton, care of John Dutton, Govan, Sask.; W. H. Cuddy, Strathroy, Ont.

Selling Power a Feature

In planning the window, it is to sell goods. The window which will create the most business is by far the most successful to make. It is often true that windows arranged artistically and with due regard to nicety of detail will attract greater attention than one perhaps less striking at first glance, but unless selling force is incorporated, the quality really sought is lost entirely. It is necessary that a good assortment of articles be shown, and price cards are regarded as essential to achieve the best results. These are points which the judges kept in mind in making their decisions.

The Contest

The contest followed lines established in previous years —two sections, one for towns over 5,000 population and one for towns under 5,000 population, being established. In each section there were four prizes, as follows: First prize, $10; second, $5; third, $3; fourth, $2

The prize-winners are listed in the accompanying panel, and the first prize displays in each section are reproduced herewith. In succeeding issues the other prize-winners' displays will be shown.

Winner in Over 5,000

Harold W. Parr, of the Fawcett Hardware Co., Saskatoon, Sask., winner of first prize in towns over 5,000, is a former prize-winner in HARDWARE AND METAL contests, and his reference to price tickets and their selling value is reproduced herewith:

"You will notice that I have all the articles in the window priced with small but plain price tickets. It has been my experience that many exceptionally good displays lack the price tags. May I quote from the results we achieved by including same in the hope



Awarded first prize for places over 5,000 population, in HARDWARE AND METAL'S *Annual Christmas Window Display Contest. Display arranged by H. W. Parr for the Fawcett Hardware Co., Ltd., Saskatoon, Sask.*

that other window dressers will see how price tags work out to advantage? People would come into the store and say:

" 'Let me see that percolator at $4;

" 'Let me have that fern pot at $3;

" 'Give me that sugar and cream set at $4.50,' and so on. They decide while outside the store just what they want, and they know how much they are going to pay for it.

"I had a lady in the store one night who declared that she had been taking in all the store windows on the street for an hour and one-half and could not recall a store where the prices were shown on the goods excepting in stores where the merchandise was of a different nature to what she wanted. Her own words convey my message very clearly: 'Evidently you are not afraid to tell the people what you want for your goods.' Incidentally her purchases before leaving amounted to $12, made up from small items such as salt and pepper shakers, cold meat forks, baby spoons, etc."

A brief description of the window has been outlined by Mr. Parr as follows: "Background, carmine and white; pillars, white; flame globes on top of pillars. Body of window, dark red plush; holly wreaths and sprays as decorations, with a few artificial asters in vases. Show cards, wiring, scrolls on background and bells all done by the writer."

Winner in Second Section

W. A. Schaefer, with M. Weichel & Son, Ltd., Waterloo, Ont., trimmed the first prize-winner in the section for places under 5,000. Mr. Schaefer did not include description of display, but it will be seen from the reproduction herewith that a splendid assortment of goods was shown and price cards used freely. In sending along this entry, the following note from Mr. Schaefer explains itself: "As this window display has brought us such magnificent results, I wish to enter it in your contest. The photographer made a poor job of this, as part of the front was cut off and also a portion of the left-hand side."

In the first sentence the keynote to successful window display advertising is given—"this window display has brought us such magnificent results"—and this is just where prize-winners of each section lay particular emphasis. Mr. Parr considers the use of price tickets profusely as a big factor in the results achieved—this must have been a point of merit that helped in the attainment of the magnificent results Mr. Schaefer speaks of.

Altogether the standard of window display advertising is showing improvement and the greater interest being taken in hardware stores from coast to coast would indicate the growing importance placed on this part of the selling program. Time devoted to arranging attractive, seasonable and sales producing windows is well spent. Get the people interested and looking forward to your displays—the business will soon show improvement.

Many new contestants have been noted in this year's contest and some who received honorable mention a year ago are now with the winners. This shows a tendency towards improvement which is welcomed and although it is not possible for all to be winners, HARDWARE AND METAL is pleased to note the growing interest evidenced by the large number of entries. In looking over the winner's windows, it is possible points may be gathered which will be of use in arrang ing other displays and it is with the idea of elevating this branch of retail merchandising that this contest is conducted.



Awarded first prize for places unaer 5,000 population in HARDWARE AND METAL'S *Annual Christmas Window Display Contest. Arranged by W. A. Schaefer for M. Weichel & Son, Waterloo, Ont.*

STANDARD GAUGE WIRE FENCING

In a recent letter to HARDWARE AND METAL, a subscriber asked the question as to whether the sale of 9½ gauge wire fencing was permissible in Ontario. He also asked whether this might be called a standard gauge. There are perhaps other merchants faced with the same questions and a copy of the reply sent to this man is reproduced for their benefit.

"Acknowledging your letter of January 22, there is no restriction placed on the sale of 9½ gauge wire fencing. This might also be called a standard gauge.

"Your letter opens up a really big field for discussion. To import wire from the United States it is necessary to declare fencing No. 9 gauge to have it come in duty free. However, the customs authorities allow a variation of two or three points and in this way 9½ gauge which is really a light No. 9 could be brought in.

"Canadian manufacturers are not compelled to conform to any standard in the selling of fencing outside of the fact that when they declare same is a certain gauge it must be that gauge. There is no reason why a Canadian manufacturer could not draw 9 gauge as well as 9½, but in either case he would have to declare his product.

"The British Imperial standard gauge, known as the "S.W.G." or standard wire gauge is the legal wire gauge of Great Britain. It is also the Canadian customs standard for metal sheet plate and wire. The Birmingham wire gauge, also known as "Stubbs" iron wire gauge, is used in England as the standard for iron and steel wire and by some makers in the United States. There is a slight difference in the two No. 9's represented by these two gauges.

"In selling a 9½ gauge wire fencing, and calling same a standard gauge fence any manufacturer would be quite within his rights."

EDITORIAL COMMENT

REPORTS from Germany state that a process has been patented by which tin plates can be tinned on one side and, it is claimed, used for preserve tins, paint tins, etc. According to reports the process is one by which two sheets of the same size of tin are placed tightly together and soldered along the edges before being dipped into the tinning vat. After tinning the sheets are separated. It was at first feared that the expansion of the air between the two sheets would cause them to separate during the dipping, but reports state that this difficulty has either not arisen or has been overcome. This is probably one of the alleged 10,000 new processes adopted by the Germans since the outbreak of the war.

GETTING DOWN TO EFFICIENT BASIS

ONE of the things the war has done and is doing for Canadian industry is to cause a reorganization on a more economic basis. Manufacturers are ridding their decks of useless lumber in the shape of multiplied lines which are very similar to other lines. For the small difference in style there has been no real advantage to either the manufacturer or the consumer.

Scale manufacturers have cut down the number of designs by one-half in some instances. Some manufacturers have discarded certain styles entirely, as for instance the household scale. Where formerly there were some two hundred designs of railway track scales, one large Canadian concern now manufactures only six designs.

Paint manufacturers have decided to do away with half-gallon and pint sizes in tins and to greatly reduce the number of colors manufactured. These are but signs of the revolution that is being effected in Canadian industry at the present time. Canadian manufacturers have a new vision of world markets and the capturing of world trade. They are clearing their decks for action and are getting down to an economic basis of manufacture. These factors are going to help Canada secure her rightful place as a resourceful and energetic manufacturing nation.

UNIFORM MARGINS OF PROFIT IMPOSSIBLE

THE suggestion is frequently made when discussions on price-fixing are going on that the percentage of profit a retailer may make be set at a uniform rate for all regulated articles. It is possible that this plan might work if applied to a few staple lines but were this adopted to cover a large number of products the results would very soon show wherein it was not practicable. It would affect one of the underlying principles of merchandizing and tend towards upsetting retail methods which have been successfully established for many years.

It would appear that this method would simplify merchandizing considerably, and, if practicable, would be the general rule, but experience has proved that it is impossible for any great number of items to carry a uniform profit. Many factors enter into the determining of the price an article shall be sold for but decidedly it is the salability which must form the true basis of arriving at retail prices. The most important factor is really turnover.

Most assuredly the hardware man could not be expected to sell a line which turns but once a year at the same margin of profit as those which turn five or six times in the same period. In establishing a uniform profit it must needs be at a higher average profit. This would result in the one-turn-a-year line being a little cheaper but the six-turn-a-year goods would show decidedly higher figures. This is by no means fair to the merchant selling the goods nor to the consumer.

Every item in the hardware man's stock has to bear its fair share of overhead and selling expense. Those lines which remain on the merchants' shelves for months and require greater effort in selling must naturally bear a greater share of the expense. Until the point is reached where all merchandise is equally salable, profit margins cannot be made uniform and the day when this condition of affairs will prevail is by no means imminent.

EXPORT TRADE REACHES HUGE TOTAL

AN exceptional growth in volume and value is evident in Canada's export trade as outlined in a special article in this week's issue of HARDWARE AND METAL. Figures for 1917 reveal the fact that Canada's trade in food, ammunition and other manufactured products with the Allies is reaching such proportions that gradually the status of the Dominion as a debtor nation is improving.

Practically all branches of industry have participated in this expansion, which shows an increase during the three-year period of approximately 58 per cent. in mineral products; 26 per cent. in fishery products; 31 per cent. in forest products; 177 per cent. in agricultural products, and 469 per cent. in manufactured goods.

Canadian Manufacturers Specializing

Canadian Concerns Turning Their Attention to Specializing on Few Lines Rather Than Diffusing Their Efforts Over Many Lines—Manufacturers Have New Conception

THAT the war has given a new conception of business organization and manufacturing outlook is an established fact. Manufacturers who previous to the war were limping along and diffusing their efforts over many different lines are now getting down to a more economic method of doing business. Where formerly their efforts were directed to making numerous lines they have decided to do away with many lines which in a sense overlapped. This trimming down of lines is going to enable the manufacturers to organize their manufacturing processes so that they can specialize on a few lines and get a bigger production on the ones they deem best suited to meet the needs of the trade.

A striking example of this new conception of business is to be had in the manufacture of scales. Canadian manufacturers in some instances cut the number of lines previously manufactured in half. One concern formerly manufacturing eight different styles of platform scales is now manufacturing only four. In the case of railroad track scales where upwards of 200 different sizes were manufactured there are now only six sizes manufactured. Following show the various sizes previously made on portable platform scales together with the sizes now being manufactured:

	Old sizes manuf'c'd capacity	Sizes now manuf'c'd capacity
Portable platform, lbs.....	2,500	....
Portable platform scale ...	2,000	2,000
Portable platform scale ...	1,500	1,500
Portable platform scale ...	1,200	....
Portable platform scale ...	1,000	1,000
Portable platform scale ...	800	....
Portable platform scale ...	600	500
Portable platform scale ...	400	....

Eliminating Unnecessary Sizes

From the above table it will be seen that the 400-lb. size is eliminated. Those who require a scale to weigh up to 400 pounds will have to purchase the 500-lb. size. Those requiring to weigh 600 and up to 800 pounds will have to take the 1,000-lb. size. Two sizes are effectually eliminated by doing this. Those requiring to weigh up to 1,200 pounds will have to secure the scale of 1,500 pounds capacity. Manufacturers hope through the saving in manufacturing cost thus effected to be able to give the customer the larger scale for about the same price as the smaller scale was formerly sold for.

In the large railroad track scales, where formerly there were some 200 different designs the number has been reduced to six designs. The standard scale for railways will now take 150-ton engines and have a platform length of 50 feet. The heaviest scale previously was one which took only 100 tons capacity and when heavier weights were placed upon it there was a constant strain. This results in the scales becoming inaccurate in a short time with a consequent variation of weight of all scales used in weighing railway cars. Now the lightest scale that is made is of 100 tons capacity.

Through the adoption of the standard size at 150 tons capacity the possibility of inaccuracies in weight are eliminated as the scale will weigh the heaviest engines without any danger of strain. There is possibility of an enormous saving in the cost of the production of these railway scales and at the same time a product will be secured that will be absolutely accurate in its work.

Household Scales Eliminated

One concern has eliminated the manufacture of household scales entirely. They assert that there is not sufficient demand for these to make it worth their while to fritter their efforts away on them. They would rather expend the same effort in concentrating upon the lines which will be in greater demand. In this way they hope to reduce the operating cost on the lines that will be more generally used. This will reduce the cost per scale and enable the manufacturers to give a better product for the same amount of money. It is hoped even to give lower prices in some instances.

Getting Ready for After-War Period

There is a shaping of the business activities of Canadian concerns toward the after-war period. Many there are who feel that competition will be keen for trade when plants now working on munitions turn their efforts to production for peace requirements. This has been one of the big considerations that has impelled Canadian manufacturers to clear their decks for action and get rid of a lot of lumber in the case of numerous superfluous lines. Energies frittered away on numerous lines is wasted energy. It does not enable the concern to get to an economic method of doing business. If free trade comes throughout the world as a result of this war, as President Wilson evidently suggests that it shall, it will mean that industry can no longer be bolstered up under a high tariff wall. Each country will have to depend upon its own resources and the ingenuity and skill of its manufacturers. This will mean the taking

(Continued on page 50.)

Millions from the Sugar Bush

Hardwaremen Should Cultivate the Farmer's Interest in Tapping More Trees—Room For Development—A Patriotic Side To It

IN the year 1916 the Province of Quebec gathered from its crop of maple syrup and sugar over three million dollars and it is stated this could be increased by several millions more.

Fifty-Five Thousand Bushes

No fewer than 35,000 sugar bushes are said to be known of in the Province of Quebec alone, while in the other provinces there are some 20,000 more. Now is the time then that the hardware man should turn his attention to a consideration of this topic, as the perid of active operations approaches. By giving this matter some thought, business in the line of goods pertaining to this industry can be stimulated, and the advantage will be beneficial to both farmer and merchant.

Reliable Information

To France, Scotland, England, Australia and other foreign markets our maple products can be sent and there find a ready market. It is stated that an excellent demand exists which cannot be supplied at the present time.

In the first place it would be well to advise your customers to use sap buckets that are large enough to catch a day's run of sap, and to urge that these must be clean and free from foreign matter. Much sap is wasted in certain parts when buckets are used that will not hold the day's run. Advise the frequent scalding of buckets—this should be done daily.

It is best to select an evaporator that is suited to the size of the bush owned by the farmer. This is important, and the size selected should be large enough to accommodate the day's run of sap. It will be an easy matter to get sizes and capacities from the manufacturer, and he will willingly co-operate with the hardware man in matters of this kind.

Sap gathered should be boiled down the same day. Make necessary arrangements to have a good fire as soon as the sap is ready for boiling down. The hotter the fire, the more brightly it is kept burning, the better, and the care and attention directed here will amply repay for any trouble. Upon the condition of the fire depends the density of the syrup. Generally speaking, the shorter the time spent in boiling down the better the quality of the syrup, and in addition the sugar will be better too.

Make Displays Early

Get your windows ready and show the various supplies that the farmer will need. Make good displays and keep the matter before all who will be interested. Write your customers and when they come to town be prepared to talk syrup and sugar. In doing this you will be performing a patriotic duty, for the harvesting of this natural crop will tend to release just that much more of the refined sugar for the troops and allies overseas.

Something New for the Cardwriter

A Series That Will Give Ideas and Instructions for the Cardwriter Who Has Already Mastered the Rudiments of the Work.

By Robt. T. W. Edwards

TO get away from the usual run of our show card lessons we are going to give in the next few lessons the ideas as worked out by other Toronto show card writers as well as our own. The actual work we will do but the layout and form of lettering will be gleaned from the work of Toronto's best cardwriters—men whose cards appear in the best stores.

If you are familiar with Toronto and have noticed the style of show card which has been prevalent up to a year ago and compare it with those which are being displayed at the present time, you will notice an almost complete change of layout, design and lettering. Never in the existence of this city has there been such a remarkable revolution of style as the last year brought forth. Apparently the reason for this is that new blood has come into the city and has brought with it fresh ideas—ideas which appealed to the local cardwriters for their originality and artistry. Not only did they appeal to the cardwriters, but to the many firms who buy show cards for their own use. The ideas of the local card writing world were diverted into a new channel, and no wonder, for this new style commended itself to both public and cardwriters—to the former on account of its artistic appearance, to the latter for its simplicity.

One of its most noticeable features is the absence of air brush work. Previous to this most cardwriters seemed to think the sign of the air brush had to appear on all cards of a fancy nature but this new style now prevalent has proven that with a good knowledge of handling colors one can get very satisfactory results without it.

Undoubtedly it is a good thing for the card writing profession that this has occurred as the public were becoming satiated with the sight of cards plastered with elaborate air brush designs. The idea, like many another, was overdone. Now it will be used sparingly by the best cardwriters and will therefore have a tendency to uplift the value of both air-brushed and hand-worked show cards.

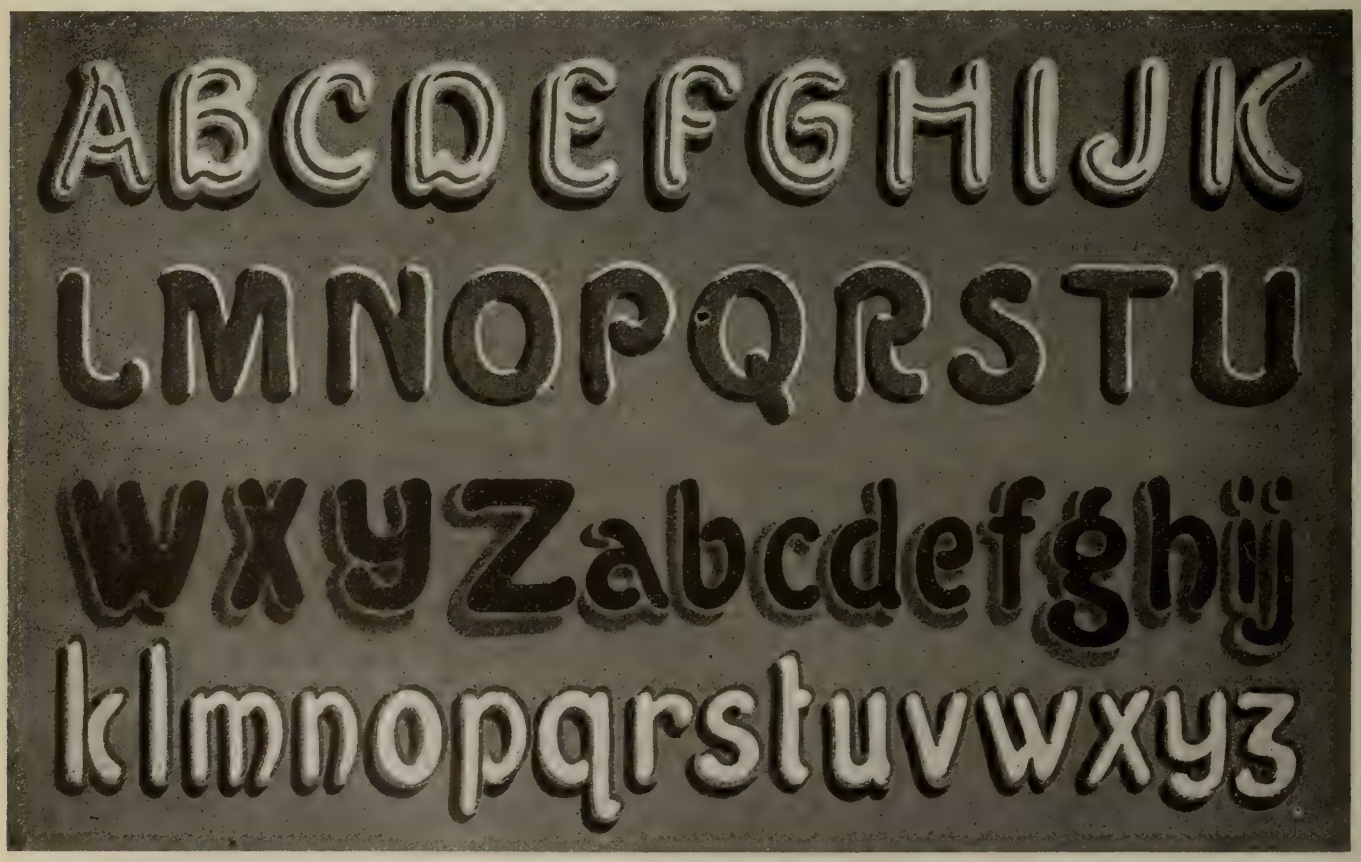
At first glance this show card lesson may seem familiar to the student who has followed this series carefully but on a closer inspection the difference will at once become apparent.

In the first place there are fancy letters to be used in making up words which are to feature on the show card. These words must be used sparingly—say not more than two or three words to each card. The rest of the reading matter should be put on in a less conspicuous form. This will tend to make the entire card more readable and attractive than would be the case were all the words on it made of fancy colored type. Above all things don't overdo your work. Always leave a wide background on the cardboard as it is this which makes the letters stand out.

The main feature of this lesson is, of course, the lettering so we will turn our attention to studying its formation and color combination.

First let us look at the chart. Here we have an upper and lower case alphabet. This letter formation is a free and easy style and one that is not hard to learn. Practice is the main thing. The ends of the letters, as you will observe, are all finished round and are therefore easy to do. The letters are not of brush-stroke formation, as in many previous lessons, but can be made by either outlining the work with a small brush and filling in the centre or can be made with a wider brush which will make the width of any of the letters with two strokes and therefore avoid filling in. You can try both ways, the result will be the same.

You will notice that, while the alphabets are all the same formation each line



has been treated with different forms of shadings. This will give you some idea of where the shades are applied.

There is one thing which should be explained before going further and that is that the best results are obtained by using tinted or pastel shaded cardboard such as creams, pale gray, light browns, in fact all light shades of cardboard can be worked into attractive show cards providing the proper colors are used for the letter formation. The reason that the tinted board can be used with better effect is that white can be used as a letter or a "high light" thus giving you more scope for variety.

The first line of the alphabet shows a white letter with a black shade and a narrow brush-stroke of orange over the top of the letter. Other color combinations can be used. If your card is dark blue use a black shade with a pale blue



letter and a medium shade of blue for the over stripe. Dark cardboard is best for a white letter.

The second line shows the shading used in a different manner to the first. The body of the letter is dark red with a narrow white line on the high light side and a narrow black line on the shadow side of the letter. Here also can be used many different colors. You can make this an entire combination of blues. A royal blue letter with a pale blue high light and a dark blue shadow line on a cream colored surface makes an excellent card.

The third line is a solid black letter with a French gray shade. This is just to show what a solid black letter looks like. The kind of shade used to make any letter stand out entirely depends upon the color of the surface you are working on. For instance, don't use a gray shade over a cream cardboard. The pale shading colors must harmonize with the surface color of the card.

The last line of the chart shows a pale blue letter with a darker blue on the upper and right hand side and a black shadow. This will work up splendidly on a misty gray or cream colored card.

Do not use any but opaque colors for this work and those must be thoroughly mixed and inclined to be thick rather than otherwise. Transparent colors are absolutely worthless.

As stated before this is only one form of letter treated in this manner. Many other new forms will be gone into later.

Fig. No. 1 shows a dozen other varieties of letters from which whole alphabets can be worked up. These are just given to show what a variety of fancy letters can be made.

"P" shows a brown round-end letter with a darker brown outline, outside of which is an outline of white. Black and white shawod and high-light lines are on the face of the letter.

The E shows a white letter with a black shadow with a light green brush stroke line on the face of the letter. This letter can be worked out with different shades of blue.

"A" shows an excellent letter formation for this work. It is a light brown letter with a black shadow and a white high-light line.

"S" is a good letter to be used on a white card. Black for the letter with a high-light of cream. Use a pale cream shade.

"H" shows a very dainty form of lettering and one that can be used on a high class card with good effect. Many color schemes can be contrived with this letter. Try a green tone. Use a pale green letter shaded with a darker green. The letter is outlined in white.

"G" is a letter to match the "S" in formation. Various colors can be used here.

"R" shows another form of letter which is good for this work.

"T" is a thick and thin without any spurs.

"D" is a heavy spurred white letter with a dark outline and a pale blue brush line shade.

"K" makes another nice form. This is a heavy spurred letter of dark blue with black shade and a white line on the letter.

"W" shows another form of letter which has all the shading on the face of the letter.

"M" is of a fancy Roman formation.

The completed cards shown here are



FIG. 1.

only a few of the many designs that can be made by following the method just explained. They are made by using the same letter formation as illustrated in the chart. You will notice that the large exanse of background which is shown and which has the effect of giving greater prominence to the lettering.

WOOD FUEL TO RELIEVE COAL SHORTAGE

A vigorous campaign is being planned to encourage the eastern provinces of the Dominion to substitute wood instead of coal for fuel purposes. The Dominion Fuel Controller has repeatedly called attention to the urgent need for increasing the production of wood. Provincial governments are at work on the problem and will co-operate with the federal authorities in every way. City and municipal governments in some cases have taken steps to accumulate a reserve of wood fuel to supplement the dealers' stocks. From Winnipeg, the mayor reports the action of the city in making this purchase proved an important factor in averting a local fuel crisis.

Special organization is essential to stimulate production and consumption of wood fuel, to reduce the demand for coal. Farmers and rural communities generally, within easy reach of wood supplies, should make as general use of this fuel as possible. Now is the time for action to be taken. Steps under way in this direction will no doubt meet with the full support of the public.



EVENTS IN THE TRADE

BUSINESS CHANGES

Kincardine, Ont.—A. L. Shiells, hardware, has sold to Peter Shiells.

Roland, Man.—Geo. Ross, hardware, has been succeeded by Roland Hardware Co., Ltd.

Roland, Man.—Milton J. Horn, hardware, has been succeeded by Roland Hardware Co., Ltd.

Canora, Sask.—Sines & Johnson, hardware merchants, implement agents, etc., have dissolved partnership. Lewis Sines is continuing.



GEORGE HENDERSON

President, Brandram-Henderson, Ltd., Montreal, re-elected president of the Canadian Paint, Oil and Varnish Association.

INDUSTRIAL NOTES

Oshawa, Ont.,—Thornton Rubber Co., Ltd., has obtained provincial charter.

Halifax, N.S.—Hillis & Sons, Ltd., Hollis Street, plan to rebuild their foundry.

Hamilton, Ont.—Canada Steel Goods Co., Ltd., Arthur Street, will erect a $3,000 one-storey frame storage warehouse.

Whitby, Ont.—The United Rubber Manufacturing & Reclaiming Co., has purchased site for the erection of a plant here.

Tillsonburg, Ont.—The erection of a $35,000 extension to factory is contemplated by the Maple Leaf Harvest Tool Company.

False Creek, B.C.—Canadian Metals and Equipment Company have leased a site on Industrial Island for the construction of a plant.

Hamilton, Ont.—Canada Steel Goods Co., Ltd., Arthur Street, contemplate the erection of a $150,000 four-storey reinforced concrete factory.

Toronto, Ont.—International Malleable Iron Company, Ltd., has been authorized to increase the capital stock of the company from the sum of $250,000 to the sum of $500,000.

Toronto, Ont.—Canada Cycle and Motor Co., Ltd., has been authorized by supplementary letters patent to increase the capital stock of the company from the sum of $50,000 to the sum of $2,000,000.

Three Rivers, Que.—City Council have granted guarantee for $100,000 to the Page Wire Fence Co. of Canada, head office Walkerville, to locate their complete plant here. The company will spend $150,000.

OBITUARY

James Gow, sheet metal contractor of Toronto died recently in his sixty-second year. Deceased commenced business in New Westminster, B.C.

Thomas Stacey, for many years a leading hardware merchant of St. Thomas, Ont., died recently at the age of ninety-one years. Deceased was the oldest resident of the city. Major George Stacey, son of the deceased, who is now overseas, is a member of the firm of Stacey Bros. Cutlery Co., St. Thomas, Ont.

PERSONAL

Lieut. Frank P. Vokes, son of Miles Vokes of the Vokes Hardware, Toronto, and a director of the company, has been seriously wounded at the front.

H. E. Burt, founder of the Burt Hardware Company and a leading citizen of Woodstock, N.B., has been elected Mayor of the town by acclamation.

INCORPORATIONS

Bracebridge, Ont.—W. W. Kinsey Co., Ltd., has been incorporated with a capital of $40,000 to manufacture and sell hardware, roofing harness, automobiles, etc.

FIRE LOSS

Chatham, Ont.—D. H. Douglas, hardware, has suffered loss by fire.

Guelph, Ont.—G. A. Richardson, hardware, has suffered loss by fire.

North Bay, Ont.—Hardware store owned by William Munns, damaged by fire to the extent of $6,000.

Chatham, Ont.—Plant owned by the Pittsburg & Des Moines Steel Co., Inshes Avenue, damaged by fire to the extent of $10,000.

Guelph, Ont.—G. A. Richardson, hardware, suffered loss by smoke and water in recent fire, which destroyed G. B. Ryan store.

Chatham, Ont.—D. H. Douglas, hardware, suffered serious damage by fire. A stock of $15,000 was on hand, about half of which was covered by insurance.



WALTER B. RAMSAY

President A. Ramsay & Son Co., Montreal, re-elected vice-president of the Canadian Paint, Oil and Varnish Association.

NEW FIRMS

Melfort, Sask.—Messrs, Moser & Bishop who recently purchased the hardware business of G. B. Jameson, have commenced business. Mr. Bishop has represented the wholesale hardware firm of Merrick-Anderson of Winnipeg for some years. He will return to his duties on the road when businness connections have been completed.

OTTAWA STORE REORGANIZES

H. J. Daly, who for some years has been managing director of the National Cash Register Co. of Canada, has purchased the assets of the A. E. Rea Co. of Ottawa including stock, fixtures and building. The new firm will be known as

the H. J. Daly Co., Limited, with H. J. Daly as president, W. P. Grant, store manager, J. Gulbranson, superintendent, G. L. Johnson, merchandise manager, and B. L. Cook, treasurer.

The store is being reorganized from the bottom up and some new and radical methods will be adopted. For instance the office of the store manager will be right at the front entrance, and will have no door on it. A sign will invite customers to enter with complaints or suggestions.

The new firm will be particularly strong financially and will pay spot cash for all purchases.

Mr. Daly is enthusiastic over the prospects of the new venture and the trade will watch with interest the advanced methods that will be employed.



H. J. DALY.

—Courtesy International Press Service.

MONTREAL NEWS ITEMS

G. W. Carter of the Eagle Lock Co., Terryville, Conn. has been in Montreal in the interests of his firm.

W. B. Stewart, representing the firm of W. B. Stewart and Son Cotton Co. of Toronto, was a visitor to Montreal this week.

Isaac Lobsitz, representative for the Lalance and Grospean Manufacturing Co., of Syracuse, New York, is calling on the Montreal jobbing trade.

Royal Cluxton of the Canada Paint Co. Montreal, spent a few days last week in Toronto, where he was in attendance at the conference of the paint men.

H. R. Picketts, of Picketts & Shurman, hardware and accessory dealers, of Radville, Sask., was a caller at the Montreal office of HARDWARE AND METAL on Wednesday. Mr. Picketts is very enthusiastic regarding present conditions in the West.

Jas. Reid, of the purchasing department of Caverhill, Learmont and Co., is confined to his home with a rather severe illness. Mr. Reid is able, however, to sit up at this writing but it is expected that it will be some weeks before he will be able to resume his duties.

J. S. Bowbanks, representing the Starr Manufacturing Co. of Dartmouth, N.S., has been calling on the Montreal Jobbing trade this week.

Among those attending the recent conference of paint manufacturers in Toronto were George Henderson, president of the Brandram-Henderson Company and W. F. McLennan of the same firm.

W. A. C. Hamilton, secretary-treasurer of the Consumers' Cordage Co. has returned to the Montreal office after spending a month in visiting Western Canadian points. At Winnipeg and as far through as the Coast, Mr. Hamilton found conditions as relating to business, very good. There is an indication to be more careful as to buying, Mr. Hamilton stated to a representative of HARDWARE AND METAL, but that needs were being selected carefully, as required. Particularly at the Coast, there is an air of activity as to the immediate future development of the shipping industry.

ST. JOHN, N.B., NEWS

Senator Thorne, head of W. H. Thorne & Co., Ltd., has offered a handsome silver trophy for competition between the various boy scout patrols of St. John.

Philip Granan's hardware and stove store, Main street, St. John, was damaged by fire this week, his loss of $5,000 on the building and $3,500 on the stock being covered by insurance.

A. O. Skinner, president of the St. John branch of the Retail Merchants' Association, has tendered his resignation, which, however, has not yet been accepted by the executive.

The congregation of St. David's Presbyterian Church, St. John, has decided to proceed with the erection of a new church to replace that destroyed by fire, at an estimated cost of $110,000 to $120,000.

It is reported from New Glasgow that the Nova Scotia Steel Company is about to purchase the property of the Eastern Steel Company, which adjoins the New Glasgow plant and that a large plate mill will be erected on the site so acquired.

Commercial men of New Brunswick and Nova Scotia are protesting against the cancellation of the night trains between St. John and Halifax and are urging that at least on Friday nights the trains should be run to enable them to reach their homes for the week-end.

Officers for the coming year have been elected by the St. Stephen's branch of the Retail Merchants' Association as follows: president, S. De Wolfe; vice-president, Parker Grimmer; second vice-president, Fred Sears; treasurer, Chester Gregory; secretary, H. E. Beck; additional members of executive, R. D. Ross, W. A. Mills and Alex. Boyd.

The R. H. Howes Construction Company of Boston and New York have established a shipyard at Meteghan, N.S. The shipyards owned by the estate of James Cosman have been taken over, mills erected and equipped with modern machinery and 500 acres of timber lands purchased. The keel for one vessel has been laid and as soon as spring weather permits keels will be laid for three more and the work on all of them will be carried along simultaneously.

The staff of the T. McAvity & Sons, Ltd.., King street stores, St. John, enjoyed a sleighing party last Saturday evening. After a drive out of the city they returned and found a substantial supper awaiting them. Following the supper, with W. G. Stratton acting as toast master, a list of toasts was honored, those speaking to the toasts including Miss Eva Mitchell, Miss A. Storm, P. J. Legge, W. S. Clark and J. J. Lelacheur. A musical programme was given by Miss Mitchell, Miss Morrison, Mr. Irvine and the Y.M.C.A. orchestra.

NEW COMPANY FORMED

Alfred C. Gilbert, of the A. C. Gilbert Co., New Haven, Conn., and Thomas E. Menzies, of Menzies & Co., Toronto, Can.,



T. E. MENZIES and *A. C. GILBERT*

President and Vice-President respectively of the A. C. Gilbert-Menzies Co., Toronto.

have obtained a charter for a company to be called the A. C. Gilbert-Menzies Co., Ltd., which will be located in Toronto. This company will manufacture many lines of toys in addition to handling electric fans and other specialties.

Thomas E. Menzies is to be president and Alfred C. Gilbert vice-president of the new company.

Correction

In listing the travellers who will represent Whites Limited of Collingwood, Ont., in last week's issue, the names of W. A. Thurston and W. M. Smith were inserted in place of W. A. Fetherston and W. S. Smith.

HARDWARE LETTER BOX

MAKER OF LINOFELT

Ingram & McMaster, Bloor St., Toronto.—Kindly advise name of maker of Linofelt.

Linofelt is made by the Union Fibre Co., Winona, Minn.—Ed.

LUNCHEON AND THEATRE PARTY FOR HARDWAREMEN

In addition to the program which appears on this page, and which was described in detail in last week's issue, a luncheon will be tendered convention delegates by Wood, Alexander & James. The luncheon will be held on opening day, Tuesday, Feb. 19, from 5.30 to 8 p.m. Following the luncheon a theatre partly will be held, at which the delegates will be the guests of Hamilton manufacturers. All convention plans are now complete and it is hoped there will be a large attendance of retailers.

CATALOGUES and BOOKLETS

History of Door Knockers

The Art Brass Company, Inc., 299 East 134th St., New York, have just issued a very attractive little booklet entitled "A History of Door Knockers." In the booklet, many designs sold by this company are illustrated and the origin of the patterns outlined. Copies will be sent to dealers on request.

The Tools Mechanics Buy

The L. S. Starrett Company of Athol., Mass., have just issued an attractive little booklet entitled "The Tools Mechanics Buy." In it many of the products manufactured by this company are listed, with details as to their use and points which can be brought out in making sales. Distribution of the book among hardware stores and clerks is aimed at and copies may be obtained without charge by writing to the company.

Sharples Calendar

The Sharples Separator Co. are distributing their 1918 dealer calendar. This shows a young girl standing at a table drinking milk. The calendar is 40 inches high, finished in attractive colors. These can be secured by writing to the Toronto office.

Soren Bros.' Catalogue

Soren Bros, tinware manufacturers, Toronto, have issued an attractive 1918 calendar. The subject on the calendar represents "The Opera Singer."

Business Calendar

Dowswell, Lees & Co., Ltd., Hamilton, Ont. (formerly Cummer, Dowswell, Ltd.), have issued a business calendar for the 12 months, beginning February, 1918. In addition to the usual features this calendar gives a number of important historic and patriotic days, birthstones for each month, the complete calendar for 1917 and 1919, and some outstanding events in Canadian history.

CONVENTION PROGRAMME

THE ONTARIO RETAIL HARDWARE AND STOVE DEALERS' ASSOCIATION

ROYAL CONNAUGHT HOTEL, HAMILTON FEBRUARY 19-21, 1918

TUESDAY, FEBRUARY 19

10.30 a.m.—Meeting of Executive, appointment of Convention committees.
Reports of Officers for approval by Executive.
2.00 p.m.—Open Session.
Reception by Mayor and Trade Association representatives.
3.00 p.m.—Business Session for members.
President's Address.
Secretary's Report.
Treasurer's Report.
Reports of Executive and Advisory Committees.
New Business.
Evening—Open for entertainment.

WEDNESDAY, FEBRUARY 20

9.30 a.m.—10-minute addresses on "Outlook for 1918," by following speakers:
"The Linseed Oil and White Lead Situation," by H. M. Ashby, Managing Director Sherwin, Williams Co., Montreal.
"A Forecast on Sheet Metals," by A. T. Enlow, President Dominion Sheet Metal Co., Hamilton.
"Saws and Tool Situation," by H. P. Hubbard, General Manager E. C. Atkins & Co., Hamilton.
"Shovel Situation, Present and Future, As We See It," by W. E. Skelton, Superintendent Canadian Shovel & Tool Co., Hamilton.
"Hinges and Wrought Hardware," by A. F. Hatch, Manager Canada Steel Goods Co., Hamilton.
"Ready Mixed Paint Outlook," by F. J. Penberthy, Manager Lowe Bros., Ltd., Toronto.
"The Metal Market," by W. G. Harris, Sr., President Canada Metal Co., Ltd., Toronto.
"Outlook From the Wholesaler's Standpoint," by T. B. Williamson, H. S. Howland Sons & Co., Toronto.
Queries from members and consideration of forecasts.

WEDNESDAY AFTERNOON

1.30 p.m.—Address by John C. Kirkwood, Business Counsel. Mr. Kirkwood's address will cover the following subjects: Ascertaining and Recovering the Costs of Doing Business; Making a Net Profit of Thousands Per Year; A Salary for the Boss; Selling Enough, or the Matter of Turnover; Making the Man Behind the Counter a Better Salesman.
3.30 p.m.—Address on "Advertising," by A. A. Briggs, Advertising Manager Dunlop Tire & Rubber Goods Co., Toronto.
Queries and discussion on above subjects by members.
Question box.

WEDNESDAY EVENING

Closed meeting for members.
"Department Store and Mail Order House Methods," by Geo. D. Davis, Manager HARDWARE AND METAL.
Question Box Session.

THURSDAY MORNING

Closed Session.
9.30-10.30—Election of Officers and General Business.
10.30—Address on "Salesmanship," by Geo. A. Simpson, Sales Manager Steel Company of Canada, Hamilton.
"Mock Sales."
"Demonstration of Actual Salesmanship."

THURSDAY AFTERNOON

New Lines for the Hardware Store.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

CYCLONE WINDMILL PUMP

The Cyclone Windmill Pump is a new toy just being brought out by the Wolverine Supply and Manufacturing Co. of Pittsburg, Pa.

It imitates the windmills that boys and girls see in the country.

To operate it, the following directions are given: pour into the hopper the can of white clean sand, which goes with each toy, and set the can back under the pump spout. Then set the toy in the wind, or if the wind is not blowing, work the pump handle by hand and immediately it is stated the white sand begins to flow from the pump spout, just like water flows from a real pump.

It is claimed one can also make the mill run by blowing against the fan



Cyclone Windmill Pump.

blades, or again the same effect is had by setting the toy in the breeze of an electric fan.

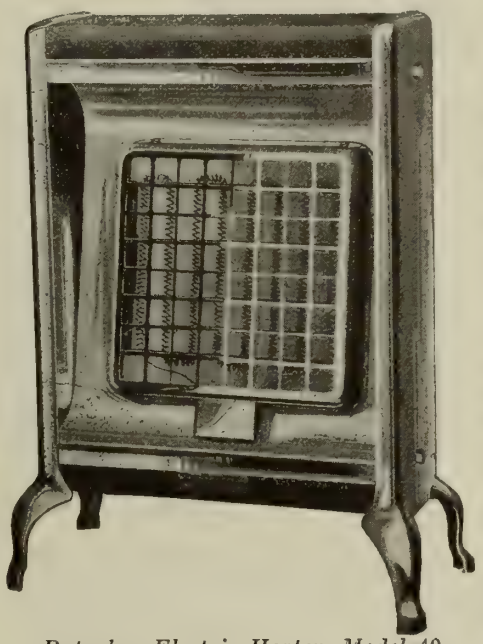
It is stated that some of the boys who have electric motors or toy engines, can run the windmill like any other of their toy machines, simply by connecting the pulleys by a belt made of ordinary soft white wrapping string.

The containing carton serves the purpose of a sand tray. Metal binding strips to stiffen the edges accompany each toy; also a sand scoop as well as full and illustrated instructions for setting up and operating.

RUTENBER ELECTRIC RADIATOR

The Rutenber Electric Heater, Model 40, is manufactured by the Rutenber Electric Co. of Marion, Ind. This is what is known as the reflector type, being so designed that the greater part of the heat is thrown out from the side, which it is claimed, makes it very comfortable to use in any small room.

It is stated that special care is taken in finishing nickel-plated ends and reflectors being used, with black-baked

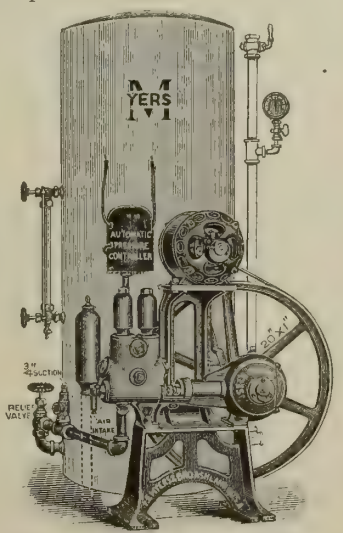


Rutenber Electric Heater, Model 40

enamel body. The element glows at a bright red, making a very intense heat. Eight feet of heater cord with attachment plug complete is furnished. The dimensions are, length 12½ in.; width, 6 in.; height, 16 in.

MYERS ELECTRIC HOUSE PUMP

P. E. Myers and Bro., Ashland, Ohio, have recently introduced the Myers self-oiling electric house pump, which is designed for use with open or pressure tanks, for shallow wells or cisterns, is motor driven and has a capacity of 180 gallons per hour.



Myers Electric House Pump.

It is claimed that the Myers electric house pump can be operated by any electric current and from the farm lighting and power systems now on the market. The motor equipment is 1-6 h.p. Operation is automatically controlled by the use of the automatic pressure controller. This appeals to users generally as it saves electricity, wear and tear on the pump itself, and saves time and labor in starting and stopping when water or pressure becomes low.

All working parts are automatically lubricated by oil splash from the crank case except the idler pulley which has a self-lubricating bushing—this eliminates frequent usage of a dirty oil can.

Points enumerated by the manufacturers as of interest to the trade are brought out in the following:

The base is a one piece iron pedestal with machined pads for pump and motor making a mounting for the entire equipment and insuring perfect belt alignment.

The valves are rubber on brass seats of the grid pattern and are held in position by brass studs fitted with springs for quick closing. Each valve is located in its own valve box and may be reached by removing the cap immediately over it without disturbing any other connections or fittings.

Air chambers are placed over the discharge valves and eliminate water hammer, a combined vacuum chamber and priming reservoir steadies the flow of water and insures priming. A relief valve is provided to protect the pump and motor from excessive pressure.

The power end of the pump has a ⅞ inch diameter pulley shaft which runs in long, easily renewable bearings located on opposite sides of the eccentric which operates the connecting rod. The connecting rod is bronze and adjustable for wear. The crosshead is also bronze and runs in a bored guide.

PARKER SHEET METAL SCREWS AND DAMPER QUADRANTS

The Parker Supply Co., 784 East 136 St., New York, N.Y., are placing on the market the Parker Sheet Metal Screws and Parker Damper Quadrants.

It is claimed the Parker sheet metal screws do away with bolting, rivetting, etc., and their use results in a saving of 75 per cent. in cost and labor.

The Parker damper quadrant is used for damper regulation in hot and cold air ducts and the results obtained by users, the makers state, justify their assertion that it is the best in the world.

THE CLERKS DEPARTMENT

"BINGO BYNG" BELIEVER IN BUSINESS EFFICIENCY

Character, Training and Career of General the Hon. Sir Julian Hedworth George Byng, Whom Canadian Soldiers Delight to Honor

EFFICIENCY, brilliant business-like efficiency in warfare has brought General the Honorable Sir Julian Hedworth George Byng, K.C.B., K.C.M.G., to the forefront in his calling. He had been called the "Apostle of Efficiency." He had been endowed with the title of "Bingo Byng" by the Canadian troops whom he led, drilled, and disciplined into first class fighting men for more than a year before the famous battle of Cambrai. The boys rejoiced in him though he did insist on their polishing their buttons back and front, and keeping the very nails on their boots free from rust. And when it came to the big British drive at Cambrai they gloried in upbuilding the glory of General Byng. His heroic treatment of them in training brought out the best in them —best behind gun and bayonet—and made him their hero first, and afterwards Britain's. That's Byng.

In this war General Byng has had a notable record of success. After being with the early British Expeditionary Force in the battle that began before Antwerp, he was placed in command of the Third Cavalry Division that made the stand before Ypres, protected the Belgian withdrawal, and thrust back the Germans for the first time in what was to have been their "march to the sea." In the official reports at that time General Sir John French stated that the troops under General Byng "were repeatedly called upon to restore situations at critical points and fill gaps in the line caused by the tremendous losses which occurred." In recognition of his work at that time, which had been highly praised by the Commander-in-Chief, General Byng was made a Knight Commander of St. Michael and St. George.

On Somme and at Vimy

It was under General Byng that the Canadians performed their great part in the battle of the Somme, and effected the brilliant capture of Vimy Ridge last April.

"Byng was in charge at Vimy Ridge," said a British officer "and he certainly ran that show well!"

General Byng quickly discovered the Canadian army qualities of courage and initiative, but realized that these qualities, to have military value, must be coordinated by strict discipline. To-day, having learned their lesson from experience, that most terrible of all teachers, the Canadians welcome the sternest discipline; and since they combine with this the will to use the bayonet they are now among the most effective troops in Europe. Byng trained the Canadians. And look at those Canadians! There's nothing to beat them.

At Suvla Bay Landing

General Byng succeeded General Stopford in command of the Ninth Army Corps at Suvla Bay in 1915, and took part in the later stages of the Gallipoli campaign. It was in May of 1916 that he was placed in command of the Canadian troops with whom he has always been popular.

From the first he recognized their high fighting worth. He knew that with the right training they could beat the Kaiser's best.

Under his discipline, as distinguished from the kind of training that the laymen might possibly call more "practical," the men parade and parade and parade and "form fours." They learn to respond automatically to directions, to obey orders unfailingly even in the midst of unspeakable confusion and horror, to be perfect in their mastery of detail.

"A man isn't prepared for a battle when he is taught things that depend on his thinking," a British officer said. "In battle the soldier can't think. He must be able to do the right thing without thinking."

That is the reason for the discipline that men like Byng stand for, as opposed to the other type of training, and Byng wins battles.

Byng's Birth and Training

General Byng is fifty-five years old. His wife, who was Miss Marie Evelyn Moreton before her marriage in 1902, is well known in England as a novelist. His grandfather, the first Earl of Trafford, was a noted English Field-Marshall. He is the seventh son of the Earl of Strafford.

As a young man he entered the Army with a commission in the 10th Hussars, and with that regiment he served in the Sudan campaign in 1884 and won distinction in the South-African war, where he was promoted to be colonel of his regiment. In 1902-4 he commanded the regiment. After that he became head of the Cavalry School at Netheravon, Salisbury Plain. He was made a major-general in 1900, and since 1914 he has been a divisional commander.

Hard School of Discipline

It was at Netheravon that he began to be most definitely recognized as one of the "new men," the type of the "new tradition" that the South-African war brought to the British Army. Before that time, as an English student of his country's affairs pointed out when talking of General Byng, the tradition of the British Army centered in India, and Rudyard Kipling was its poet laureate. Since the beginning of the present century the tradition of the British Army has found its center and its expression in Aldershot, the place where men are trained. Sir Douglas Haig and the other "new men" are men of that tradition. It is a tradition of rigid—and to the outsider inexplicable—discipline.

If you need any argument for the excellence of the kind of discipline and training obtained at Aldershot and Netheravon, which made the little British Army absolutely second to none in efficiency, you can find it in the mere fact that when the new armies were trained in the widst of this war they were trained in just that same way.

The Third Army and Cambrai

Last June, when General Sir Henry Edmund Allenby was sent to Egypt, General Byng succeeded him in command of the British Third Army.

"He has never been a gallery player at all," an officer said of him, "yet with his Third Army he has led one of the midst of this war they were trained in war."

General Byng is the second British commander thus to be mentioned in the official report from the Field-Marshal's headquarters. The first general thus honored was Sir Herbert Charles Onslow Plumer, to whom, by name, Sir Douglas Haig gave first credit for the Messines Ridge advance in June.

It was erplained that the reason General Plumer was especially mentioned in the report was that he had himself originated and perfected the plan and preparation of the attack. It is a not unnatural inference that the idea of the tank onslaught, and the marvelous secrecy that preceded the sudden action, may be due to General Byng himself.

CONSIDER ELECTRIC HEATING

The Ottawa Hydro-Electric Commission is giving some study to the question of electric heating, in connection with the fuel problem. It is recognized that the stage has not yet been reached in electrical development where the general us of electric current for heating is practicable, but the commission is considering the possibility of electric heating as an adjunct to coal.

It is suggested that the fuel situation could be considerably relieved by the use of electric heating for some weeks in the spring and fall, when the weather is mild.

The commission is going into the question of the possibility of selling electric current for this purpose at a rate that would make such heating not too expensive. — from the Ottawa *Journal-Press.*

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

OF more than passing interest in the hardware markets this week was the decline in the price of wire nails and wire. Such a turn in the market came as somewhat of a surprise in some quarters. Reason for the decline is due to the accumulation of heavy stocks of wire rods at seaboard shipping points for which transport space could not be secured. These stocks were thrown on the market and prices went down accordingly. Manufacturers of nails were able to place their order for rods at a price that would permit of a reduction in nails and wire. Since these stocks of wire rods have been disposed of there has been a firmer trend to the market and advances of $5 per ton in the basic materials for nails and wire have been recorded.

One of the most drastic changes to be recorded during the week was that on paint products. In addition to advances in prices of all paints and varnishes it has been decided to eliminate certain sizes and to cut down the range of colors now being manufactured by Canadian paint manufacturers. Differentials on paint and varnish cans have also been altered.

Advances have again been numerous and include price change in the upward direction on tool boxes, snubbers, wooden taps, jelly glasses, chamois skins, heater wicks, rifles, shotguns, skates, electric irons, toasters, post hole augers, grain cleaners, drag scrapers, vises and anvils, barrel churns, batteries and flashlights, Paris plaster, fuel oil, oil heaters, handles, grindstones, shears, clothes line reels, barn door hangers, saws, scythe stones, seine twine.

Business is reported seasonably good. Transportation difficulties have greatly hampered business, both in the shipment of goods to customers and in the movements of travelers for wholesale houses.

MONTREAL MARKETS

MONTREAL, Jan. 31.—There have been a number of minor changes for the week, none of which are very great. Cut nails have been reduced 15c per keg to $5.60 base. All kinds of axe handles are subject to a revised discount of 35 per cent., the former being 40 per cent. Barrel churn discount has been reduced from 22½ per cent. to 17½ per cent. A few lines of wheelbarrows have been increased, as shown in current quotations. Plain grindstones are up 30c to 40c per 100 lbs. P. S. & W. tinners' shears are quoted higher. Some of the Taylor-Forbes lines have been advanced from 10 to 20 per cent., these being for such lines as clothes line reels, sad irons, saw vises, barn door hangers, and bench screws. Simonds' saws, both crosscut and circular, are higher. Scythe stonts, garden cultivators and seine twines are all higher. The state of trade is quite satisfactory, notwithstanding the severity of the weather and the congestion of traffic.

Railroad Milk Cans And Cream Cans Are Higher

Montreal.

MILK AND CREAM CANS.—The heavy railroad milk cans and cream cans sold through the trade recorded new advances this week. The former have been selling on an advance of 10 per cent. over list, and this has been increased to 20 per cent. over list. The cream cans, selling heretofore on an advance over list of 20 per cent., are selling now at a 25 per cent. advance on list.

New Prices Are Set For Wax Products

Montreal.

WAX PRODUCTS.—An advance of 1c per pound all around has been made in the prices of manufactured wax products. This is effective at once and covers the 20, 40 and 100-pound cases, and is also applicable to parowax. The new prices will run from 13½c per pound to 14c, according to the sized quantity bought and the nature of same.

Good Supplies Of Coal Oil And Gasoline

Montreal.

GASOLINE AND COAL OIL.—There is one consoling fact amid the great number of shortages that are now prevalent here and there, and that is the report of ample stocks of coal oil and gasoline. These are moving very freely for this rather dull season of the year, and the prices are held without change. Coal oil is quoted at 17c for Royalite and 20c per gallon for Palacine and Electroline. Gasoline is 32½c.

Tinners' Shears, Clothes Line Reels Higher

Montreal.

CLOTHES LINE REELS, SHEARS.—Among the lines recording advances this week are shears of the Peck, Stow and Wilcox line. The advance is stated to be about 10 per cent., which makes the price of the No. 7 $3.60 each; No. 8, $2.90, and No. 9, $2.50. Advances of from 10 to 20 per cent. have been made in certain lines of Taylor-Forbes goods, such as barn door hangers, clothes line reels, saw vises, bench screws, and sad irons, there being no definite percentage advance applied to the lines mentioned.

Barrel Churns Are Up; Plain Grindstones Higher

Montreal.

GRINDSTONES, CHURNS.—Two advances of interest are made this week, one of considerable proportions in unmounted grindstones. These sold formerly at from $1.60 to $2.20 per 100 lbs., and have now been advanced to $2 to $2.50, according to the weight per 100 lbs. Barrel churns have also been marked higher. The previous discount of 22½ per cent. has been reduced to 17½ per cent.

Wheelbarrows And Axe Handles Are Marked Up

Montreal.

WHEELBARROWS, AXE HANDLES.—An advance has just been recorded in the prices of certain lines of wheelbarrows. The light garden are now jobbing at $53.50 per doz., the No. 3 garden at $75 per doz., and the navvy at $51.50 per doz. It appears that these are pretty hard to obtain at all, even at increased costs. Axe handles of all kinds have been advanced also, the former discount of 40 per cent. now being 35 per cent.

Cross-Cut Saws And Scythe Stones Higher

Montreal.

CROSSCUT SAWS AND SCYTHE STONES.—Advances have been made in two important lines sold through the trade. Simonds crosscut saws and circular saws have been marked up approximately 10 per cent. Canadian makes of scythe stones have advanced nearly 25 per cent., and this is attributed to the scarcity of labor and the costs of boxing, etc.

Seine Twine Marked Up; Also Garden Cultivators

Montreal.

SEINE TWINE, CULTIVATORS.—An advance in the price of seine twine has been made, this being 4c per pound over the previous list and making the price 60c per pound basis. Increasing costs have made this imperative, it appears. Hand garden cultivators have also recorded an advance of 10 per cent., and this will apply to several of the styles sold by the jobbers.

Tendency For Sheets Is Quiet And Easier

Montreal.

SHEETS AND PLATES.—There has been little interest this week in the situation regarding plates and sheets. Trading has been fair and the tone somewhat easy, although prices have been unchanged, except that one firm has made a lower quotation for the 10-gauge black, and this is given at $8, a decline over the lowest quotation of last week of $1.50 per 100 lbs. Other gauges and sizes in both galvanized and black are held unchanged.

MONTREAL—

BLACK SHEETS—		100 lbs.
10 gauge	$8 00	$12 50
12 gauge	8 65	11.50-11.60
14 gauge	8 80	8.85- 8.55
16 gauge	9 00	8.65- 8.65
18-20 gauge	9 25	8.75
22-24 gauge	9 40	8.90
26 gauge	9 45	8.95
28 gauge	....	9.05
10¾ oz. (28 English)	10 55	10.75

GALVANIZED SHEETS—	
10¾ oz.	$10 00
28 ga.	9 65
26 ga.	9 25
22 and 24 ga.	9 05-10 45
20 ga.	10 30
18 ga.	8 85
16 ga.	8 70

Bar Iron And Steel Are Held Unchanged

Montreal.

IRON AND STEEL.—There is just a fair amount of business passing for the iron and steel products, some lines being more in evidence than others. No changes are made for the week. Some difficulty is experienced in sending forward shipments to outside points, although complaints are very few. Prices are as follows:

MONTREAL—

Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0.17½-0 19
Black Diamond tool steel, per lb.	0 18-0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20-0 21

Fashioned Lead Lines Are Held Unchanged

Montreal.

LEAD PRODUCTS.—A routine business is being done in the various manufactured lines of lead, such as traps and bends, sheets, etc. No changes have been made for the week, and prices are held as follows in a somewhat uninteresting market.

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 12½	0 13
Lead sheets, 4 to 8 lbs. sq. ft.	0 11½	0 12½

Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.

Solder, strictly, lb.	0 47	....
Solder, commercial, lb.	0 45	....
Solder, wiping, lb.	0 42	....
Zinc sheets, casks	0 26	0 30
Do., broken lots	0 28	0 32

Very Firm Tone To Old Materials

Montreal.

OLD MATERIALS.—While there are no changes in the quotations this week for old materials the market is characterized by much firmness. It is quite difficult to move stock, but there is a fair demand from the local users of the various commodities. As soon as weather conditions permit the movement it is anticipated that there will be much more interest to this line. Prices are as follows:

MONTREAL—

Tea lead	$ 0 05	....
Heavy lead pipe	0 06¼	0 06½
Yellow brass	0 13½	0 14
Red brass	0 20	0 21½
Light brass	0 08	....
Scrap zinc	0 05½	....
Heavy copper	0 22	0 23
Wrought iron, No. 1, per gr. ton	25 00	....
No. 1 machinery scrap	27 00	....
Heavy melting steel	18 00	20 00
Pipe scrap	15 00	17 00
Stove plate, per ton	17 00	19 00
Old rubbers, boots and shoes.	0 08	0 08½
Overshoes, lumbermen's rubbers boots	0 07	....
Bicycle tires	0 03½	....
Auto tires	0 04½	0 05½
No. 2 busheling	....	13 00

Spring Orders For Stoves And Enameled Ware Good

Montreal.

STOVES AND ENAMELED WARE.—There is no special activity at the moment in stoves. Manufacturers are very well pleased with the outlook, however, and are prepared to book orders for next fall, subject to delivery as late as August at present prices. This will apply to the usual lines, such as stove pipes, coal hods, stove boards and shovels, stoves and other lines. In the meantime the outlook for spring is good and orders are coming forward in a satisfactory manner. The amount of business coming in from the West, reports one manufacturer, is large. Some difficulties confront them in the procuring of raw supplies, the shortage of coal and coke being partly responsible.

Cut Nails $5.60 Base; Wire Prices May Change

Montreal.

WIRE AND NAILS.—There has been a decline of 15c per keg in the price of cut nails, which are now reduced to $5.60 base. Wire nails are still holding at $5.50, although there may be a revision of this base price in the downward direction in the near future. Bookings are coming along fairly well, jobbers state, and they are well satisfied with the outlook. Standard smooth steel wire is selling for $6.50 base, but indications point to a downward revision.

Advances Are Expected In The Prices Of Rope

Montreal.

ROPE AND CORDAGE.—A decidedly firm tone characterizes the rope situation, which however holds without change. Various sources state that a change is due and may come at any time, for with the constantly increasing price of hemp manufacturers are confronted with the possibility of having to ask higher prices, they say. Many of the United States makers, stated a large manufacturer to HARDWARE AND METAL, are not taking on any business, at least they are not seeking any. The situation is somewhat unsettled in view of the suggestion that the United States Government will take over the Manila hemp supplies. The opening of navigation will see a great stimulus to the trade, but in the meantime some business is being done.

Lead Is Steady And Firm; Spelter Stocks Lighter

Montreal.

INGOT METALS.—There is very little of change in the ingot metal markets for the week. Sales are light and stocks of some lines small.

PIG LEAD.—This is held firmly here, and the amount of trading is small. The supply in New York markets is limited, while the East St. Louis market is very firm, with a strong undertone. The local price ranges from 9½c to 10c per lb.

COPPER.—The price of 33c to 34c is still held and trading is not very heavy, although a few lots are moving. Some supplies are looked for locally as soon as the congestion is eased.

TIN.—Prices are held and the condition of trade is reported as quiet. Stocks in the hands of importers are light. The price of 79c to 82c is still ruling.

SPELTER.—There is a scarcity of spelter here, it is stated. with just a fair demand. The price is 10½c to 11c.

ANTIMONY.—An easier condition is noted at outside points, but locally there is no change. Little demand obtains. Quotations are based at 18c.

ALUMINUM.—The volume of trade is within small compass and the price ranges from 58c to 60c per lb.

TORONTO MARKETS

TORONTO, Jan. 31.—Wholesalers experience considerable difficulty in getting goods distributed to their customers owing to the transportation difficulties. One of the changes of more than passing interest was the decline in the price of wire nails and wire. For the most part price changes have been in the upward direction and include higher prices on electric sad irons, toasters, grain cleaners, drag scrapers, anvils and vises, solder, barrel churns, tool boxes, snubbers, wooden taps, jelly glasses, chamois skins, heater wicks, rifles and shotguns, skates. Business is reported fairly good for this season of the year. Some retailers have asked for shipment of goods in order to take advantage of situation before the increase in freight rates.

Tool Boxes And Snubbers Go Higher

Toronto.

TOOL BOXES, SNUBBERS.—An advance of 40c has been made effective in the price of tool boxes for Ford and Chevrolet cars, the new price being $3.35 each. Gabriel snubbers have been advanced to a substantial degree. Type that formerly sold for $23.50 per set of four are now quoted at $25.20. Type formerly sold at $31.50 per set now quoted at $33.60; type formerly quoted at $37.50 are now quoted at $42. Special snubber for Ford car is quoted at $21 per set list. Discounts on tool boxes: Less than 6, 25 per cent.; 6 to 23, 30 per cent., 24 and over 35 per cent. Discounts on snubbers: Less than 6 sets, 25 per cent.; 6 sets and over, 30 per cent.

Wooden Taps And Jelly Glasses Make Advance

Toronto.

TAPS, JELLY GLASSES.—An advance was registered in the price of Redlich wooden taps, the increase amounting from 10 to 25 per cent. No. 2 is now quoted at $1 dozen, No. 3 at $1.40 dozen and No. 4 at $1.70 dozen. Tin top jelly glasses have been advanced 20 per cent. 6-oz. size is now quoted at $6.50 per gross and 8-oz. size at $7 per gross.

Chamois Skins Advance; Heater Wicks Higher

Toronto.

CHAMOIS SKINS, HEATER WICKS.—Higher prices on chamois skins have been announced by some dealers. Where formerly discount was 7½ per cent. off list they are now sold net list. Export of these skins has been prohibited by England, while French chamois skins have been off the market for some time. United States sources are now depended upon for Canadian supply. Price of Perfection coal oil heater wick has been advanced 10 per cent. No. 3 size is now quoted at $2.45 per dozen. On account of scarcity of coal there has been a heavy demand for these wicks, as the oil heater has been requisitioned more than ever before. Regular lampwick also shows a higher price. No. O is quoted at 72c per roll of 32 yards, No. A at 90c per roll, No. B $1.35 roll and No. D at $2.10 per roll.



THE NEW MESSENGER BOY

—New York *World*.

Rifles, Shotguns And Skates Higher

Toronto.

RIFLES, SHOTGUNS, SKATES.—Higher prices have been made effective on Remington repeating rifles and shotguns to the extent of 7½ per cent., 22 calibre repeating rifle is now quoted $20.35, while 25, 30, 32 and 35 calibre are quoted at $34.50. No. 6 single barrel shotguns are quoted at $8.50 each. Shotgun No. 10A, 12 gauge, is quoted at $44.10 each. Booking prices on Dunne skates have been announced. Round tube are now quoted at $4.35 per pair, diamond tube at $5.30 per pair and special aluminum hockey at $4.35 per pair.

Electric Irons And Toasters Go Higher

Toronto.

ELECTRIC IRONS, TOASTERS.—An advance of 10 per cent. has been made effective on National electric sad irons. Model B 6-lb. and 4-lb. are now quoted at $3.75 each. Classic irons 6-lb. are quoted at $4.25 each. National toasters have been advanced to $3.75, the former price being $3.38 each.

Post Hole Augers And Grain Cleaners Up

Toronto.

AUGERS, GRAIN CLEANERS.—Substantial advances have been recorded in Iwan's posthole augers, increase amounting to 10 per cent. Prices on 7 in. and 8 in. are now $23.75 dozen, 9 in. at $25.50 dozen and 10 in. at $27.75 dozen. Grain cleaners also show an increase in price to extent of 10 per cent. Nos. 0, 1 and 2 are now quoted at $11.25 dozen.

Drag Scrapers And Vises Have Advanced

Toronto.

SCRAPERS, VISES.—An increase in price of drag scrapers amounting to 7½ per cent. has been made effective. No. 2 with runner is now quoted at $12.65 each and without runner at $11.85 each. Diamond anvil and vise has registered an increase of 15 per cent., new price being $5. American comb vise has registered a similar advance and is quoted at $2.75 each.

Barrel Churns Higher In Price

Toronto.

CHURNS.—An increase in the price of barrel churns has been put into effect during the week through the changing of the discount. List prices hold un-

changed and will be found in current quotations in this issue. For Toronto, Hamilton, London and St. Mary's the discount is now 20 per cent., the former discount being 25 per cent. For Montreal, Ottawa and Kingston the f.o.b. price is 17½ per cent. off list and St. John, N.B., 15 per cent.

Prices On Batteries And Flashlights Higher

Toronto.

BATTERIES, FLASHLIGHTS. — Higher prices have been made effective on Eveready Daylos and batteries through the changing of the list prices. Discounts hold unchanged. Following are new list prices on some of the popular types; complete with battery: No. 1991, $1.65; No. 2602, $1.30; No. 2604, $1.60; No. 2612, $1.55; No. 2626, $1.30; No. 2627, $1.15; No. 2630, $1.65; No. 2631, $1.95; No. 2632, $2.30; No. 2633, $3.15; No. 6903, $1.30; No. 6904, $1.30; No. 6909, $1.95; No. 6990, $1.30; No. 6991, $1.30; No. 6992, $1.60 each. On orders up to $50 the discount from above prices is 33 1/3 per cent. and on orders from $50 to $100 the discount is 40 per cent.

Shellac Pails And Pickle Pails Firm

Toronto.

WOOD CONTAINERS.—There is a strong market for manufacturers' packages such as shellac pails and pickle pails. Higher labor cost and cost of raw materials have brought about a condition which indicates higher price in the near future.

Paris Plaster Up; Cement Readjusted

Toronto

PARIS PLASTER, CEMENT. — Higher prices were made effective on Paris plaster, the new price on five-barrel lots being $3.25 per barrel delivered and on single barrel lots $3.65. Labor cost is assigned as one of the main reasons for the higher price. Above prices show an advance of 50c per barrel in five-barrel lots and 40c per barrel on single barrel lots. A slight readjustment has been made effective in selling price of cement, basis now being $2.60 per barrel in carload lots less 5c per barrel for cash in 20 days. In small lots the price is $3.15 per barrel f.o.b. warehouse or $3.25 per barrel delivered.

Rope Market Is In Strong Tone

Toronto

ROPE, TWINE.—There is a continued strong market for Manila rope owing to the difficulty confronting manufacturers in getting supplies of raw materials to this continent. Intimations have been made that the United States Government intends to regulate the price of fibre. If this takes place an uncertain condition may result as to what is likely to turn up. On the present basis of the market, however, there is a very strong situation and advances are not improbable unless forestalled by action of the United States Government. Business has been of a moderate sorting nature. Manufacturers will not take any bookings for future delivery but are selling only on the basis of immediate shipment. Prices will be found in current quotations.

Brushes Are In Very Firm Market

Toronto.

BRUSHES.—Owing to the difficulty in securing bristles for the manufacture of brushes of all kinds a very firm situation is existent at the present time. Bristles from Russia are entirely shut off and there is some doubt as to whether any additional supplies can be secured from China. Increasing costs of all raw materials have induced the manufacturers to look for relief through a revision of prices. There is probability that an advance may be recorded in the not distant future. Bass fibre for the manufacture of brooms is getting very scarce, as no further import from India is to be permitted. Fibre used in the manufacture of certain classes of brooms comes from Mexico normally but the shipping situation has shut off supplies to a great extent. These classes of brooms are in firm market but prices held unchanged during the week.

Fuel Oil Will Be Advanced ½c Gallon

Toronto.

OILS, GASOLINE.—Effective on February 1, an advance of ½c per gallon in the price of fuel oil will take place. In barrels the price will be 13½c per gallon, in tank cars 12c per gallon. There has been an extra heavy demand for this product owing to difficulty in getting other fuel. Coal oil is still in heavy demand and prices are holding firm at the recent advance. Gasoline is quoted at 31½c per gallon. Stormy weather has crippled use of motor trucks considerably and this has caused consumption to drop somewhat.

Oil Heaters Show Higher Price Range

Toronto.

STOVES, HEATERS, ENAMELWARE.—An advance on the list price of Perfection oil burning heaters has been recorded during the week, making the price of No. 520 now $6.25; No. 525, $6; No. 530, $6.50; No. 630, $8.25. On latter style price remains unchanged. Above prices are subject to discount of 25 per cent. There has been a very heavy demand for these stoves, manufacturers as a result being behind with their deliveries. There is also a strong demand for electric heaters. Prices of stoves and ranges held unchanged at the advance recorded last week. Enamelware booking is reported fairly good with a fair volume of sorting business in evidence.

Nails And Wire Decline 25c Hundred

Toronto.

NAILS, WIRE.—A reduction of 25c in the price of wire nails has been made effective during the week which makes the price $5.20 per keg of 100 pounds. For Windsor and Walkerville the decline amounts to 15c per 100 pounds. Wire has also declined 25c per 100, with the exception of hay wire of all kinds and bale ties. The reason for this decline is stated to be an accumulation of a very large tonnage of wire rods collected at seaboard ports in United States for shipment abroad. Sellers were unable to procure ships for the transport of these commodities and the tonnage accordingly had to be placed on the market at a price below prevailing market value. This resulted in a temporary reduction by makers of wire rods which enabled wire nail manufacturers to place orders for their requirements at a price which would enable them to make a reduction in the price of nails. It may be stated, however, that while the matter of price reduction was being discussed an advance of $5 per ton was recorded on wire rods. However, contracts had already been placed and accepted at lower prices. Whether or not this reduction will remain in force for any length of time is problematical and will be entirely governed by the situation in wire rods. Well known makers of wire rods are turning their basic materials into other channels in which they can secure better prices than that on wire rods. This may eventually result in a shortage of the basic material if persisted in for any length of time. While wholesalers are not urging their customers to stock up at present prices they express the opinion that it would be good business to purchase normal requirements. This accumulation of stocks affected the price of various kinds of wire, base price now being quoted at 25c per hundred pounds less than formerly at $6.25. Decline does not affect hay wire or bale ties.

Iron And Steel In Fair Demand

Toronto.

IRON AND STEEL.—The market held steady during the week at readjustments noted last week on large size rounds and squares common bar steel. While the market quite generally did not show the lower range the prices continued to be quoted in at least one quarter. There has been a fair demand for iron and steel of various kinds.

TORONTO—		Per 100 lbs.
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Copper Sheets Were In Weaker Market

Toronto.

SHEETS, PLATES.—There was an easier feeling in the market for copper sheets during the week, the desire for business inducing some concerns to quote prices considerably below recent quotations. Plain sheets, 16-oz. and heavier were quoted as low as 40c in some quarters and intimations were made that even lower prices were prevailing. Black sheets held in steady market with prices unchanged from readjustments noted last week. While lower prices have been named on 10 gauge black and 3/16 and ¼-inch plate these prices are obtainable only where it is shown the goods are to be used in shipbuilding or in some other line that is of national importance at the present time. Some fairly good shipments of these heavier gauges of sheets have reached the market. Galvanized sheets held steady.

BLACK SHEETS—	Per 100 lbs.		
10 gauge	$	$10 00	$12 00
12 gauge	7 55	10 10	11 60
14 gauge	7 45	8 40	9 10
16 gauge	7 50	8 50	9 20
18-20 gauge	7 30	8 05	8 30
22-24 gauge	7 35	8 10	8 35
26 gauge	7 40	8 15	8 40
28 gauge	7 50	8 25	8 50
3-16-inch plate	10 25	....	....
¼-inch boiler plate	10 00	....	....
GALVANIZED SHEETS—			
10¾ oz.		$9 50	$10 50
U.S. 28		9 20	10 20
U.S. 26		8 90	9 90
22 and 24		8 75	9 75
18 and 20		8 60	9 60
16		8 45	9 45
14		8 35	9 35

Corrugated Sheets Hold At Reductions

Toronto.

CORRUGATED SHEETS.—There was a settling to lower levels by some of the dealers in conformity with the declines made effective recently and announced in these columns last week. Demand is somewhat light at present.

TORONTO—	Galvanized Per 100 Sq. Feet	Painted
No. 28 gauge	$ 8 25-$ 8 75	$6 75-$7 25
No. 26 gauge	9 00- 9 50	7 75- 8 25
No. 24 gauge	13 00-	10 50
No. 22 gauge	16 00-	13 25
No. 20 gauge	19 00-	16 50
No. 18 gauge	23 00-	20 00

Discount 7½%.

Tube Situation Still Continues Acute

Toronto.

BOILER TUBES.—The acute situation in boiler tubes continues. Dealers are allowed to sell only where it is shown they are to be used in the national interest. Stocks which were in the country prior to the embargo are an exception to this, but these are within very narrow compass at the present time.

1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Lead Products Prices Maintained

Toronto.

LEAD AND ZINC PRODUCTS.—Quiet prevailed in the market for lead and zinc products so far as price changes were concerned. Demand is normal for this season of the year, which is not very heavy. In one quarter strictly half-and-half solder was quoted at 48c per pound, commercial at 43c per pound and tinkers' solder at 48c per pound.

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 16
Lead sheets, 3 to 3½ lbs. sq ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.		0 12½
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 42½	....
Solder, strictly, lb.	0 39½	....
Solder, commercial, lb.	0 36¼	....
Solder, wiping, lb.	0 38½	....
Solder, wire, lb.	0 46	....
Zinc sheets, per lb.	0 26	

Railroad Wrought Iron At Better Price

Toronto.

OLD MATERIAL.—Higher prices were offered for No. 1 railroad wrought iron during the week to the extent of $3 per ton, while No. 2 railroad wrought commanded $2 to $3.50 per ton higher. Reason assigned is keener demand on part of buyers. Country mixed scrap was also $2 per ton higher at $16 to $17. Old rubber boots and shoes commanded better prices at 8¼c per pound, being ½c higher, while auto tires were ½c higher at 4½c per pound. Market for other old materials continued dull.

Tea lead	$ 0 04½	....
Heavy lead pipe	0 06½	....
Yellow brass	0 12	0 13
Red brass	0 20	....
Light brass	0 09	....
Heavy zinc	0 05½	0 06
Heavy copper	0 20	0 21
Stove plate, per ton	17 00	18 00
Old rubber boots and shoes	0 08¼	....
Old cast iron, per ton	23 50	25 00
Overshoes, trimmed Arctics	....	0 06¼
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	....	25 00
No. 2 railroad wrought	....	12 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	16 00	17 00

Tin Holds Strong And Activity Continues

Toronto.

INGOT METALS.—Ingot metals held steady in price during the week with a better demand reported in some quarters for spelter and a continued strong demand for ingot tin.

COPPER.—The market held steady with no indication that any price change is likely to be effected within the near future at any rate, since the United States Government has again fixed the price at 23½c to extend to June 1. Locally quotations were at 30c to 32c for casting copper.

TIN.—There was a continued strong market for this commodity with a good demand reported. Tin is in an acute situation in the United States as the result of commandeering of spot supplies which have even reached the consumers. Locally quotations were unchanged at 78c to 80c per pound.

SPELTER.—There was a better demand reported in some quarters for spelter during the week. Prices held unchanged at 9¾c to 10½c per pound.

LEAD.—The primary situation is one of a firm undertone due largely to uncertain deliveries. Demand locally is light at this season of the year. Quotations were maintained on the basis of 9c to 9½c per pound.

ANTIMONY.—Quietness prevailed in the market for antimony during the week, following the more active condition noted last week. Prices were unchanged at 16c to 18c per pound.

ALUMINUM.—The market continues in a steady position with quotations still being made on the basis of 60c per pound.

PIG IRON.—Difficulty in transportation continues to be the biggest problem for the manufacturers of pig iron. Smelters are worrying through with available supplies of coke. Prices were unchanged at $49.50 per ton for foundry iron.

Handles Advance In Price 10 Per Cent.

Toronto.

HANDLES.—An advance of approximately 10 per cent. has been made effective in the price of all handles, including pick handles, axe handles, harvest tool handles, canthook handles, hammer handles, hatchet handles, bench axe handles, sledge hammer handles, whiffletress, neckyokes and doubletrees. Discount on these various lines of handles is now 35 per cent. from list. Pike poles remain unchanged at a discount of 35 per cent. Discount of 35 per cent. also applies to hay rakes and horse pokes.

LONDON MARKETS

LONDON, Jan. 31.—A number of important changes have been made effective in hardware commodities during the week. Business in this district continues fair in spite of the cold stormy weather. Oil heaters, coal oil, crosscut saws and chopping wedges are having exceptionally big sale. Hockey skates and sticks and snow shoes are also in good demand. Prices are firm. Buyers, although buying carefully, are trying to keep their stocks in good shape against a possible shortage of goods. Merchants seem to be paying more attention than ever before to market prices, and are marking the resale prices on goods based on latest costs. Most of them now realize how important this is to protect themselves against lower prices in the future.

Coal Oil Heaters Again Show Advance

London.

OIL HEATERS.—An advance has been made effective on the list prices of Perfection oil heaters. No. 525 is now quoted at $6 list and No. 530 at $6.50 list, the former price being an increase of 50c and the latter 25c increase. Discount from list prices is 25 per cent. There is a real shortage of these stoves at present owing to the heavy demand that has existed.

New Net Prices On Glass Figured Out

London.

GLASS.—The glass market is firm at the advance recorded last week. Single and double diamond are quoted at 40 per cent. off list on box glass, while cut lights are quoted at 25 per cent. off list. Net prices figured on the above basis make the following prices to prevail:

	Single Case	Double Case
Up to 25	$10 20	$14 40
26 to 34	10 80	15 60
35 to 40	11 16	15 84
41 to 50	14 58	18 72
51 to 60	15 36	19 20
61 to 70	....	20 40
71 to 80	....	22 20
81 to 84	....	29 40
85 to 90	....	31 80
91 to 94	....	32 40
95 to 100	....	39 00
101 to 105	....	41 10

Readjustment In Prices Of Skates

London.

SKATES.—A readjustment in the selling prices of skates has been made in the Starr line. List prices on all medium and low-priced skates are higher, but the discount has also been increased, which brings the net result to about the same figures as previously prevailing. Prices are for 1918 booking. Discount from new list is 30 per cent. Following are list prices on some of lines:

No. 181 Velox, $6.50 pair; No. 189 Regal, $6 pair; No. 190 Tube, $6 pair; No. 129 Mic-Mac, $5 pair; No. 193 Dreadnaught, $4 pair; No. 176 Scotia, $3.75 pair; No. 194 Regis, $3.25 pair; No. 162 Beaver, Flanged, $3 pair; No. 157 Beaver, Plain, $2.75 pair; No. 173 Climax, $2.75 pair; No. 154 Bull Dog, $1.85 pair; No. 156 Acadia, $1.75 pair; No. 150 Starr, $1.65 pair; No. 153 Starr, $1.45 pair; No. 100 Acme, $1.30 pair.

Bread Mixers Easier; Hinge Hasps Higher

London.

BREAD MIXERS, HINGE HASPS, JOINTERS.—New prices issued for Universal bread mixers show a slightly lower price. Four-loaf is now quoted at $29.50 per dozen and eight-loaf at $34 dozen. Hinge hasps have been advanced in price, and are now quoted at 10 per cent. off list. Perfect saw jointers show an advance at the new price of $1.75 per dozen.

White Lead in Oil Steady

Prices on white lead in oil held steady during the week, pure in ton lots being quoted on the basis of $15.70 per 100 pounds and less than ton lots at $16.05 per hundred pounds.

Horse Shoes And Horse Nails Advance

London.

HORSESHOES, HORSE NAILS.—An advance of 50c per keg has been made effective on the price of horseshoes, which now makes the following prices prevail:

Iron—No. 2 and larger, $6.15 per 100 lbs.; No. 1 and smaller, $6.40 per 100 lbs.

Steel—No. 2 and larger, $6.60 per 100 lbs.; No. 1 and smaller, $6.85 per 100 lbs.

M. R. M. brand horseshoe nails have been increased 25c per box of 25 lbs. Following are prices quoted:

No. 4, $9 per box of 25 lbs.; No. 5, $4; No. 6, $3.75; No. 7, $3.50; No. 8, $3.50; No. 9, $3.25; No. 10, $3.25; No. 11, $3.25.

Rifles And Shotguns Advance; Solder Up

London.

RIFLES, SHOTGUNS, SOLDER.—Higher prices have been announced on Remington line of rifles and shotguns, which makes new prices as follows:

Rifles—No. 14A, standard, $34.50 each! No. 12A x 22 cal., $20.35 each; No. 12C x 22 cal., $22.60 each; No. 6 single shot, $8.55 each.

Shotguns—No. 10A repeater, $44.10 each.

Solder is higher in price and strictly half-and-half is now quoted at 42c per pound.

Flashlights And Batteries Go Higher

London.

FLASHLIGHTS, BATTERIES.—An advance of 5c each on list price of batteries for Eveready Daylos and approximately 20 per cent. on Eveready Daylo cases has been announced. Following list prices on some of best selling lines are subject to a discount of 33 1/3 per cent.:

No. 6961 Daylos, complete, $1 each; No. 6962 Daylos, complete, $1.30 each; No. 6991 Daylos, complete, $1.30; No. 6992 Daylos, complete, $1.60; No. 2602 Daylos, complete, $1.30; No. 2604 Daylos, complete, $1.60; No. 2612 Daylos, complete, $1.80; No. 2630 Daylos, complete, $1.65; No. 2631 Daylos, complete, $1.95; No. 2632 Daylos, complete, $2.30; No. 2616 Daylos, complete, $2.05; No. 2619 Daylos, complete, $2.40; No. 6909 Daylos, complete, $1.95.

Batteries—No. 750, 40c each; No. 751, 45c; No. 703, 45c; No. 791, 40c; No. 790, 40c; No. 705, 50c.

Rope Prices Firm; Winter Lines In Demand

London.

ROPE, WINTER LINES.—Prices on rope hold unchanged during the week, but in a firm market. Pure Manila is quoted at 39c lb. base, British Manila and New Zealand hemp at 33c lb. base, and sisal rope at 27½c lb. base. There is a good demand still for winter lines, such as snowshoes, hand sleighs and ash sifters. Snowshoes are quoted as follows: Boys', 10 in. by 33 in., $2.35 pair; ladies', 11 x 36, $2.85 pair; men's, 12 x 42, $3.25 pair; men's, 14 x 42, $4 pair. Hand sleighs are quoted at 35 per cent. off list. Ash sifters, wood sides, are quoted at $2.15 dozen; Banner sifter at $2.90 each, and Rocker sifter No. 1 at $5.25 each.

Barrel Churns Advance 6½ Per Cent.

London.

CHURNS.—An advance of approximately 6½ per cent. has been made effective in price of barrel churns through the changing of discount to 20 per cent. off list. Former discount was 25 per cent. Net prices figured on basis of new discount are as follows:

No. 0, $7.20 each; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40; No. 5, $12.80.

Crosscut Saws, Bucksaws, Wedges In Good Sale

London.

SAWS, WEDGES.—Due to the necessity for cutting wood in the face of the coal shortage there is an excellent demand for crosscut saws, bucksaws, and splitting wedges. Crosscut saws are quoted at following prices:

Champion, 55c ft.; Improved Champion, 55c ft.; Premier, Maple Leaf Lance, Pangburn, Maple Leaf Razor, Arrow Head, 5 ft., $4.50 each; 5½ ft., $5.30 each; 6 ft., $6 each.

Bucksaws, Happy Medium, are quoted at $8.70 dozen; Prince Rupert at $11.70 dozen. Splitting wedges, common pattern, are quoted at 12c per pound; truckee pattern at 13c per pound.

Lanterns, Lamp Chimneys

Lanterns are quoted in this market at $12.50 per dozen for tin pattern, while lantern globes, one dozen to case, are quoted at $1 dozen; three dozen to case at 90c dozen, and six dozen to case at 85c dozen. Lamp chimneys are quoted: No. 0, $6 case of six dozen; No. A, $8 case of eight dozen; No. B, $6.75 case of six dozen.

Linseed Oil Up 3c; Turpentine Unchanged

London.

LINSEED OIL, TURPENTINE.—An advance of 3c per gallon in the price of linseed oil took place during the week following the firm situation prevailing in the market for some time past. Following are prices: 1 to 2 barrels raw $1.55, boiled $1.58; 3 to 5 barrels, raw $1.54, boiled $1.57; 6 to 9 barrels, raw $1.52, boiled $1.55.

Turpentine is unchanged in price at 73c per Imperial gallon in single barrel lots and 72c per gallon in 2 to 4-barrel lots. In 5-gallon lots the price is 83c gallon.

Putty Market Steady

The market for putty held unchanged and in steady position during the week. Standard in 25-lb., 50-lb., and 100-lb. drums is quoted at $5.15 per 100 lbs. Pure putty is quoted $1.75 per 100 lbs. higher than standard.

WINNIPEG MARKETS

WINNIPEG, Jan. 31.—Prominent among changes recorded this week are the advances recorded in white lead and horseshoes. Other lines which have undergone revision upwards are fishing tackle, boring machine augers, watches, bull rings, wing dividers, barrel wrenches, mirrors, and Redlich faucets. Shipments from American factories continue to be delayed,

in some cases due to transportation, and others on account of special export licenses. As the United States gets further into the war no doubt many lines now being exported will be cut off entirely, and to make sure of getting their goods many retailers are taking deliveries earlier than usual. Business during the week has been fair, many jobbers now being busy on shipping spring cars.

Horse Shoes Advance Fifty Cents

Winnipeg.

HORSESHOES.—The market on horseshoes again shows an upward trend of 50c per 100 lbs. This represents the second advance during the season. Orders continue to come in and show the usual demand. Prices ruling to-day are quoted herewith:

Iron—No. 0 to 1, $7.25 per 100 lbs; No. 2 and larger, $7 per 100 lbs.
Snowshoes—No. 0 to 1, $7.50 per 100 lbs.; No. 2 and larger, $7.25 per 100 lbs.
Steel—No. 0 to 1, $7.70 per 100 lbs.; No. 2 and larger, $7.45 per 100 lbs.
Featherweight, $8.85 per 100 lbs.

White Lead In Firmer Tone; Advances

Winnipeg.

WHITE LEAD.—A firmer undertone in the lead market has caused white lead to advance 50c per 100 lbs. The general trend of the market for some time past has been downward, declines amounting to $2.50 per 100 lbs. having been registered. Prices ruling to-day at the advanced figures follow: Decorators' pure—Ton lots, $16.15 per 100 lbs.; less than ton lots, $16.50 per 100 lbs.

Mirrors Follow Lead Of Window Glass

Winnipeg.

MIRRORS.—Following the recent advance in window glass, all lines of mirrors show an increase of from 30 to 33 1/3 per cent. This is in a measure due to the scarcity of coal to operate furnaces as well as the shortage of skilled labor needed for silvering. Prices quoted below cover only a few of the familiar lines:

Earl—6 x 9 in., $4.25; 8 x 10 in., $5.15 dozen.
York—5 x 7 in., $1.85; 6 x 9 in., $2.35; 8 x 10 in., $3.05; 9 x 12 in., $3.75 per dozen.
Alexandria—9 x 12 in., $6.35; 10 x 14 in., $7.95; 12 x 18 in., $11.25; 14 x 24 in., $16.10 per dozen.

Fishing Tackle Goes Higher

Winnipeg.

FISHING TACKLE.—Following advances by fishing tackle manufacturers, new prices have been put in force by the Winnipeg jobbers, which show increases ranging from 5 to 50 per cent. The following prices cover some of the more familiar lines:

Fishing Rods—B7½, $2 each; B8½, $2 each; BB6½, $1.50 each; BB7½, $1.50 each.
Ringed Kirby Hooks—No. 1 to 8, $1.20 M.; No. 1 to 0, $1.50 M.; No. 2 to 0, $1.75 M.; No. 3 to 0, $2 per M.; No. 4 to 0, $2.25 M.; No. 5 to 0, $2.50 M.; No. 6 to 0, $2.75 M.
Baits—"Kidney." No. 619 x 1 to 4, $1.35; 5 to 6, $1.70 doz. "Cobourg." No. 1376 x 2, $1.90; 3 to 4, $2.25; 5 to 6, $2.80 doz. "Fluted," No. 110 x 1 to 4½, $1.35; 5 to 6, $1.70; 7 to 8, $2.25 dozen. "Hammered Oval," No. 2, $1.90; 3 to 4, $2.25; 5 to 6, $2.80; No. 7, $4 dozen. "Montreal," No. 2, $1.90; 3 to 4, $2.25; 5 to 6, $2.80; 7 to 8, $4 dozen. Blass Bass, No. 3 to 5, $1.90 dozen. Devon Minnows, No. 0 to 1, $4.50; No. 2, $5; No. 3, $5.50; No. 4, $6; No. 5, $6.50 doz.
Fish Lines—Sea Island Cotton, No. 4, $1.40; No. 3, $1.50; No. 2, $2; No. 1, $2.10; No. 1 to 0, $2.65; No. 2 to 0, $3.25 dozen.

Wood Faucets Go Slightly Higher

Winnipeg.

WOOD FAUCETS.—Prices on Redlich faucets, which have remained firm for the past two years, show a very slight advance, due to increased cost of raw material. Prices ruling to-day are as follows:—No. 2, $1.25; No. 3, $1.45; No. 4, $1.75; No. 5, $1.90 dozen.

Carpenters' Clamps And Augers Register Advance

Winnipeg.

CARPENTERS' CLAMPS AND AUGERS.—New prices just effective show an increase of approximately 10 per cent. on carpenters' door clamps, which are quoted to-day at the following figures:—No. 1 x 3 ft., $6.40; No. 1 x 4 ft., $7.20; No. 1 x 5 ft., $8 per pair.

Bates' boring machine augers again move up in price, showing, however, only a normal increase over old prices. The discount prevailing to-day is 35 per cent. off list, making net prices as follows:—1 in., $9.75; 1¼ in., $12.35; 1½ in., $15.60; 2 in., $20.80 per dozen.

Carll Wrenches Higher; Watches Also Up

Winnipeg.

CARLL WRENCHES, WATCHES.—Another item in the hardware line which has been steadily increasing is Carll wrenches. These advanced only a short time ago, and new prices issued at the first of the year show further increases of 10 per cent., making to-day's price as follows:—No. 60 x 6 in., $11.50 doz.; No. 100 x 10 in., $17.50 doz.

Boyproof and Pocket Ben watches, which have remained firm in price for some time past, show quite a heavy advance of about 15 per cent., being quoted to-day at $1.20 each.

Turpentine Unchanged; Linseed Oil Steady

Winnipeg.

TURPENTINE, LINSEED OIL.—There is nothing of note to report regarding the market on turpentine, prices still holding firm, as formerly quoted:—Barrel lots, 80c; half-barrels, 83c; 5-gal. lots, 85c; 1 gal. lots, 85c gal., plus the usual extras for containers.

Although flaxseed continues to fluctuate, the linseed oil market still holds firm, and no immediate change is anticipated. Prices ruling to-day are as follows:—Raw, $1.65 gal.; boiled, $1.68 gal.

Miscellaneous Lines Go Higher

Winnipeg.

MISCELLANEOUS LINES—Although recent reports show a weakness in the copper market, prices have just advanced on bull rings, and show an increase over the old prices of 25c per dozen. This may be due to the fact that former prices were based on copper bought at lower than present market values. Ruling prices are quoted herewith:—No. 21, $3.75 doz.; No. 22, $4 doz.; No. 31, $4.25 doz.

A revision in prices has been found necessary on wing dividers, which have increased 12½ per cent., and are now quoted at 10 per cent. off list. Net prices are as follows:—No. 50 x 6 in., $4.95; 7 in., $5.85; 8 in., $6.75; 10 in., $9; 12 in., $10.80 dozen.

PITTSBURG MARKETS

PITTSBURGH, Pa., Jan. 31.—During the five-day period ending midnight Tuesday, Jan. 22, covered by Fuel Administrator Garfield's plant closing order, the blast furnaces operated as far as they were able to operate. The Bessemer steel-making departments were all closed, except that two or three resumed Monday morning by reason of the tin plate mills having been given an exemption late Saturday night. The open-hearth steel departments generally were closed, but 20 or 25 per cent. of the normal tonnage was turned out in connection with exempted finished products. Finishing departments generally were closed, the exempted departments representing only a very small percentage of the total capacity. The exemptions as a rule were not received until after departments had closed, some of them not coming until Saturday night, and resumption was difficult. Some were even received Monday and Tuesday, and, therefore, proved of significance only as to the nine following Mondays on which plants generally are to be closed.

While the plant closing order caused a great deal of comment and considerable excitement, it was to the steel industry was disposed simply to hope for accustomed to sudden closings for one thing, while shipping conditions have been so extremely bad that the steel industry only an incident. Steel mills are the best in connection with this drastic order. While there was much criticism of the order in many circles at the outset, there was practically none at any time in the steel industry. The criticism elsewhere has largely died down, as the necessity for the order has come to be appreciated.

Traffic Conditions

In the first week of the month the majority of railroads serving the Pittsburgh and valley mills placed embargoes against the receipt of freight for most points, with a few exceptions. Shipments were accordingly greatly curtailed. A fortnight ago hopes were entertained that these embargoes would be removed by the end of last week. Instead of that the plant closing order announced Thursday was tacit notice that nothing of the sort could be expected.

WEEKLY PAINT DEPARTMENT

How Household Assortment May Help

Interior Finishes Grouped For Each Room in the House — Opportunity For Excellent Window Displays and Newspaper Ads.

MANY methods are employed by retail merchants to stimulate sales of different lines and one which might be used successfully in the paint department suggests itself at this season of the year. Inside finishes are of course the predominating feature in any paint movement of to-day. Could sales not be increased materially by selling a household assortment—making up a neat assortment of real, useful interior finishes that could be sold for five or six dollars?

Windows and Newspapers Help

This presents an opportunity for a splendid window display and effective newspaper advertising that will bring results. Supposing the merchant makes up an assortment for every room in the house. Not by any means an arduous task but one which will simplify your customers' purchases materially, give them something concrete to work on and incidentally show them that it is possible to attain a bright, clean, fresh interior for any one or all of their rooms at a small outlay in actual cash.

Suggested Assortments

Every care should be exercised in the selection of these assortments to see that no lines go out which your customers will not use. Take for instance the parlor: an assortment for this room might include a can of floor wax, or a can of floor varnish, varnish stain for the furniture, a good wall paint, a can of polish and a couple of brushes.

The dining room might have varnish stain for the floor and furniture, wall paint or calcimine for the walls, furniture polish to keep things in general brightened up, and brushes to apply each line satisfactorily.

In the kitchen, floor paint could be suggested along with aluminum paint and stove pipe enamel for the stove and pipes, wall paint and enamel for the table top and chairs.

For the bed rooms calcimine and wall paints are used extensively, along with varnish stain or floor paint for the floors. The furniture could be brightened up by the application of varnish stains or enamel. Where oilcloth or linoleum is used on the floors, a can of varnish might be sold.

In the bath room, bath room enamel, wall paint, varnish and varnish stain are all suitable items.

With each assortment a brush might be given free or where the bill amounts to $5.20, an even figure of $5.00 might be made if such a step were deemed necessary. However, the majority of customers will be so pleased to have the assortment made up for them that it should be no trouble to secure regular prices.

The opportunity for window display which the assortment idea presents is splendid. Half a dozen specials arranged with color cards and an attractive price card outlining the nature of the goods gives the window trimmer a basis to work on which can be developed successfully.

Big Sales, Little Effort

Instead of a possible fifty cent or one dollar sale, five or six dollar transactions can be made with little extra effort and business in the paint department brought up to a point where it is satisfactory. No merchant wants to confine his sales of paint to three or four months in the year when it is possible to maintain activity every month. But it is essential that definite steps be taken to assure this satisfactory condition of affairs. Sitting back in the office chair and waiting is not the policy being employed by hardwaremen of to-day.

Prospects Look Bright

Painters, decorators and property owners are going to be in the market to buy. More materials will be needed owing to the curtailment of supplies bought during the past year or two. Property cannot be allowed to go indefinitely without painting and it is to the merchant who shows that he is out for business and goes after it that the trade will come.

(Continued on page 48.)



Devoting a display window to special lines of your stock should bring in excellent results. At this season of the year the demand for special finishes to brighten up around the home can be increased. An attractive window display will do much towards getting people into your store for these lines.

Cashing In on the Broom Corn Shortage

The present shortage of broom corn, its high price and the practice of mixing a cheaper straw with it is making the corn broom decidedly unpopular with housewives. It's up to you for profit's sake to urge your patrons to use the "Clean Sweep" Broom, which outlasts several corn brooms and sweeps cleaner without raising any dust. The "Clean Sweep" Broom is nicely finished with varnished block and polished adjustable ""Screw Lock" handle; its fine appearance making sales easier.

The material does not break off as is the case with the old style corn brooms.

"Clean Sweep" Brooms are made with adjustable "Screw Lock" handles, which allows the broom to be placed in different positions, according to the height of the user and for convenience in sweeping.

Ask us for prices on "Clean Sweep" and other good floor brooms.



Note different positions possible with Adjustable Handle

The Boeckh Bros. Company, Ltd.
TORONTO

MOORE'S

House Colors



3 Good Reasons for making Moore's House Colors the Leader in your Paint Department

Salability-Quality-Profit

SALABILITY

2 True to shade, remarkable covering capacity and great wearing qualities, Moore's House Colors soon make permanent friends. Moore quality quickly becomes a big asset to the Moore agent bringing him steady paint business that is susceptible to development along other lines. **2**

The influence of the high quality of Moore's House Colors is felt all through the store.

Benjamin Moore & Company LIMITED
WEST TORONTO

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Jan. 31.—The interest of the week centres largely in the advances that have been made on mixed paints and on lines of enamels and other products made by the paint makers. Mixed paint, as definitely predicted in HARDWARE AND METAL last week, has advanced which represents an increase of 25 cents over previous quotations. New differentials have been arranged and for paint these are as given under "mixed paints." Enamels and many other shelf lines have advanced 10 per cent. net, as have also varnishes and varnish stains. The new prices will be found in the current quotations. The increases in barn and bridge paints have been confined to 15 per cent. advance and also to one or two of the rough marine paint lines. After June 30 next no pint nor half gallon tins will be used. Until April 1, for the convenience of retail dealers who have not been able to place their initial spring orders, the old prices will apply but only for these initial orders, as the changes above referred to are immediately effective. An advance of 10 per cent. has been made on varnishes and some specialty lines.

Very Hard To Fill Linseed Oil Orders

Montreal.

LINSEED OIL.—Little can be said regarding the linseed oil situation. Continued storms, covering such a wide area, have served to tie-up the traffic of all roads to such an extent that delivery is almost at a stand-still for the immediate present. All that can be done, under these circumstances, the transportation companies are doing and relief is possible if better weather prevails. Spot stocks of seed and also of oil are rather light, and there is little inclination to quote any prices for immediate delivery. For the present the paint makers are very busy and all are able to report ample stocks for their needs. The outside demand for prompt delivery being light, there is less hardship than would be the case were there any great need at country points,

Linseed Oil—	Raw, Imp. gal.	Boiled, Imp. gal.
1 to 4 barrels	$1 50	$1 52½
5 to 9 barrels	1 49	1 51½
10 to 25 barrels	1 48	1 50½

Turpentine Holds Here; Savannah Market Weak

Montreal.

TURPENTINE.—The local situation is holding rather firmly, with an inclination in some quarters to take small advances. In the Savannah market there has been a weak tendency, in fact a decline of two cents per gallon is noted. There seem to be no great stocks at any of the import centres and here the quantity on hand is limited, with none arriving from outside owing to transportation troubles. The prices locally hold firmly as follows:

Turpentine—	Per Imp. gallon
5 bb's. and over	$0.69-$0.72
1 barrel lots	0.70- 0.73
Small quantities	- 0.83

Varnishes And Enamels Are Marked Higher

Montreal.

VARNISHES AND ENAMELS.—A net advance of 10 per cent. has been made in the price of varnishes and varnish stains effective at once. In addition to this such specialty goods as enamels of various kinds and other specialty goods sold through the trade have been marked up 10 per cent. also. This is in accord with definite predictions made in last week's issue of HARDWARE AND METAL, and follows as the result of increasing costs for containers and the difficulty of getting supplies forward. New differentials are as follows:—Half gallons 15c over gallon containers; quarts, 30c; eighths, 60c and sixteenths, $1.20.

Twenty-Five Cent Increase In Mixed Paint At Once

Montreal.

MIXED PAINTS.—It was very definitely pointed out in the columns of HARDWARE AND METAL last week that an advance was impending in the price of mixed paint. This has materialized and prices are now higher by 25 cents per gallon. Among the lines affected are first and second grades of regular house paints, floor, porch, wall colors and marine paints and other lines of oil paint, with the exception of barn, bridge and dory paint. The latter have advanced 15c per gallon. The important step has been agreed upon of eliminating two sizes of cans, that of the half gallon and that of the pint. This will apply to several other tins used for colors in oil, such as the wine measure tin or anything approximately the pint size. This actions was taken voluntarily by the manufacturers, in view of the fact that it was deemed necessary and this action follows the lead of the U.S. makers of paint, where action was taken such as made the elimination of certain colors essential also. These prices, while effective at once will not be applied to the initial spring orders given the various travellers as they get over their territory, but such orders must be placed not later than April 1st. But for all orders other than these the advance will apply now. The new differentials on paints are as follows:—Half gallons, 10c above gallons; quarts. 20c above; pints, 40c above and half pints 80c above. These differentials as applying to the half gallons and the pints will, of course, be used until the two sizes are eliminated on June 30. Complete details of the changes will be found in special article on pages 23-26 in this issue of HARDWARE AND METAL.

Glass And Putty Hold Very Firmly

Montreal.

GLASS AND PUTTY.—The local situation on glass holds at the advances made last week and which appear elsewhere in the current quotations. Firmness characterizes the glass market, however, and suggestions are made of a probable advance in plate glass. Putty holds at the quotations given and is very firm. Bulk in casks is quoted at $4.10 per cwt. in less than ton lots and in 100 lb. and 25 lb. drums at $4.95 per 100 lbs. Bladders and in 12½ lb. irons are quoted at $5.20. For lots exceeding tons the prices are 20c per 100 lbs. less.

White Lead In Oil Is Decidedly Firm

Montreal.

WHITE LEAD IN OIL.—The tone of the white lead in oil market is very firm. One large jobber expressed to HARDWARE AND METAL that his opinion would lead him to suggest another advance and that this might be from half a cent to one per cent. lb. in the near future. In the primary centres the price is holding firm without change. Government standard grades are selling at $15 per 100 lbs. for five ton lots and at $15.50 for ton lots, while for the smaller lots $15.85 is asked.



ATTRACTIVE WINDOWS

are one of the greatest assets of any retail store, and Martin-Senour Dealer-Agents have always in the past been supplied with window displays of the highest order. This year will be no exception; in fact, from the illustration of our new display feature for 1918, shown above, it will be seen that the efforts of all previous years have been surpassed.

The trim reproduced above is 26 x 40 inches in size, made of heavy board with easel back, and is printed in very attractive and beautiful colorings, making it one of the most distinctive pieces of display matter ever produced. Its display in your window will directly connect your store with the Dominion-wide advertising campaign of

MARTIN-SENOUR

PAINTS AND VARNISHES

thus enabling you to obtain the larger share of the paint and varnish business in your locality. This is only one of the many new features for 1918 that will do much to help Martin-Senour agents to materially increase their paint business. This publicity, together with the urgent necessity for conserving and economizing, will make Martin-Senour 100% pure paint (on account of its great protecting and preserving qualities) more in demand than ever before. This should be the banner year for all Martin-Senour dealer agents.

It will pay you to be prepared with a complete well-assorted stock of all Martin-Senour products.

If you are not with us already, now is the time to become one of our satisfied dealer agents.

MARTIN-SENOUR SPIC-SPAN FINISHES

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
MONTREAL
WINNIPEG TORONTO HALIFAX

MARTIN-SENOUR 100% PURE PAINT & VARNISHES

If any advertisement interests you, tear it out now and place with letters to be answered.

Scarcity Of Shellacs Make Quotations Firm

Montreal.

SHELLAC.—While no price changes are noted there is a decidedly firm tone to the market for shellacs. This has become rather a scarce commodity in many parts, with the result that a number of substitutes are being offered, says one dealer. There is an indication from this source that new prices may be looked for in the near future.

TORONTO

TORONTO, Jan. 31.—Interest in the paint and oil trade has been largely centered around the new prices which have been decided upon. Revision in the upward direction has been decided upon as outlined in a special article elsewhere in this issue. Linseed oil is in firm market with supplies of seed reaching Eastern crushers still inadequate to meet requirements. Turpentine held steady during the week with lower prices prevailing in the primary market. Paint manufacturers report booking business continues good, with volume ahead of last year in some instances.

Greater Need For Flaxseed In Britain

Toronto.

LINSEED OIL.—A dispatch from London during the week asserted that Great Britain would require greater quantities of flaxseed during the present year in order to meet the requirements of the varied uses which are now found for products of the flax. Oil men in this district see a firmer tendency to oil prices in view of the probable heavier demand for flaxseed from Great Britain. Supplies of the seed have been reaching Eastern crushers in rather meagre quantities during the week, being insufficient to meet requirements. There is a strong demand for oil cake at the present time due to restriction of shipments of cottonseed meal from United States. One concern in the United States is reported to have canceled orders for 2,000 tons of cottonseed meal that were on order from Canadian buyers. Owing to the light arrivals of flaxseed recently crushers have been unable to keep pace with the requirements for oil cake. Prices on this commodtiy hold steady, however. In some quarters there was an advance of 3c per gallon on linseed oil during the week, but the price is still within the range of those given last week.

	Raw, Imp. Gal.	Boiled, Imp. Gal.
1 to 2 bbls.	$1.50-$1.55	$1.52½-$1.58
3 to 5 bbls.	1.50- 1.54	1.52½- 1.57
6 to 9 bbls.	1.49- 1.52	1.51½- 1.55

Less than barrel lots 10c per gallon higher than single barrel price.

Turpentine Holds; Arrivals Light

Toronto.

TURPENTINE.—There was an easier trend to the market for turpentine at primary points during the week but quotations in the local market held unchanged. Dealers in this market report they are having much difficulty in getting shipments forwarded owing to the acute transportation situation. A dispatch from London during the week states that turpentine has been placed under control in the British market and that licenses are required for all dealings exceeding an aggregate of five gallons during any one calendar month. Demand in the local market is still light.

	Imp. gal.
1 barrel	$0.70-$0.73
2 to 4 barrels	0.69- 0.72
5 gallon lots	0.77- 0.83

Mixed Paint Prices Are Revised Upward

Toronto.

MIXED PAINT.—By reference to the comprehensive article elsewhere in this issue dealing with the changes in the price of paints a complete survey of the situation will be obtained. Manufacturers report booking business so far has been quite gratifying. Expectation is general that the coming season should be a good one in the mixed paint trade.

White Lead In Oil Market Holds Steady

Toronto.

WHITE LEAD IN OIL.—Market for this commodity held steady in price during the week following the advance recently announced. In some quarters reports are made that booking was fairly heavy under the reduced prices that recently prevailed. Pig lead shows an undertone of firmness, and linseed oil is in firm position. With basic materials showing such a trend there is little evidence to indicate any change in white lead in oil in the near future. Quotations are made on the basis of $15.70 per 100 pounds in ton lots and $16.05 in less than ton lots.

CHANGES IN PAINT

Full details of the important changes which have been made affecting paint products will be found in special article appearing in this issue on pages 23-26.

Glass And Putty Prices Unchanged

Toronto.

GLASS, PUTTY.—Due to the acute situation in the manufacturing districts in the United States and the lightness of spot stocks the market continues to exhibit great strength. With a curtailment of output to the extent of 50 per cent. by United States manufacturers there is small prospect of supplies being replenished very fast. Discounts hold unchanged at 40 per cent. for box glass and 25 per cent. on cut lights, which advance was recorded last week.

Putty is in firm market owing to the scarcity of whiting. Some manufacturers of putty have been hard pressed to get supplies of raw materials. Manufacturers recently decided to eliminate the 50-lb. drums. Prices hold unchanged at those given in current quotations.

CANADIAN MANUFACTURERS SPECIALIZING

(Continued from page 31.)

down of artificial barriers and will compel manufacturers to strip for action along the lines of true merit and price of their commodities. One of the surest ways to get efficiency in products is to confine the attention of the manufacturers along few lines.

Paint Can Sizes to be Limited

Another branch of industry in which there is sentiment toward greater economy in production is in the manufacture of paint. Through the recent shortage in tin plate, manufacturers have been compelled to think along the line of making their available stocks go as far as possible. A decision has been made to eliminate the half-gallon and pint sizes of cans. This would not only save a large quantity of tin plate but would enable the manufacturers to concentrate their production on fewer sizes and so reduce the labor cost.

These are but indications of the trend in Canadian industry. Numerous other lines of manufacture are no doubt undergoing a similar revolution in method. The manufacturers of Canada have a new vision of business and they are preparing their organizations to enter the world markets in competition with other nations. Prior to the war manufacturing trade was to a great extent confined in the main to domestic trade. This trade was protected behind high tariff walls. Now that the Canadian manufacturers have a vision of larger trade outside they are discarding these old ideas and are arranging their manufacturing activities to meet the competition of concerns throughout the world. There can be no doubt but that it will mean bigger business for Canada.

HOW HOUSEHOLD ASSORTMENTS MAY HELP

(Continued from page 46.)

It is by no means too early to plan the selling campaign for the year. Planning ahead is the proper system if results are to be achieved. Haphazard methods adopted at the last minute are not the ones which bring success, so it would be well for merchants to get busy at once.

A Means To An End

The assortment plan is one which can be worked successfully and provides a line of thought which merchants can follow to start action in their paint department. This will suggest other methods to stimulate trade and gets the merchant's mind working along progressive lines. It is not so hard to make the sales once the merchant applies himself to the task. Constructive thinking along the lines of increased sales and profits will work wonders—the suggestion in reference to making up assortments for your trade is to give a basis to work on. Once the hardware merchant starts, the results are assured but what is wanted is to get him started.

Most Hockey Players and other Expert Skaters are familiar with the good qualities of

Automobile Skates

MERCHANTS therefore find these one of the easy selling and quickest moving lines they have.

For trade prices, etc., see C. C. M. Salesmen, or write to Head Office or closest branch.

Canada Cycle & Motor Co., Ltd.

Makers of Good Bicycles and Automobile Skates

Montreal Toronto WESTON Winnipeg Vancouver



Lawn Mower Orders Placed Before Dec. 31st

Despite the unsettled condition of the steel and iron markets we are confident of being able to deliver by April, 1918, all orders for Taylor-Forbes Mowers booked before December 31st. We urge dealers to book their orders as early as possible and thus assist us in overcoming as far as possible the present abnormal conditions. If your jobber cannot quote on T-F Mowers, write us direct.

The Largest Manufacturers of Hardware in Canada.

TAYLOR-FORBES COMPANY Limited GUELPH, CANADA



Profitable Varnish Selling

The high quality of Berry Brothers' Varnishes, Enamels and Stains supplemented by our elaborate advertising methods have established a national reputation for all "Berry" products that is a compelling sales force.

Most varnish buyers realize that quality means economy and that the great durability of "Berry" Finishes offsets the high cost of labor, because they make frequent renewals unnecessary and labor is the chief item of expense in finishing operations.

There is a deep satisfaction as well as profit in handling "Berry" brands—they not only attract customers, but retain them.

Write for descriptive price list and interesting dealers proposition.

BERRY BROTHERS (INCORPORATED)

World's Largest Varnish Makers

Established 1858

WALKERVILLE, ONTARIO

(652)

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; A.B. Caps, 20%.; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 10% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W. and 5, and 5½, 100, in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½% to 60 and 5%. London, 60%.

Ford's Auger Bits, 35 to 27½%.

Gilmour Auger Bits, 55 to 60%.

Gilmour Car Bits, 37½%.

Gilmour Eve Augers, 37½%.

Gilmour Ship Augers, 12½%.

Rockford Auger Bits, 50 and 10%.

Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.

London, 25%.

F.O.B. Toronto, Montreal London and Hamilton.

AXES		
	Single Bit	Double Bit
Sager	$15 00	$20 00
Dominion Pride	14 50	19 50
St. Clair handled	15 50	....
Sager Boys	12 50	....
Kitchener Boys	12 00	....
Sager Hunters	11 50	....
Kitchener Hunters'	11 00	....

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.

Standard Quality, 40%.

Side Lace Leather, lb. $1.40-$1.75

Cut Lace Leather, lb. 1.60- 1.95

F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb. $4 00

No. 2 x 50 lb. 5 00

No. 3 x 60 lb. 7 50

No. 4 x 100 lb. 10 00

F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅝ in. dia. and smaller, 10%.

Carriage Bolts ($1 list), 7-16 dia. and larger, net list.

Machine Bolts, ⅜ in. dia. and smaller, 10%.

Machine Bolts, 7-16 in. dia. and larger, net list.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 25%.

Skein Bolts, 20%.

Square Head Blank Bolts, net list.

Bolt Ends, net list.

Plow Bolts, net list.

Elevator Bolts, 5%.

Fancy Head Bolts, net list.

Shaft Bolts ($3 list), net list.

Step Bolts, large head ($3 list), net list.

Whiffletree Bolts, net list.

Nuts, square, blank, add to list $1.50.

Nuts, square, tapped, add to list $1.75.

Nuts, hexagon, blank, add to list $1.75.

Nuts, hexagon, tapped, add to list $2.

Stove bolts, 55%.

Tire bolts, 35%.

Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 12-13c

F.O.B. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base $0 43

Rods, base ½ to 1 in. round 38-40

Tubing, seamless base 45½-50

Tubing, iron pipe size, base ¾ in. and up to 3 in. 45½-50

Copper tubing, iron pipe size, base ¾ in. up to 3 in. 47½-53

F.O.B. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz. $5 50

3 sections, 5 ft., doz. 7 00

3 sections 6 ft., doz. 8 50

F.O.B. Stratford.

BOILERS (Range)

30-gal. extra heavy $14.50-$17

30-gal. Standard 13 00

F.O.B. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.

F.O.B. Stratford.

No. 1—18 in. x 24 in. $ 7 35

No. 2—18 in. x 28 in. 8 10

No. 3—20 in. x 30 in. 8 85

Ironing Boards

Size 12 x 60 ins., doz. $ 9 00

Size 13 x 66 in. 10 00

Folding, 14 x 58 ins., doz. 18 25

With sleeveboard attachment 22 00

Folding sleeveboards, per doz. 4 50

Boards, Stove

See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony, Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4.45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (glass)	....	5 50
Western King (enamel)	....	6 25
Wood, double faced	....	2 20

Subject to small discounts for quantities

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840 5%

No. 800 2½%

No. 838 5%

No. 808 5%

No. 804 15%

Nos. 802, 842, 844 5%

Nos. 810 and 814 net list

No. 830 2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.

Triplex Spring Hinges, 20-10-5%.

Chicago Mortise Floor (5000), 33 1-3%.

Chicago Relax Floor (6000), 25-10-10-7½%.

Chicago Premier (4000), 16 2-3%.

Chicago Ajax (3000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.

Chicago Screen Door (2000), 40-7½%.

Chicago Screen Door (3000), 16 2-3 and 5%.

Non-Hold Back Screen Door, on application.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

American Proof Coil Chain, B.B.—3-16 in., $16.75 per 100 lbs.; 5-16 in., $12; ⅜ in., $11; 7-16 in., $10.75; ½ in., $10.50; ⅝ in., $10.35.

American Proof Coil Chain, B.B.B.—5-16 in., $12.75 per 100 lbs.; ⅜ in., $11.90; 7-16 in., $11.70; ½ in., $11.60.

Electric Welded B.B.B. Chain—¼ in., $11.80; 5-16 in., $11.30.

Above prices F.O.B. Toronto.

Canadian coil chain, 40 and 10% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.60 in carlots; $3.15 bbl. in small lots.

Paris plaster, five-barrel lots, $3.15; single barrel, $3.55.

F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—Montreal		Toronto
No. 0	$15 20	$15 20
1	18 80	18 80
2	23 95	24 00
3	30 35	30 35

Russwin—

No. 0	$17 70
No. 1	21 70
No. 2	24 95
No. 3	34 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. length	5 40
18—6-strand, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$42 50	$43 00
Plain sheets, base 16 oz. and heavier	46 00	40-44
Copper sheet, tinned, 14x60 in., 14 oz.	48 00	....
Copper sheet, planished, base 16 oz. and heavier	57 00	41-45
Braziers' in. sheets, 6x4 base	45 00	44 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb. 63-65

No. 7, lb. 62-64

Nos. 8, 9, 10, 12 61-63½

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

	Montreal	Toronto
Prices nominal.		
Ordinary, 52 sheets.	$11 75	$ 8 50

	Galvanized		
	Apollo	Crown	Gorbals
18x24x52	.....	....	....
60	.....	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base (nominal)	32 00
IXX, 20x28 base (nominal)	36 00
IXXX, 20x28 base (nominal)	40 00

F.O.B. Toronto

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	$40 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets 25 00

F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—

14x20 IC, base $17 00

20x28 IC, double box 34 00

F.O.B. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben $2.40-$2 65

Good Morning, each 1 15

Lookout 1 45-1 50

F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.

Rd. Shk., 30 to 37½%.

Wood Drills, 37½%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.60 doz.

EMERY CLOTH

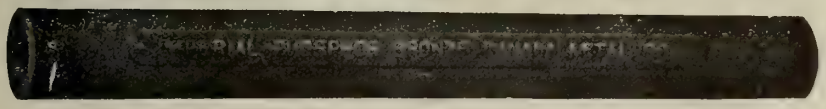
See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

WE MANUFACTURE

Imperial Phosphor Bronze Bars, Solid and Cored



We Manufacture
Imperial Soldering Paste



We Manufacture
Laundry Tubs



We Manufacture
Babbitt Metals



Pig Tin, Sheet Lead, Pig Lead, Ingot Copper, Zinc, Lead Pipe, Solder, Battery Zincs, Fuse Wire

THE CANADA METAL CO., LIMITED TORONTO

A Complete Line of Roofing

The Brantford Roofing agency in a town or city grows more valuable every year, because the demand for the different lines of Brantford Roofing is increasing all the time—and every kind of temporary and permanent roofing requirement can be supplied in the Brantford line.

Brantford Asphalt Roofing

This is our leading line of roll roofing. A permanent roofing material for either pitch or flat roofs. Sanded on both sides. 60 lb., 70 lb., 80 lb. per square.

Brantford Rubber Roofing

Same quality as Brantford Asphalt but has a smooth surface. 40 lb., 50 lb., 60 lb. per square.

Standard Mohawk Roofing

is slightly lower quality, but a thoroughly reliable roofing at a low price. Sanded on one side. One weight—40 lb. per square.

Mohawk Rubber Roofing

the same quality as Standard Mohawk but with a smooth surface. Used for all classes of temporary work—sheds, bunk houses, camp sites, etc. 35 lb., 45 lb. and 55 lb. per square.

Leatheroid Roofing

Slightly lower quality than Mohawk Rubber. Used for same purposes. 35 lb., 45 lb. and 55 lb. per square.

Samples of any of these roofings and prices will be supplied promptly, including our famous

Brantford Asphalt Slates

which add beauty to any home or building roofed with them. They are also a very economical roofing. Reddish brown and dark green shades. This line is increasing rapidly in popularity.

FOR EXPORT

We pack all our lines of Brantford Roofing in sizes suitable to get the lowest export freight and ocean rates.

Write for catalog and prices.

Brantford Roofing Co., Ltd., Brantford, Can.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.O.B. Toronto, Montreal, London, and Hamilton.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick	1.90-2.00
Under 40 lbs.	2.00-2.50
Bi-Treadle, each	5 90

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$9.10-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12.50- 13.85
Hand sewn, no shank, 1 in.	16 20
Hand sewn, no shank, 1¼ in.	18 00

Halters (Sisal).

7-16 in. gross, $25; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All handles, neckyokes, whiffletrees and doubletrees, hay rakes and horse pokes, 35%.

Maple and ash pike poles, 35%.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 86
BT barn door track, round, per ft.	0 24
Discount from above, 45%.	
Atlas, No. 0	8 15-8 45
Atlas, No. 1	8 95-9 25
Atlas, No. 2	10 40-10 75
Stearns, 4 in.	7 40- 7 65
Stearns, 5 in.	10 25-10 65
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz.	10 25-10 65
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5-in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	7½
Extra hooks for above, ¾ in., per lb.	7¼

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 45	$4 00
No. 3, per doz.	4 00	4 50
No. 4, per doz.	4 60	5 10
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
Light iron	0-7	$6 25	$6 50
Long heel light iron	3-7	6 25	....
Medium iron	1-8	6 25	6 50
Heavy iron	6-8	6 25	....
Snow	1-6	6 50	6 75
New light "XL" steel	1-6	6 70	6 95
Featherweight "XL" steel	0-4	8 10	....
Special countersunk	0-4	8 60	....
Toe weight (front only)	1-4	9 10	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$15 75
Corrugated, ⅝ in., 100 ft.	18 75
Corrugated, ¾ in., 100 ft.	21 50
Corrugated, 1 in., 100 ft.	31 50

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1.70-1.75
Mrs. Potts, No. 50, nickel-plated, set	1.80-1.85
Mrs. Potts, handles, japanned, doz.	$1.15-$1.30
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons, each	3 75
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.

	Per ft.
Shelf-lock	16c ft.
Ontario	21c ft.
Faultless	24c ft.
Mechanics	31c ft.
Hercules	28c ft.
Perfect	26c ft.
Faultless, extra heavy	29c ft.
Hercules, extra heavy	33c ft.
Mechanic, extra heavy	36c ft.
B.T. Standard	21c ft.
B.T. Economy	16c ft.
B.T. Iron Bound, 4-8 ft.	28c ft.
B.T. Iron Bound, 10-14 ft.	33c ft.
B.T. Iron Bound, 16 ft.	43c ft.
B.T. Iron Bound, 18 and 20 ft.	53c ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	19c ft.
34 to 44 ft.	21c ft.
46 to 60 ft.	31c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	15c ft.
18 ft. to 22 ft.	16c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

	Per doz.
Short Globe, doz.	$12 50
Jap'd Dash, doz.	15 00
Search Dash, doz. X-ray	15.75-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.	18.25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen	
Cold blast, short	1 00	1 10
Cold blast	1 00	1 10

3 doz. cases, 90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby	4.00-4.20	
Cold blast, common ruby	4.00-4.20	

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	7 50
B.T. Bonnie, style B	8 00
B.T. Ideal	11 00
B.T. Ideal Power	12 50
B.T. Ideal Water Motor	20 75
B.T. Cyclone	10 50
B.T. Vollmar, No. 2	10 60
B.T. Vollmar, No. 3	11 50
Forest City, engine-driven	37 50
Forest City, electric	80 00

Discount on B.T. goods, 27½%.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	8 40
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	2 00
Crescent, doz.	2 00
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

1	inch	$1	2¾ inch 15c
1⅛	inch	$1	3 inch 10c
1¼	inch	65c	3¼ inch 10c
1½	inch	40c	3½ inch 10c
1¾	inch	40c	4 inch 5c
2	inch	30c	4½ inch 5c
2¼	inch	30c	5 inch base.
2½	inch	15c	5½ inch base.
			6 inch base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.20 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.25 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory points, carload freight allowed, $5.32½.

Sault Ste. Marie, Port Arthur, Fort William, $5 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.65 base; London, $5.60; Hamilton, $5.65. No equalization of freights.

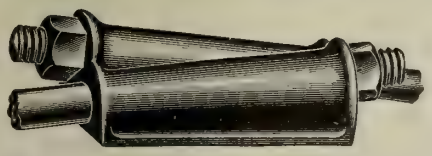
Roofing Nails — American, large head, keg, $8.25. London, $7.70. F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand	Per box of 25 lbs.
No. 3		$19 50
No. 4		9 50
No. 4½		8 25
No. 5		4 50
No. 6		4 25
No. 7		4 00
No. 8		4 00

MALLEABLE IRON LUGS

SILOS
TANKS
PIPE
LINES
KILNS, etc.

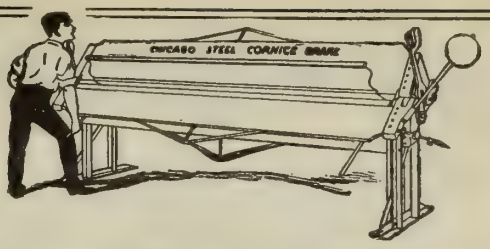


Variety of patterns for round and flat bands all sizes.

Silo Wrenches Washers

Otterville Mfg. Co., Limited

Otterville, Ontario



CHICAGO STEEL BENDING BRAKES

MADE-IN-CANADA

Are the most economical, most accurate and have the most simple working arrangements of any brake made.

WRITE FOR CATALOG AND FULL PARTICULARS.

The Steel Bending Brake Works Ltd., Chatham, Ont.

Quality Equal to the Best. Service Better Than That.

BOLTS
NUTS
SPECIALS



RIVETS
NAILS
WIRE

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C. C. CARTWRIGHT
85 Water St.

THE NORTHERN BOLT SCREW & WIRE CO., LTD.
Owen Sound, Ont.

Montreal
EDWARD ROY
75 St. Timothy St.

Stockdale Lectures for You!

These lectures throb with vitality, solving many problems which confront all lines of business.

Under the following captions one of America's foremost Retail Merchandising Experts gave in a clear, lucid style the why and wherefores of the success and failures in retail stores:

"Many Businesses Wrecked by Details"
"How to Make Figure Facts Earn Profits"
"How to Measure the Value of Turnover"
"How to Get the Information the Customer Wants"

We had these four lectures printed in pamphlet form for distribution among the trade.

Send for your copy TO-DAY. The supply is limited.

The MacLean Publishing Co., Limited

153 UNIVERSITY AVENUE, TORONTO

No. 9	$ 3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.
F.o.b. Montreal, Toronto, Hamilton, London

"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$19 00
4	1¾"	9 00
5	1 15–16"	4 00
6	2¼"	3 75
7	2 5–16"	3 50
8	2½"	3 50
9	2 11–16"	3 25
10	2⅞"	3 25
11	3 1–16"	3 25
12	3¼"	3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY
List prices per roll of 50 lineal yards. Adopted March, 1909.
2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾-inch mesh and 20 ga. wire)

24 inch...	$10 50	36 inch...	$15 00
30 inch.....	12 75		

½-inch mesh and 22 ga. wire)

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.
Toronto, London, Canadian netting 15% off list.
Montreal, 15% off list.
American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)	$21 50
U.S. Navy (unspun)	20 75
Clipper (unspun)	21 50
U.S. Navy, Eng., unspun	20 00
U.S. Navy, Eng. (spun)	21 00
Plumbers (spun)	$8 50 $10 50

F.o.b. Montreal, Toronto

OIL	Montreal	Toronto
Royalite	0 18	0 17
Palacine	0 21	0 20
Gasoline, gal.	0 32½	0 31½
Castor oil, per lb.	0 55	0 50
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 18	0 15½
Cylinder Green, med.	0 55	0 56
Capital cylinder	0 50½	0 49½
Machine oil, regular grades	25½-42	29½-30
Standard gas engine oil	38¼	38¼-37½
Paraffine	0 21	0 21
XXX machine	0 24½	0 28
Fuel oil, bbls.	0 14	0 13
Fuel oil, tank cars	0 12½	0 11½

OLD MATERIALS
See weekly report.

PACKING	Per lb.
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 70
Surprise Fibre	0 66
Tarred felt, per cwt.	3 25-3 35

Asbestos sheeting (per 100 lbs.)	$12-$15
Carpet Felt, 16 oz., per 100 lbs.	$4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—	
5 to 6 lbs., doz.	$ 9 00
6 to 7 lbs., doz.	9 65
7 to 8 lbs., doz.	10 30
8 lbs. only	10 55
Rock—	
5 to 6 lbs., doz.	9 00
7 lbs., doz.	10 80
8 lbs., doz.	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT
Effective Jan. 7, 1918.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 6 00	$ 8 00
¼ in.	5 10	7 23
⅜ in.	5 10	7 23
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00
Standard Lapweld.		
2 in.	29 23	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	88 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.
Prices—Ontario, Quebec and Maritime Provinces.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES
4" and under, 40-45%.
4½" and larger, 40%.
4" and under, running thread 25%.
Standard couplings, 4" and under, 35%.
4½" and larger, 15%.
Terms 2% 30 days. Approved credit Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Discount 10%.
F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD
See weekly report

PIPE (SOIL)	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	35, 2½
8" soil pipe	35	30
Medium and extra heavy fittings, 6" and under	50	40, 2½

PIPE (STOVE)
See prices under Wares, etc.

PITCH	
Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)	
4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	40%
Cistern Pumps	40%
Set Lengths	40%
Brass Lined Cylinders	40%
Brass Body Cylinders	40%

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS
Iron rivets, blacked and tinned, 15%; Iron Burrs, 15%.
Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.
F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	1 30
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	$5-$5.50
Roofing Pitch, 75 to 85c per cwt.	

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	61½-67
5-32 in.	60½-65½
3-16 in.	57 -62
¼ in. and up	56 -61

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER
B. & A. sandpaper, 15% to 20% on list.
B. & A. emery cloth, 5% to 20% on list.
B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES Champion—	Scale List	Stamping extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge.
F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS
Net list.

SCREWS
Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	22½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws	
Dozen	$7 00

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
Premier Galvanized

	Per 100 lbs.
10¾ oz.	$9 50
U.S. 28	9 20
U.S. 26	8 90
22 and 24	8 75
18 and 20	8 60
16	8 45

F.o.b. Hamilton and Toronto.
Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 8 35
16 gauge	12 05	8 45
18-20 gauge	10 30	8 60
22-24 gauge	10 45	8 75
26 gauge	....	8 90
28 gauge	....	9 20
10¾ ozs.	11 05	9 50

Add 20c for less than ton lots.
F.o.b. Montreal.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$ 8 70
18-20	12 55	12 55	8 85
22-24	12 25	12 25	9 05
26	12 25	12 25	9 25
28	13 00	13 00	9 65
10¾ oz.	....	....	10 00

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES	Per sq.
Standard galvanized	$10 25

Shipping weight, 90 lbs.

Standard painted	8 00

Shipping weight, 80 lbs.
Discount 7½%.
F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL	
Standard galvanized	$8 75
Standard painted	7 00

Discount 7½%.
F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS
Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR
See Weekly Report.

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	5 00

F.o.b. Sarnia, London, Toronto.
Ottawa

Oil Burning Heaters.	List
No. 520 (120), each	$6 25
No. 525 (125), each	6 00
No. 530 (130), each	6 50
No. 630 (230), each	8 25

Discount 25% off list.
F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

BUGS
AND
OTHER INSECTS

Will be the worries of your customers shortly

Protect your trade and customers as well as your profits, by covering now for what insecticide you will require. The scarcity of raw material is greatly hampering the manufacture of one of the greatest necessities your customers and the country in general need.

SHERWIN-WILLIAMS
INSECTICIDES

Are a profitable investment for every merchant as well as a protection for your district, the farmers and orchardists who are your friends, as well as customers, from heavy financial losses this Spring.

You cannot afford to wait any longer, but place your order now for some of the following—

BERGER'S PURE PARIS GREEN
S-W ARSENATE OF LEAD, DRY
S-W ARSENATE OF LEAD, PASTE
S-W CALPOISO (ARSENATE OF LIME)
S-W DRY LIME SULFUR

Write for our Spraying Calendar and any information you need regarding these goods.

Are you an S-W Agent, if not why?



THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.



SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	.....	net list
Hollow Back No. 2 Shovels	30%	.....	5%
Hollow Back Sand Shovels and Coal Shovels	30%	.....	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	—Per Dozen—		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	17 80	.....	14.80
Coal Shovels, No. 3 Black	22.00	.....	14.50
Sand Shovels, No. 3, black	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black	19.00	18.00	17.00

For polished goods the following net extras apply:
Full polished .....$1.00 per dozen net
Half polished .....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's
American Queen, nic'd trim, ball bearing .....Doz.	$39 00
Club, nic'd trim., "Cyco" bearing	32 00
Champion, nic'd trim	30 00
Champion, Jap'd trim	27 00
Elite, nic'd trim., B.B.	41 00
Grand Rapids, nic'd trim., B.B.	36 00
Grand Rapids, Jap'd trim., B.B.	32 00
Parlor Queen, nic'd trim., B.B.	42 00
Princess, nic'd trim., B.B.	37 00
Standard, nic'd trim	32 00
Standard, Jap'd trim	29 00
Universal, nic'd trim, "Cyco" bear.	34 00
Universal, Jap'd trim., "Cyco" bear.	30 00

F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim	$1 00
Household, Jap'd trim	67 00
Superba, nic'd trim	96 00

F.o.b. Toronto, Hamilton, London.

TACKS

	Discount
Wire Tacks .....60 and 10%	
Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%	
Double pointed tacks....60	10%
Shoe findings list adopted July 5, 1917—Net list.	
List of Capped Goods adopted Jan. 1, 1916..60 and 15%	

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount. Samson, 20% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10		

Discount 10%.

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME)

	Doz. with chain
Victor No. 1	$2 05
Jump, No. 1	2 65
Hawley & Norton, No. 1	3 15
Newhouse, No. 1	4 30

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder)

	Per lb.
500 ft.	$
550 ft.	
600 ft.	
650 ft.	

In 5-ton lots ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 52½-65½
4-ply wrapping, lb.....56 -72½

F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz.	$16 50
No. 1, per doz.	14 25
No. 2, per doz.	12 00
No. 3, per doz.	10 50

F.o.b. Newmarket

VALVES

	%
Ground work	50
Compression work, standard	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	net
Radiator valves, standard	15
High grade	7½
Globe, angle and check valves, standard	10
Do., high grade	7½
Patent quick opening valves	35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 30%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list plus 25%.
Railroad Cans, list, plus 20%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 60%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.30; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 75
Sectional, ½ lb., per 100 lbs.	4 45	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS

Navvy, steel wheel, doz. 37.50-51.50
Garden steel wheel, doz. 51.00-75.00
Light garden, doz. 37.00-54.00

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Hay Wire in Coils

No. 13	6 80
No. 14	6 90
No. 15	7 05
No. 16	7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire.

	Toronto
Barb	$5.50-$6.20
No. 9 pl. galv.	4.70- 5.90
No. 12 pl. galv.	4.85- 6.00
No. 13 pl. galv.	4.50- 6.15
No. 9 coil sp.	5.00- 5.90
No. 12 coil sp.	6.20

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 50
Fence staples, galvanized. $6.25-6.50
In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.

Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.....10%
Brass wire, 3 to 24 gauge, add.40%
25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$8 00
In 50-ft. rolls 8 05
Bronze, sq. ft. 0 14

F.o.b. Toronto, Hamilton, London

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	135 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$14 00	18 in.	$31 20
10 in.	15 60	24 in.	45 25
14 in.	21 85		

Coes—	Doz. net		Doz. net
6 in.	$13 00	15 in.	$31 20
8 in.	15 60	18 in.	41 60
10 in.	18 20	21 in.	50 70
12 in.	23 40		

Stillson—	Each	Dozen Net	
6 in.	$1 10	$12 00	$12 50
8 in.	1 25	13 50	14 00
10 in.	1 40	15 00	15 60
14 in.	1 95	21 00	21 85
18 in.	2 75	30 00	31 20
24 in.	3 95	43 50	45 25
36 in.	....	81 00	84 25
48 in.	....	....	124 80

ZINC

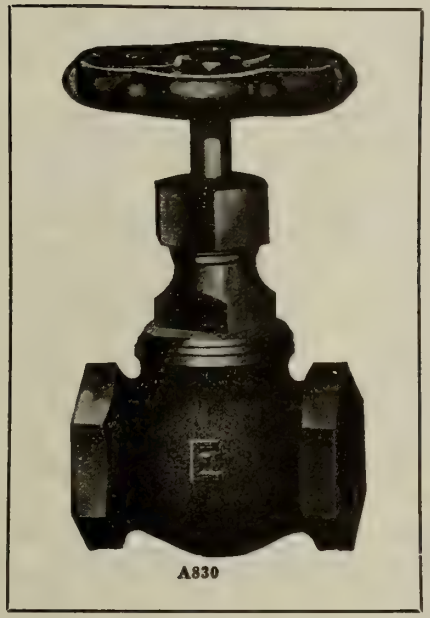
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EMPIRE MFG. CO., LIMITED

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Brass Valves, Bibbs, Basin Cocks, Steam Stops, Plumbing material for country homes.

Water Closets,



A830

Bath Tubs, Wash Basins, Soil Pipe and Fittings, Iron Pipe, Iron Fittings.

Full Stock carried in London and Toronto.

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COSTS MORE - WEARS LONGER.

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PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

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MADE IN CANADA



It's a Pink anyway you take it, and it's the best Peavey made.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX

	Per lb.
Small quantities	$0 45
Larger quantities	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1..$1.50-$2.00
Banana oil, gal..... 3.50- 4.25

F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each..$1.35 $2.00
Weighted, 20 lbs., each.. 1.60- 2.25
Acme, 15 lbs., each..... 1 75
Acme, 20 lbs., each..... 2 00
Acme, 25 lbs., each..... 2 35

F.o.b. Toronto.

COATING

Cement Coating $3 00 $3 75

F.o.b. Montreal, Toronto.

COLORS (DRY)

	Per lb.
Raw Umber, 100-lb. kegs...	7-15c
Burnt Umber, 100 lbs.....	7-15c
Raw Sienna, 100-lb. kegs...	7-15c
Burnt Sienna, 100-lb. kegs...	7-15c
Imp. green, 100 lb. kegs....	0 23
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k..	0 12
Indian red, 100-lb. kegs....	0 15
Indian red, No. 1, 100 lb. k..	0 06
Venetian red, best bright...	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry.....	0 15
Golden ochre, 100 lb. kegs..	0 06½
White ochre, 100 lb. kegs..	0 04
White ochre, barrels	0 03
Yellow ochre, barrels 2½-3¼	
Spruce ochre, 100-lb. kegs..	4c-6c
Canadian red oxide, bbls....2	-2¼
Super magnetic red.....	2¼-2½c
Vermilion	0 40
English vermilion	0 50

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure	0 15
Indian red	20-26
Chrome yellow, pure	45
Golden ochre, pure	22
French spruce ochre, pure....	16-18
Chrome green, pure	18-26
French permanent green, pure	24
Signwriters' black, pure	25
Marine black, 5 lb. irons....	0 17
Lampblack	0 24

F.o.b. Montreal, Toronto.

ENAMELS (White)

	Gal.
Duralite	7 15
Albagloss	6 05

GLUE

	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs. $28 00	
Case No. 8—100 ½-lb. pkgs..	31 00
Case No. 9—200 ¼-lb. pkgs..	38 00
Discount.	
French medal (prices withdrawn)	
English common sheet	30-35
English prima	0 38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	30-32
Ground glue, No. 2, 112-lb. bags	23½-24
Do., No. 2, less than bags..	25

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$10 75	$15 60
26 to 34	11 20	16 85
35 to 40	11 70	17 85
41 to 50	15 40	20 35
51 to 60	16 10	20 80
61 to 70	17 20	22 05
71 to 80	19 35	24 10
81 to 85	....	29 85
86 to 90	....	31 95
91 to 94	....	32 80
95 to 100	....	38 05
101 to 105	....	42 00
106 to 110	....	48 55

F.o.b. Montreal. Discount 5% on box glass.

Discount from pane list 15 and 5%

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	64 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount box glass, 40%.
Cut lights, 25%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price, 10% off list; country, 5%.

Toronto, Hamilton, London, 20%.

For shipments of glass outside of Toronto, Hamilton or London, 10% discount from the list. Freight charges paid to destination, provided the gross list value of the glass is $75 or over. Under $75 in value, 10% discount from the list, f.o.b. Toronto. These prices apply to glass under 90 inches in height. Over 90 inches, then special flat car rates apply.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.52 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.

F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure $15 50		$15 70
Crown Diamond ... 15 50		15 70
Crown Pure 15 50		15 70
Green Seal 15 50		15 70
Tiger Pure 15 50		15 70
Ramsay's Pure ... 15 50		15 70
Moore's Pure 15 50		15 70
O.P.W. Dec. Pure.. 15 50		15 70
Red Seal 15 50		15 70
Decorators' Pure .. 15 50		15 70
O.P.W. English ... 15 70		15 90
Elephant Genuine.. 16 10		16 20

B.B. Genuine Lead, less than tons, $17.40 Toronto; $17.20 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.....$14 00		$14 50
Genuine, 100-pound kegs, per cwt..... 14 75		15 50
Less quantity 16 00		17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Paste
1-lb. tins	
2-lb. tins	
5-lb. tins	
10-lb. tins	
25-lb. casks	
50-lb. casks	
100-lb. casks	
300-lb. casks	
600-lb. casks	

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.20; white, 5-lb. packages, $6.60.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report

PAINTS, PREPARED

Price per gallon

Elephant, white	3 70
Elephant, colors	3 30
B.H. English, white	3 80
B.H. English, colors	3 55
Minerva, white	3 65
Minerva, colors	3 50
Crown Diamon, white	3 55
Crown Diamond, colors	3 30
B.H. Frescouette, white	3 30
B.H. Frescouette, colors	3 10
Moore's House Colors, white..	3 50
Moore's House Colors, colors.	3 40
Moore's Egyptian Paint, all colors	2 75
Moore's Floor Paint	2 90
Moore's Sani-Flat	3 00
Jamieson's Crown Anchor....	3 30
C.P.C. Pure, white	3 80
C.P.C. Pure, colors	3 55
O.P.W. Can. Brand, white...	3 35
O.P.W. Can. Brand, colors...	3 10
O.P.W. Can. Brand, floor....	2 70
O.P.W. Flat Wall, white	3 05
O.P.W. Flat Wall, colors....	2 85
Ramsay's Pure, white	3 65
Ramsay's Pure, coors	3 35
Martin-Senour, 100%, white..	3 80
Martin-Senour, 100%, colors.	3 55
Martin-Senour, Porch Paint..	3 55
Martin-Senour, Neutone, white	3 35
Martin-Senour, neutone, col..	3 10
Senour's Floor Paint	3 00
Sherwin-Williams, white	3 80
Sherwin-Williams, colors	3 55
Flat Tone, white	3 30
Flat Tone, colors	3 10
Lowe Bros. H.S., white.....	3 80
Lowe Bros. H.S., colors	3 55
Mellotone, white	3 35
Mellotone, colors	3 20
Sanitone, white	3 30
Maple Leaf, white	3 80
Maple Leaf, colors	3 55
Maple Leaf, floor	3 00
Maple Leaf, flat wall.....	3 10
Pearcy's Prepared, colors....	3 00
Pearcy's Prepared, white....	3 25

F.o.b. Montreal, Toronto.

PARIS GREEN

Prices withdrawn.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY	Standard Montreal	Less than tons Toronto
Bulk, in casks $4 10		$4 30
Bulk, 100-lb. drums. 4 95		5.05-5.15
Bulk, 25 lb. drums.. 4 95		5 15
Bulk, 12½-lb. irons. 5 20		5 40
Bladder, in bbls.... 5 20		5 40

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $1.75 cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $4-$4.50.
Pure Orange, gal., $3.75-$4.25.

Gum Shellac, TN, 70-74c lb.; finest orange, 83-86c; bone dry white, 80-83c.

F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans.....	3 00
B.H. Vanisher $2	75
Cumoff	3 00
O.P.W. Presto	2 65
Lingerwett 2 80-3	25
Solvo	3 00

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING

	Gal.
Liquid Slating, B.B. $2	20

VARNISHES

	Per gal. cans
No. 1 Furniture, extra, barrels, $1.21 gal.; gal. tins.	$ 1 45
B.H. Stovepipe Varnish, ½ pints, per dozen	1 54
Elastilite	2 75
Depend-on, list	3 25
B.H. Maritime Spar, list.....	7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	2 50
Granitine	2 64
Hydrox Spar	3 47
Sun Varnish	2 64
Sun Spar	4 59
Sun Waterproof Floor	3 02
Jasperite Interior and Exterior	2 64
Jasperite Pale Hard Oil.....	1 92
Jasperite Floor Finish	2 64
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 86
Elastic Interior	2 64
Mar-not	3 52
Quick Action House	2 47
Rexspar	4 62
Sear-Not	3 34
Kyanize Spar	4 95
Kyanize Cabinet Rubbing ..	3 85
Kyanize Interior	3 85
Luxeberry light	3 30
Luxeberry granite	3 52
Luxeberry spar	4 95
Ramsay's Universal	2 64

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.....	0 18½
Opalite, 100 lb. kegs.....	0 19
1 gal. packages, per pkg...	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $6.50; colors	7 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX.....$0	20
XX Quality	0 18
X quality	0 15

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 21
X Grand	0 19¾
XLCR	0 18½
X Empire	0 17¼
X Press	0 16

WASTE, COLORED WIPING

Quality I	0 14
Quality 1A	0 12
Quality 1B	0 10
No. 5	0 15
No. 6	0 13
No. 7	0 12
Japanese	13½

WIPING WASTE, COLORED

Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	..

This line subject to trade discount for quantity.

WAX	Per lb.
C. & B. Floor Wax.....$0	35
B.H. Wax	0 35
Ronuk Floor Wax lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax.....	0 30
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English 0 45-0	55
Johnsons 0 45-0	55
Jamieson's liquid wax, gal..	2 75
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 40

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2.00
Gilders, bolted, in bbls.....	2.50

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL

	Per gal.
In five gallons .....$1.80-$1.90	
In barrels ....-	1.70

$4 extra for barrels

F.o.b. Montreal, Toronto, London.

ESTABLISHED 1849

WOOD, ALEXANDER & JAMES

Successors to WOOD, VALLANCE & CO.

WHOLESALE HARDWARE MERCHANTS

SHELF AND HEAVY HARDWARE

CONTRACTORS' and MILL SUPPLIES

BAR IRON AND STEEL

BUILDING PAPER AND ROOFINGS

AUTOMOBILE ACCESSORIES

BRANCHES: Toronto Office, 25 Front Street East; Wood, Vallance, Limited, Winnipeg, Man.; Wood, Vallance & Leggat, Limited, Vancouver, B.C.; Wood, Vallance Hardware Co., Limited, Nelson, B.C.; Wood, Vallance & Adams, Limited, Calgary. Alta.

RED S BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.36; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regal Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $41; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$12 00	$14 50
Double Bit	14 50	16 50
Broad axes	32 00	35 00

AUGER BITS

Standard	List	Prices per Dozen	
3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 09
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	20%
Gilmour	60%

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.05 base; other sizes, $5.60 base; Swedish iron, $5.25; sleigh shoe steel $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 33 1-3%; over 6 in., 20 and 10%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOARDS—Wash

	Doz.
Improved Globe	$4 00
Diamond King, Glass	4 75
Western King, Enamel	4 75

BOLTS

Carriage, ⅝ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅝ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	35
3 x 3 in.	37
3½ x 3½ in.	35
4 x 4 in.	47
4½ x 4½ in.	68
5 x 5 in.	80

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; ¾, $7.25; Logging, 5-16, 11c; ⅜, 10c; ½, 9¾c; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 55

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 62c lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe	Discount 45%
Nicholson Gen.	Discount 35%

FITTINGS

Malleable	Black	Galv.
Class B	$ 26	$ 36½
Class C	17	26
Bushings	25%	..
Unions	35%	..
Nipples 4" and under	45%	..

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. barrels, 30c lb.; 100-lb. barrels, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$10 50	$15 25
26 to 40	11 50	17 25
41 to 50	15 00	19 50
51 to 60	15 50	20 50
61 to 70	16 50	22 00

GLASS (Plate)

5% off list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $7.25; No. 2 and larger, $7; snowshoes, No. 0 to No. 1, $7.50; No. 2 and larger, $7.25; steel, No. 0 to 1, $7.70; No. 2 and larger, $7.45; featherweight, $8.85.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED

	Apollo and "Fleur de Lis" Premier	
10¾ oz. or 28 Eng.	$11 20	$11 20
28 Am. or 26 Eng.	10 90	10 90
26 Am. or 26 spec.	10 60	10 60
24	10 45	10 45
22	10 45	10 45
18 and 20	10 30	10 30
16 Am.	10 20	10 20

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb.; 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set	$1 80
Mrs. Pott's No. 50, set	1 90

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $2 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 00
3	2 70
4	4 75
Barn Door	
5	2 70
8	2 90
9	4 10

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$4 75
New Century B	10 15
New Idea	11 35
Snowball	8 50

MATTOCKS

Pick, $10; cutter, $10.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	4 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$7 75	$8 25
Empress	10 00	10 60
Daisy	6 15	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING—POULTRY

Net Prices Per Roll	
1 in. mesh x 24 in.	$5 95
30 in.	7 20
36 in.	8 50
2 in. mesh x 24 in.	2 90
30 in.	3 40
36 in.	4 05
48 in.	5 25
60 in.	6 55
72 in.	7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots, all styles, 1c less than above

OILS

"Buffolite," 22½c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 35c; Family safety coal oil, 23½c; "Engoline" engine coil oil, 19½c; Summer black oil, 22½c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 46c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $19; less quantities, 20c.

PICKS, Clay, 6-7, $9.60 per doz.

POLISH—

O-Cedar—	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page.)

Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens'

Do your customers realize the economy of using

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

?

Just now everyone is thinking, talking and practising economy. This circumstance gives you opportunity to bring to the attention of your customers one of the outstanding features of Silkstone Flat Wall Colours.

Silkstone is cheaper than wall-paper (and decidedly more sanitary) lasts longer than other wall finishes, can be washed often, and won't rub off. It gives a beautiful soft, silky finish that will outwear any other wall covering. The economy of a finish that costs little to apply and lasts so long will forcibly appeal to all.

Set "Economy" to making sales of Silkstone for you.

If there is no Stephens' Agent near you write for our good proposition.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers

WINNIPEG **and** **CALGARY**

Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens'

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER. Paris, per bbl., $3.75.

PLATES, CANADA

18x21 per box, half polish, $10.25; full polished, $11.75; 18x24, half polished, $10.25; full polished, $11.75; 20x28, half polished, $10.25; full polished, $11.75.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 30
1½-lb. tins	0 09

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope, ¼ and over, 55c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell).

Net list.

SAWS, BUCK

Happy Medium, $9.00; Watch Spring, $9.40; Lance Tooth or Lightning Blades, $10.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50
SNATHS—	
No. 2 loop	11 50
Bush	13 00

SWEEPERS, Carpet—	Each
Bissell's Grand Rapids, jap'd.	$2 85
Bissell's Grand Rapids, nick.	3 20
Bissell's Vacuum	8 00

STEEL SHEETS, BLACK

10 gauge	$8 50
12 gauge	8 50
14 gauge	8 40
16 gauge	8 50
18-20 gauge	8 80
22-24 gauge	8 85
26 gauge	8 90
28 gauge	9 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30. Black Cat and Crescent Scoops—No. 4, $15.80 doz.; No. 6, $16.80; No. 8, $17.80; No. 0, $18.80; Moose & Jones Scoops, No. 4, $16.90; No. 6, $17.80; No. 8, $18.70; No. 10, $19.60.

SOLDER. Per pound, 43 to 44c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $7.50; machine, $8.00 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.80 base.

STEEL HOOPS

½ in., $9.75; ⅝ in., $9.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

Net list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TRAPS, GAME—	Doz.		
	Victor	H.& N.	Jump
No. 0	$1 80	....	....
No. 1	2 12	$3 25	$2 75
No. 1½	3 17	4 88	4 12
No. 2	4 44	6 83	6 05
No. 3	5 90	9 10	8 05

TUBS—	Wood	Fibre
No. 0	$18 30	$19 75
No. 1	15 65	16 95
No. 2	13 20	14 10
No. 3	11 45	12 00

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply	$0 60
Cotton, 4-ply	0 65
	Dozen

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.

Scotch Grey, 40, 12½% discount.

Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, 17½% discount.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.15; less than ton lots, $16.50.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Fort William, $5.10, Winnipeg, $5.50; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40, 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 00
8 in.	7 20
10 in.	8 40
12 in.	10 80
15 in.	14 40
Perfect Handle—	
6 in.	13 00
8 in.	15 60
10 in.	18 20
12 in.	23 40
15 in.	31 20
18 in.	41 60

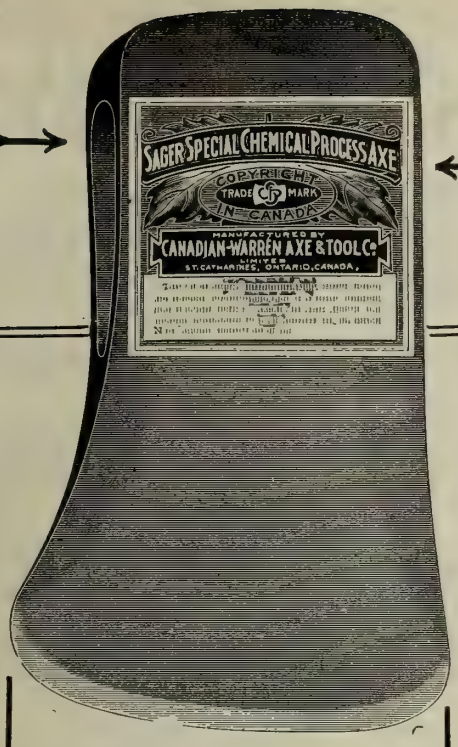
WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 13
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 60
36 in.	6 75
Trimo—	
10 in.	$1 45
14 in.	2 00
18 in.	2 90
24 in.	4 15

	Dozen	
Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Royal Canadian, $51.90 per doz., Eze, $56.10 per doz.; Bicycle, $63 per doz.; Ajax, $125.80 doz.



SAGER AXES always make Satisfied Customers

because of their sterling quality and excellent design. Our "Sager" special chemical process of tempering gives Sager axes their individuality.

Soo Line Logging Tools

Lumbermen prefer Soo Line Logging Tools because of the careful attention given to the design and their dependability when subject to hard usage.

We desire to impress upon the Merchants the necessity of placing orders NOW for Peavies, Pike Poles, etc., for Spring trade, as otherwise they may be disappointed in being unable to obtain deliveries.

Canadian Warren Axe & Tool Co.

LIMITED
ST. CATHARINES, ONT.



Soo Line Logging Tools



Efficiency and economy are the two salient features of this line.

A varnish that is as good as can be made—is used extensively by experts and can be used by amateurs with splendid results.

Easy to apply, and with wonderful covering powers, it is economical and gives a most beautiful finish.

Sell it once—you'll sell it again.

The Dougall Varnish Co., Limited

MONTREAL

THE BUYERS' GUIDE

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Canadian B. K. Morton Co., Montreal.

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Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
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Ware Mfg. Co., Oakville, Ont.

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Great West Electric Co., Ltd., Winnipeg.
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Trimont Mfg. Co., Roxbury, Mass.
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Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
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Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian Carbon Co., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Montreal.

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Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Empire Mfg. Co., London, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bends, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Bibbs, Basin and Bath Cocks, Fuller
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brass Castings and Goods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets and Rods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boilers, Heating and Range
Empire Mfg. Co., London, Ont.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Bone Grinders
Toronto Lock Mfg. Co., Toronto.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Weston, Ont.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Builders' Hardware
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.
The Stanley Works, New Britain, Conn.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Specialties
Vol-Peek Mfg. Co., Montreal.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Faultless Caster Co., Evansville, Ind.
Landers, Frary & Clark, New Britain, Conn.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

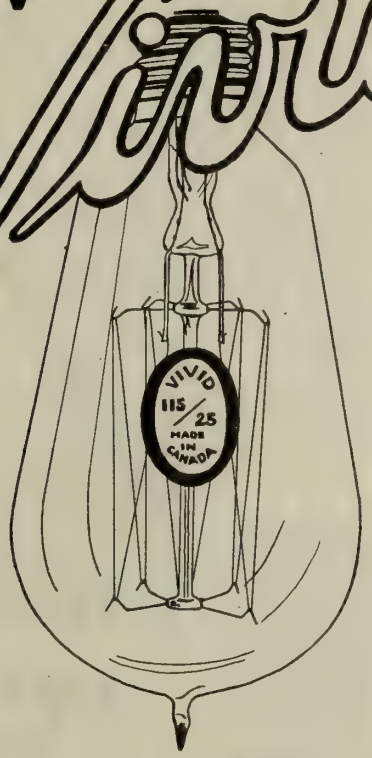
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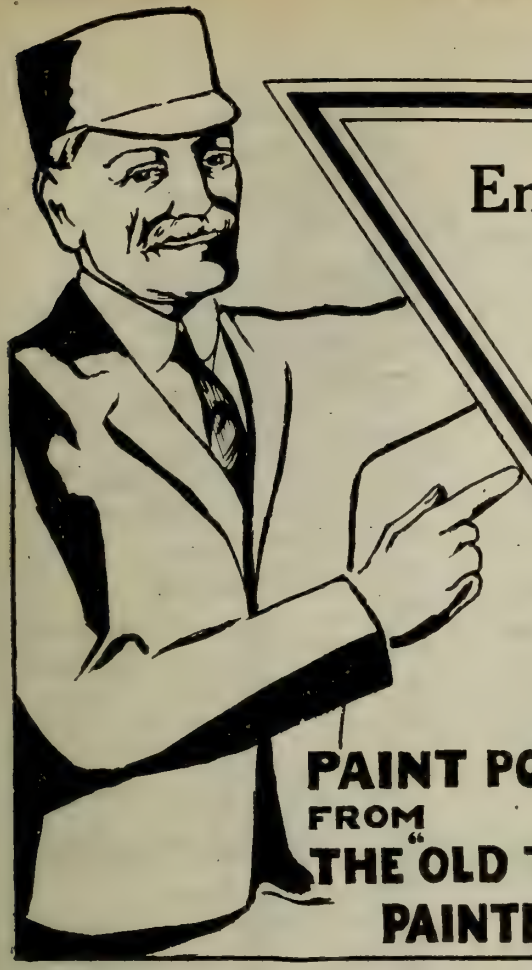
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Manufactured in Canada

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Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.
Conductor Pipe, Hooks, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.
Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Cordage
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., Toronto.
Cultivators
J. E. Gilson Mfg. Co., Port Washington, Ill.
C. S. Norcross & Sons, Bushnell, Ill.
Cutlery
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
John Chatillon & Sons, New York, N.Y.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).
Culverts, Corrugated Metal
Winnipeg Ceiling & Roofing Co., Winnipeg.
Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.
Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.
Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.
Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.
Display Racks and Stands
Cameron & Cameron, Toronto.
Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.
Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.
Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.
Door Hangers
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.
Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.
Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.
Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Dusters
Channell Chemical Co., Toronto.
Dynamite
Du Pont American Industries, Wilmington, Del.
Dry Cells
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.
Spielmann Agencies, Ltd., Montreal, Que.
Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.
Egg Cases
Walter Woods & Co., Hamilton.
Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg.
Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg.
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.
Electric Fixtures
Barton Netting Co., Windsor.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.
Electric Grates
Toronto Lock Mfg. Co., Toronto.
Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.
Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Electrical Toys
A. C. Gilbert Co., New Haven, Conn.
Electro-plating
Toronto Lock Mfg. Co., Toronto.
Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Emery Glass and Papers
John Oakey & Sons, London, Eng.
Expansion Tanks
Pease Foundry Co., Ltd., Toronto.
Explosives
Du Pont Powder Co., Wilmington, Del.
Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Extinguishers, Fire
Booth-Coulter Co., Toronto.
Northern Electric Co., Montreal.
Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.
Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.
Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.
Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.
Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.
Ferrules, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Files
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.
Fire Door Fittings
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.
Fire Department Supplies
Booth-Coulter Co., Toronto.
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.
Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.
Garden Cultivators and Weeders
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.
Garage Hardware
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.
Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.
Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.
Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Glass, Window, Plate, Ornamental
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.
Glue, Sheet and Ground
Brantford Glue Co., Brantford, Ont.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.
Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.
Glass Benders
Toronto Plate Glass Importing Co., Toronto.
Glaziers' Diamonds
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.
A. Ramsay, Son & Co., Montreal, Que.
Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.
Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.
Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works, Ltd., Hamilton, Ont.
Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.
Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.
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Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.
Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
Hangers, Door
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Machinery & Supply Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
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Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.
Hangers, Door and Track
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Ferrules, Brass, Iron, Lead
Empire Mfg. Co., London, Ont.
Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg.
Interstate Electric Novelty Co., Toronto.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.
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Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.

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Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire
Canada Metal Co., Ltd., Toronto.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

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Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Hardware Specialties
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Louis McLain Co., Ltd., Winnipeg, Man.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.

Heaters
Beauchamp, J. E., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ice Scrapers
James Bros. Co., Perth, Ont.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Boards
J. E. Beauchamp & Co., Montreal.

Iron, Corrugated
Metallic Roofing Co., Toronto and Winnipeg.
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron Sheets, Black and Galvanized
Dominion Sheet Metal Co., Ltd., Hamilton.

Iron and Steel Bars
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.

Jack Planes
National Machinery & Supply Co., Hamilton.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extension, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.

Lath, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Spielmann Agencies, Ltd., Montreal.

Lamps, Lanterns, Electric, Hand
Canadian Carbon Co., Toronto.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Spielmann Agencies, Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago, Ill.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.

Lace Leather
Wm. Taylor, Parry Sound, Ont.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Mantels and Grates
Barton Netting Co., Windsor.

Marine Brass Work
Empire Mfg. Co., London, Ont.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mendets
Collette Mfg. Co., Collingwood.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Monel Metal
International Nickle Co., New York.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oil Cups
Canadian Winkley Co., Windsor.



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Guaranteed Profit to Dealer.
Guaranteed Satisfaction to Both.

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The buying public is tired of the "Just as Good" things, weary of the commonplace and worn thick and thin with the guilty, grass-grown average.

Razors Are No Exception

and it is worth remembering that the

AutoStrop

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A more complete and practical razor does not exist—it is the only razor that sharpens its own blades automatically, and so convinced are we of the shaving satisfaction it gives to any man who buys one that we say to you with emphasis: DO NOT TAKE YOUR CUSTOMER'S MONEY UNTIL HE IS SATISFIED THAT THE GOOD SERVICE GIVEN BY THE AUTOSTROP SAFETY RAZOR WARRANTS THE INVESTMENT.

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AutoStrop Safety Razor Company, Ltd.

83-87 Duke Street, Toronto

THE BUYERS' GUIDE

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
R. E. Bloomer, Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.

Packings
Consumers Cordage Co., Montreal.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto

Pipe, Galvanized, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Tools
Empire Mfg. Co., London, Ont.

Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Poultry Netting
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Empire Mfg. Co., London, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto

Rakes
Ward & Payne, Sheffield, Eng.

Ranges, Coal and Wood
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Wrought Iron Range Co., Toronto

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Roofing
Thos. Birkett & Son Co., Ltd., Ottawa.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Shades, Electric
Canadian General Electric Co., Toronto.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Solder
Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Champion Spark Plug Co., Windsor, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Montreal
Northern Electric Co., Ltd., Toronto
Eclipse Mfg. Co., Indianapolis, Ind.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Stoves
Enterprise Foundry Co., Sackville, N.B.
Canada Foundries & Forgings, Brockville.
Clare Bros. & Co., Preston
Findlay Bros., Carleton Place
Gurney Foundry Co., Toronto
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

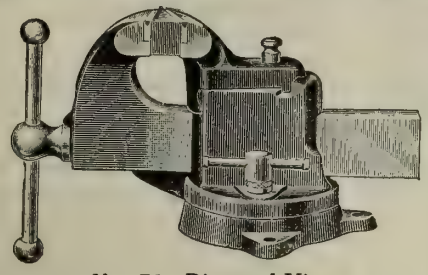
Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

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VISES *A Type and Size for Every Service*



No. 70—Diamond Vise

The Swivel Base Vise has all the qualities, strength and design of our Stationary Base Vise. In both types the material is well distributed and all vital points are reinforced.

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STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

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is a big business-builder, no doubt—but—you've got to have the best of goods behind that window to hold the trade.

Take FILES, for instance. Why not stock the best—they're none too good for that discriminating customer of yours.

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P H

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Port Hope, Ont.

Ask Your Jobber.



If any advertisement interests you, tear it out now and place with letters to be answered.

THE BUYERS' GUIDE

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

Sweat Pads
American Pad & Textile Co., Chatham

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Montreal.

Supply Pipes, Iron and Brass, Bath and Basin
Empire Mfg. Co., London, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Cistern
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Empire Mfg. Co., London and Toronto
National Equipment Co., Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. of Canada, Galt

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wrought Iron Range Co., Toronto

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber Co., Toronto.
McGraw Tire & Rubber Co., East Palestine, O.

Tools
Buck Bros., Millbury, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Toys
Buck Bros., Millbury, Mass.
J. E. Beauchamp & Co., Montreal

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Woodworkers'
National Machinery & Supply Co., Hamilton

Towel Bars
Kinsinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canada Foundries & Forgings, Brockville

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto

Turning Tools
Buck Bros., Milbury, Mass.
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Valves, Standard, Globe, Angle and Check
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
United Brass Founders, Ltd., Manchester, Eng.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
Jenkins Brass Co., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
United Brass Founders, Ltd., Manchester, Eng.

Varnishes
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston, Mass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

Ventillators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal

Washers
C. Kloepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Dowswell, Lees & Co., Hamilton.
Northern Electric Co., Montreal

Waste, Cotton
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Water Supply Systems
Empire Mfg. Co., London, Ont.

Weather Stripping
Swan Mfg. Co., Winnipeg

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto

Weeders, Garden (hand)
J. E. Gilson Mfg. Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Rice, Lewis & Sons, Ltd., Toronto

White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal

Windows, Kalameined
Metallic Roofing Co., Toronto and Winnipeg

Wire Cloth
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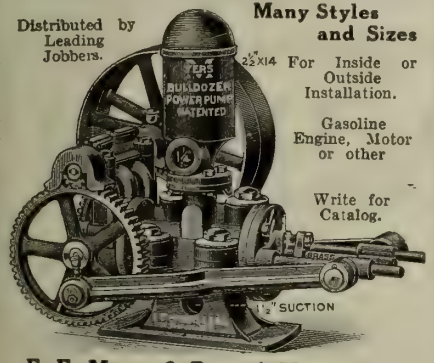
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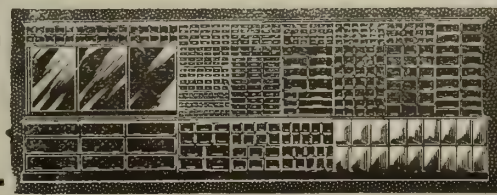
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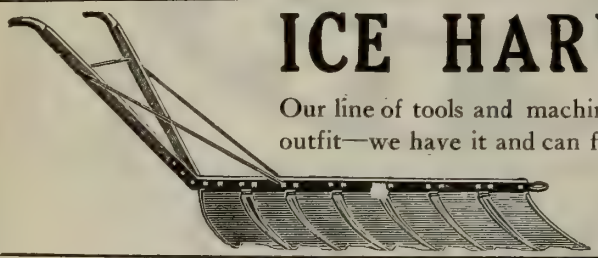
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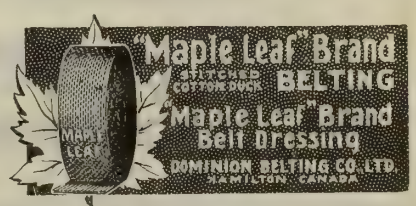
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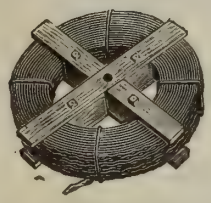
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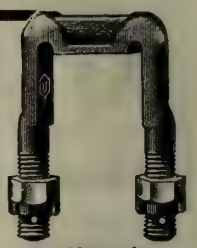
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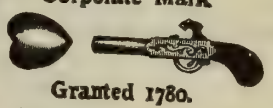
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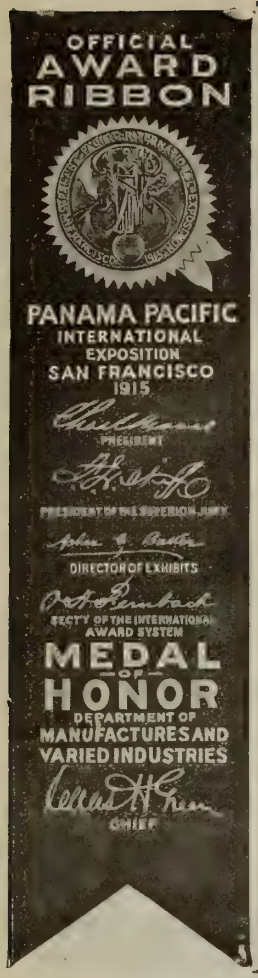


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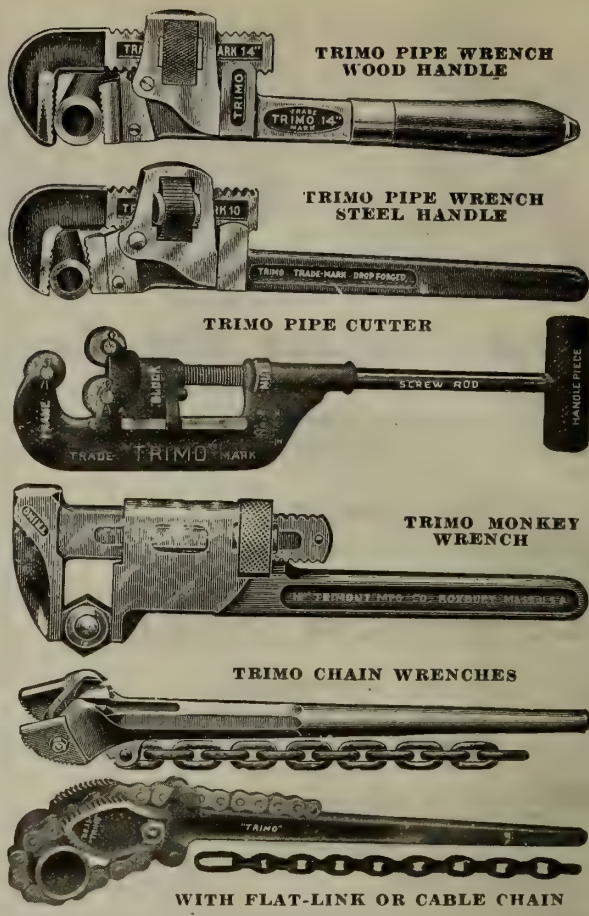
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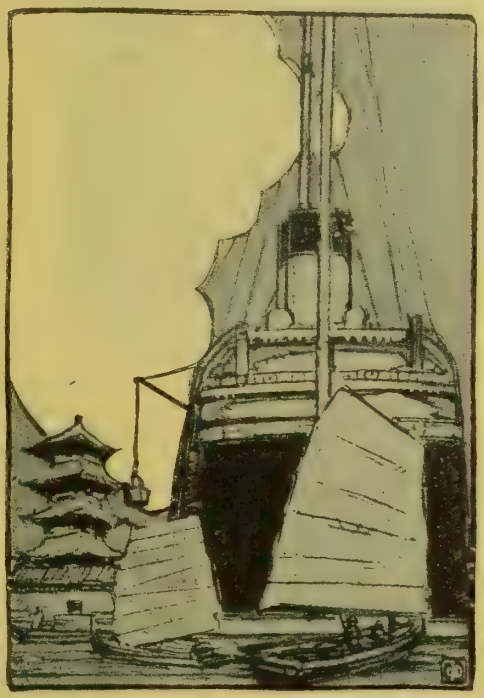
Written for HARDWARE AND METAL *by W. L. Edmonds.*

WHATEVER may be the limit to which the industrial life of the Dominion may attain in the years that are to come, of one thing we may be certain, and that is that future historians will earmark the first two years of the war as a red-letter period in the history of the country, both in regard to the expansion of its export trade and in respect to the development of its industrial activities. The facts warrant no other conclusion.

During the fiscal year 1915 the total value of the merchandise of home production exported was $409,418,000, which was a decrease of $22,170,000 compared with the preceding year. While war orders by that time had begun to come to hand there was no certainty as to their future, for we began to realize that if they were to continue in anything like important proportions we would be compelled to do that which we had never done before, namely, advance the money to pay for them. While the adverse trade balance was not nearly as heavy as in either 1914 or 1913, still a good many business men and financiers were by no means overburdened with confidence, particularly in view of the fact that, owing to our extravagant borrowings abroad, we had to meet interest charges of approximately $135,000,000 annually plus the sum which differentiated between our import and export trade.

A Turn in the Tide

But providence was better to us than we anticipated, for at the close of the fiscal year 1916 it was found that the export trade had not only increased to $741,610,638, a gain of $332,191,000, but that it exceeded the value of the merchandise imported for home consumption by no less a substantial sum than $233,827,000. Then we began to feel a little easier. We also became a little more confident regarding our ability to float further domestic loans and thus get additional orders for munitions, food products and other supplies, all of



which would help to swell the proportions of the export trade.

That this confidence was well founded is evident from the fact that the export trade in merchandise of home production swelled to $1,151,375,000 the following year. This meant that the increase over the previous year, namely $409,765,000, was in itself slightly in excess of the total export trade two years before, while the favorable trade balance for the year was nearly $334,000,000.

That the export trade for the current fiscal year will reach still greater proportions there can be no doubt, the figures for the first six months showing a value of $766,863,722, compared with $536,721,514 for the corresponding period of last year. And the remarkable fact regarding the export trade for the first six months of the current year is that they exceed by about twenty-five million dollars the total for the twelve months of the fiscal year so recent as 1916.

A Comparison With the United States

When we take into consideration the fact that when the population of the United States was approximately equal to that of Canada to-day the value of her export trade in domestic products was but $376,616,000, or $774,759,000 less than ours in 1917, the extent to which the export trade of the country has developed becomes all the more remarkable. As a matter of fact it was not until 1898, twenty years ago, when its population was about 77,200,000, that the export trade of the United States in domestic products reached the figures credited to Canada last year.

Analysis of the Canadian Trade

In the expansion which has taken place in the export trade of the Dominion practically all branches of industry have participated. This is confirmed by the summary table herewith:

	1915.	1916.	1917.
Mineral products	$ 51,740,989	$ 66,589,861	$ 85,616,907
Fishery products	19,687,068	22,377,977	24,889,253
Forest products	42,650,683	51,271,400	55,907,209
Animal produce	74,390,743	102,882,276	127,795,468
Agricultural products	134,746,050	249,661,194	373,413,701
Manufactured goods	85,539,501	242,034,998	477,399,676

This shows an increase in the three-year period of approximately 58 per cent in mineral products; 26 per cent in fishery products; 31 per cent. forest products; 71 per cent. in animal produce; 177 per cent. in agricultural products, and 469 per cent. in manufactured goods.

The most remarkable increase being in the export trade in manufactured

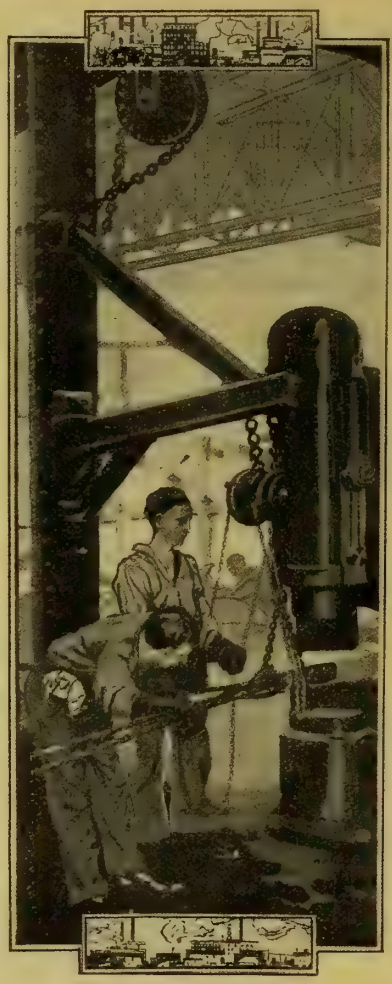
goods, it is naturally in regard to that line that the principal interest is to be found.

In reality the export trade in manufactured products is much larger than that chronicled in the official trade returns from which the above figures are quoted. Take, for example, bacon, cheese, canned goods, flour, and breakfast foods. They are distinctly manufactured goods, and are recognized as such in the census returns. The same remark applies to products of the smelters, the planing and the saw mills. And yet these as a rule are all credited to classifications other than manufactured goods. These would add more than two hundred million dollars, thereby making the total value of the manufactured goods exported during 1917 somewhere in the vicinity of seven hundred million dollars.

By far the greatest development in the export trade during the last three years has been in lines appertaining to the iron and steel industry. There does not appear to be a branch that has not shared in it. The demand for munitions, the export value of which increased from the modest sum of $221,137 in 1915 to $240,000,000 in 1917, was of course the principal stimulus as far as the steel-making industry is concerned. But there was also a remarkable development in the export trade in other lines which should be of greater permanent benefit to the export trade in general.

During the three-year period the export trade under the classification of automobiles and carriages increased from $3,497,000 to $14,397,000. Electric apparatus from $97,890, to $1,357,000. Gasoline engines from $116,607 to $133,673; firearms from $211,324 to $2,234,000; hardware from $369,714 to $943,755; machinery from $1,424,000 to $2,260,000. But one of the most marked increases was in wire and wire nails, which jumped from $870,319 in 1915 to $9,000,000 in 1917. In 1914 there does not appear to have been any export trade in wire and nails. At any rate if there was it was so small that it was not thought worthy of being recorded in the official returns.

The most striking increase from the basis of percentage recorded was in gasoline launches, there being a jump



from nothing in 1915 to $15,149,000 in 1917. This is no doubt due to the orders which were placed in Canada by the Imperial Government for motor boats designed for purpose of watching German submarines.

The extent to which the paper and pulp industry has benefited may be gathered from the fact that whereas the value of the export trade in paper was $15,509,060 in 1915, it was $26,123,000 two years later. The wood-pulp trade grew in the same period from $9,266,000 to $20,414,000.

The development under the classification of drugs, dyes, chemicals and medicines is another matter for congratulation, particularly in view of the difficulties which this industry has had to encounter, the export value having increased from $3,543,000 in 1915 to $9,218,000 in 1917.

About the only industries whose experience has been of an erratic nature during the last three years are those appertaining to textiles and manufactures thereof. For example, the clothing exported in 1915 had a value of $7,344,000, in 1916 of $9,148,000, and in 1917 of $6,356,000. Cotton products shrank from $1,815,000 in 1916 to $481,116 in 1917. The value of woollen goods exported was $1,301,000 in 1915, $657,475 in 1916, and $725,148 in 1917. All these irregularities may be ascribed in the main to the conditions obtaining in foreign markets and to the scarcity and high cost of raw material.

From the accompanying table further details may be gathered regarding the course of the export trade during the last three years in the principal manufactured products of the country.

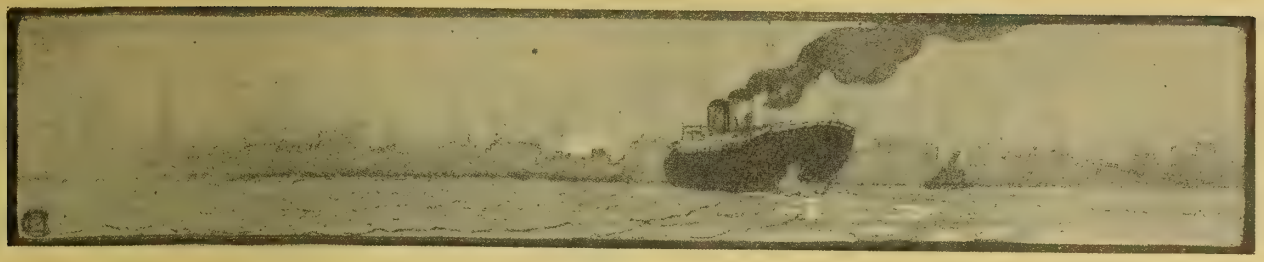
Industrial Development and the Export Trade

While the demand on war account furnished the stimulus to the export trade in manufactured goods, yet it was, on the other hand, because of the developments which have taken place in the manufacturing industries of the country which made its expansion possible. In other words, if the factories of the country had not been able to produce merchandise in greater diversity, in larger quantities, and with greater efficiency than in ante-bellum days the export trade coud not possibly have swelled to the proportions it has during the last three years.

A year or two ago an expert in manufacturing processes in the United States was sent to Canada to study the developments which had taken place since the outbreak of the war. In the report which he subsequently submitted he dwelt particularly upon what he termed the extraordinary way in which the factories of the Dominion had adapted themselves to the new conditions which the war had created.

That aply expresses the situation. The manufacturers of Canada have had the enterprise and skill to adapt themselves to new conditions as they developed. This has been manifested in a two-fold sense.





In the first place a relative decrease in the cost of production has been brought about by the inauguration of more efficient processes in manufacturing. In the second place a great many lines are now being made in the home factories which were hitherto imported. And a commission on scientific research, appointed by the government, is at work studying ways and means to assist the manufacturers of the country in increasing the products of our factories both in variety and in quantity.

Expansion in Iron and Steel Industry

There has been a particularly marked expansion in the plants of the iron and steel industry. In steel making furnaces alone over two hundred new ones have been installed since the outbreak of the war. At points where steel was not produced at all before the war electric furnaces are in operation, producing by this method during the first nine months of 1917 some 31,000 tons compared with but 61 tons for the whole of 1914. Equipment for the production of benzol and toluol have also been installed by two of the steel mills.

Within the last two years industries have for the first time been established for the refining of copper and zinc, thus no longer making us wholly dependent upon foreign markets for the supply of these metals. And that which is more important still, we shall in a few months' time have in operation a plant with a capacity of 15,000,000 pounds annually for the refining of nickel.

More economic methods have been introduced in the cotton industry by the introduction of automatic looms. and the curtailing of lines manufactured in order that longer runs may be obtained. In the woollen textile industry, in spite of the handicap entailed by the scarcity of raw material, new lines are being made, and soon Toronto will have in operation a mill for the production of the finer description of ladies' dress goods.

A particularly new development in connection with the furniture industry is the manufacture of bent wood furniture, all of which before the war was imported from Austria.

In the drug and chemical industry, while there may not have been many new extensive developments, there have been at least some important ones. Aspirin and diarsonal, the latter a substitute for the famous "606" specific, are now being made in the Dominion. Formerly we were dependent upon Germany for both.

Within the last year plants have been established at two points in Ontario for the production of ferro-molybdenum and at another in the same province stellite is now being produced. In connection with the production of high speed tool metal these industries are of particular importance.

Aeroplane Machinery and Engines

The aeroplane factory which began operations in May last is now turning out about two hundred and seventy-five machines a month. The United States government has already obtained several hundred aeroplanes from this factory.

In the machinery and engine manufacturing industry there has been a decided forward movement during the past couple of years. There has been a particularly marked development in the production of marine engines.

Recently experiments have been carried on with a view to the production of aeroplane engines in Canada, and the results have been so satisfactory that one concern is credited with having received an order within the last couple of weeks for a thousand of these engines.

More Aggressive Methods Wanted

While the developments above referred to do not cover the sum total of those which have taken place during the last two or three years, yet they are sufficient to indicate that the manufacturers of Canada are in a much more favorable position to cater for the export trade than they were in ante-bellum days.

Now, with better equipment, lower relative cost of production because of greater efficiency, and greater diversity in product, the next move should be the employment of more aggressive methods in regard to the cultivation of the export trade.

THE RECORD AT A GLANCE

Three Years of Exports in Principal Lines of Manufactured Goods

	1917	1916	1915
Flour, cereal foods, etc.	$ 51,942,056	$40,433,503	$28,051,021
Automobiles, carriages, etc.	14,397,347	11,372,331	3,497,770
Clothing and wearing apparel	6,356,750	9,148,878	7,344,388
Cotton products	481,116	1,815,846	506,907
Drugs, dyes, chemicals, etc.	9,218,415	6,449,145	3,543,701
Electric apparatus	1,357,824	573,044	97,890
Canned lobster	3,639,332	2,672,179	3,013,782
Canned salmon	6,288,257	6,306,056	4,948,723
Canned fruits	430,970	864,984	476,497
Canned vegetables	5,597,053	637,617	299,412
Munitions	240,302,414	73,904,586	221,137
Explosives and fulminates	40,917,856	7,080,926	265,578
Rubber goods	2,666,506	3,081,874	722,905
Leather and manufactures of	7,408,721	14,575,322	10,807,289
Asbestos	4,141,968	2,962,010	2,227,387
Agricultural implements	3,576,124	3,353,635	2,802,096
Gasoline engines	133,673	85,641	116,607
Firearms	2,234,021	617,795	211,324
Hardware	943,755	888,120	369,714
Machinery	2,260,714	1,522,576	1,424,515
Pig-iron	343,906	307,721	126,975
Wire and wire nails	9,038,143	4,483,263	870,319
Total iron and steel and manufactures of	49,065,299	54,663,597	14,555,262
Condensed milk	1,371,610	770,566	1,181,300
Musical instruments	232,936	354,992	225,575
Paper, all kinds	26,123,215	20,039,550	15,509,582
Butter	2,491,992	1,018,769	639,625
Cheese	36,721,136	26,690,500	19,213,501
Bacon	43,011,439	25,710,767	1,811,825
Canned meats	1,717,758	2,730,616	2,340,081
Gasoline launches	15,149,926	147,050	.....
Spirits and wines	2,517,221	1,424,244	1,097,212
Sugar, confectionery, etc.	3,931,933	313,684	238,281
Tobacco, cigarettes, etc.	730,897	905,236	59,983
Laths	2,008,068	2,246,777	1,798,219
Planks and boards	25,976,526	23,880,341	18,921,445
Shingles	4,047,232	3,644,159	2,987,764
Furniture	344,418	396,223	299,679
Wood pulp	20,414,053	10,376,548	9,266,161
Woolen goods	725,148	657,475	1,301,671

The LOUIS McLAIN Line

The Largest Line of Aluminum Cooking Utensils in Canada



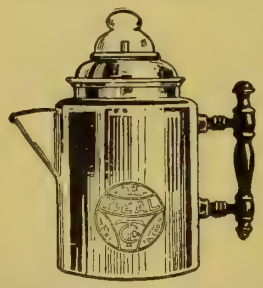
SEAMLESS OVAL ROASTER
Beautifully polished. With Buttons on bottom to prevent burning.



PERCOLATING COFFEE POT
Concave
Seamless Welded Spout



PERCOLATING COFFEE POT
Colonial Shape
Seamless Welded Spout



PERCOLATING COFFEE POT
Straight Sides
Seamless Welded Spout

YOU MAKE NO EXCUSES FOR THE McLAIN GOODS



Heavy Sheet Aluminum.



MEASURING SPOON SET
On Display Card



CLOTHES SPRINKLER
On Display Card.

A few of our many new lines:

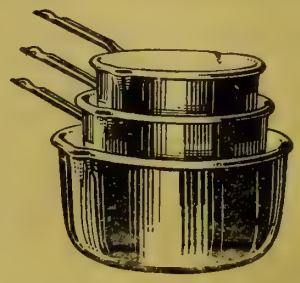
WOODENWARE
Mouse Traps
Rat Traps
Rolling Pins
Knife Boxes
Bread Boards
Salt Boxes

GLASS
Rolling Pins
Flasks, Tea and Coffee
Glass Tops for Percolators

STEEL
Pot Cleaners
Mincing Knives
Can Openers
Strainers, Sink
Lines, Clothes

NEW PATENTS
Rolling Pins
Pastry Boards
Butter Shapers
Can Openers
Vol-Peek

WE GUARANTEE EVERY PIECE WE SHIP OUT



LIPPED SAUCEPANS
Seamless heavy sheet aluminum.
Beautifully polished.



CASSEROLES
Highly polished heavy sheet aluminum.
With or without Nickeled Frames.



DOUBLE BOILERS
Heavy sheet aluminum.
Highly polished.



IDEAL STEAM COOKER AND HOME CANNER
5 sizes.
Cooks a full meal over any kind of stove at one time. Can be converted into a canning machine at a moment's notice by simply removing the shelves.

Cast Aluminum, Spun Aluminum, Steam Cookers and Fireless Cook Stoves.

The LOUIS McLAIN COMPANY, Limited

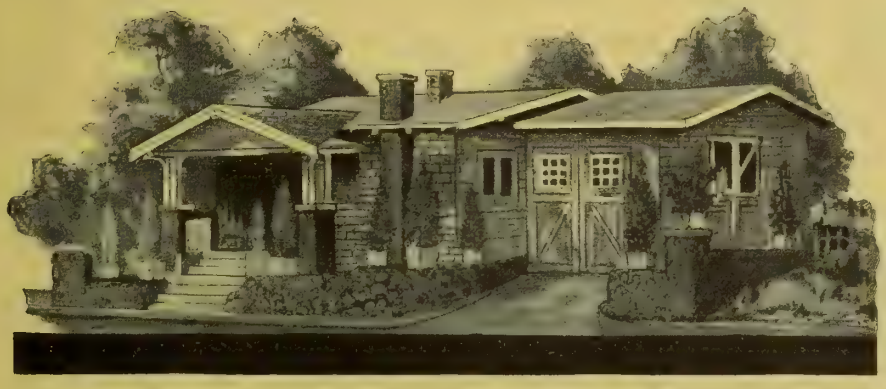
Write for Catalog.

WINNIPEG, MANITOBA

If any advertisement interests you, tear it out now and place with letters to be answered

Ramsay's Paints

1842 1918



The difference between Paint and Better Paint is measured by the element of Service.

You should be the Ramsay Agent for the "Right Paint to Paint Right."

The proof of our Service is 76 years in the Paint business and still growing, both at home and abroad.

Why deal in mere paint when Ramsay's costs no more and gives real Service.

OUR EXPORT TRADE IS CONTINUALLY GROWING THROUGH SERVICE AND QUALITY.

WE SOLICIT ENQUIRIES

A. Ramsay & Son Company

Makers of Paints and Varnishes Since 1842

Toronto **MONTREAL** **Vancouver**

If any advertisement interests you, tear it out now and place with letters to be answered

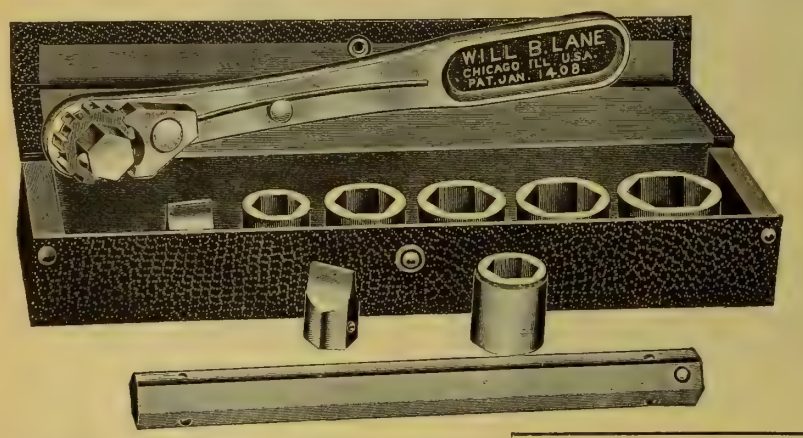
Lane's Unique Ratchet Wrench

Appeals instantly to every autoist

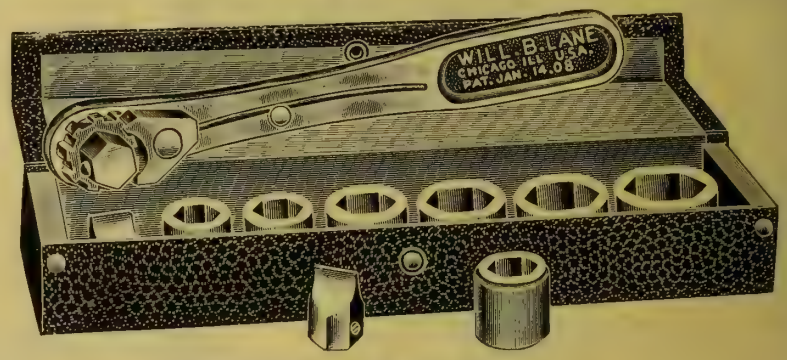
Keep Lane's Unique Ratchet Wrenches before the eyes of the autoists of your district. Let your windows and your counters be forceful salesmen for these handiest of auto tools.

In its neat, compact, leatherette case, Lane's Unique Ratchet Wrench looks good to the motorist. He sees practically every wrench he needs, and he realizes that the ratchet feature means quicker, more satisfactory work in close quarters. Motor owners and mechanics have taken instant liking to this time and trouble saver wherever shown.

Keep in mind the fact that there will be 100,000 more motor owners in Canada this Spring than last, and be ready to get a share of the business this means.



FORD SET contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.



STANDARD SET contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex. Nuts, as follows: U.S. Standard from ¼ to ½ in.; A.L.A.M. Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 to ⅝ in.

Lane's Unique Ratchet Wrenches are machine made throughout of the best material. Sockets are turned from Bessemer Steel and are warranted not to break or spread. Get prices from any of these jobbers.

BRITISH COLUMBIA.

Millen & Son, Ltd., Vancouver.
Wood-Vallance & Legatt, Vancouver.

ALBERTA.

Marshall-Wells Alberta Co., Edmonton.
Wood-Vallance & Adams, Calgary.
Merchants Hdwe. Specialties, Calgary.
The Chapin Company, Calgary.
Motor Car Supply Co., Ltd., Calgary.
Great West Saddlery Co., Edmonton.
Great West Saddlery Co., Calgary.

SASKATCHEWAN.

J. H. Ashdown Hdwe. Co., Saskatoon.
Bowman Brothers, Saskatoon.
Western Motor Supply, Ltd., Regina.
W. W. Cooper Co., Swift Current.
Great West Saddlery Co., Regina.
Great West Saddlery Co., Saskatoon.

MANITOBA.

J. H. Ashdown Hdwe. Co., Ltd., Winnipeg.
Marshall-Wells Hdwe. Co., Ltd., Winnipeg.
Wood-Vallance & Co., Winnipeg.
Great West Saddlery Co., Winnipeg.
Merrick-Anderson Co., Ltd., Winnipeg.
Miller-Morse Hdwe. Co., Ltd., Winnipeg.
Michael Ert, Ltd., Winnipeg.

ONTARIO.

Hobbs Hardware Co., London.
D. H. Howden & Co., Ltd., London.
London Engine Supply Co., London.
Wood-Vallance & Co., Hamilton.
Alexander Hardware Co., Hamilton.
H. S. Howland, Sons Co., Ltd., Toronto.
Kennedy Hdwe. Co., Toronto.
Aikenhead Hdwe., Ltd., Toronto.
Rice Lewis & Son, Ltd., Toronto.
Millen & Son, Ltd., Toronto.
A. Chown & Co., Kingston.
Edwin Chown & Son, Kingston.
W. B. Dalton & Sons, Ltd., Kingston.
Thomas Birkett & Sons Co., Ottawa.

QUEBEC.

Caverhill, Learmont & Co., Montreal.
Lewis Brothers, Ltd., Montreal.
Millen & Son, Ltd., Montreal.
Mechanics Supply Co., Quebec.
J. H. Mitchell & Co., Sherbrooke.
La Cie Codire & Fils, Sherbrooke.

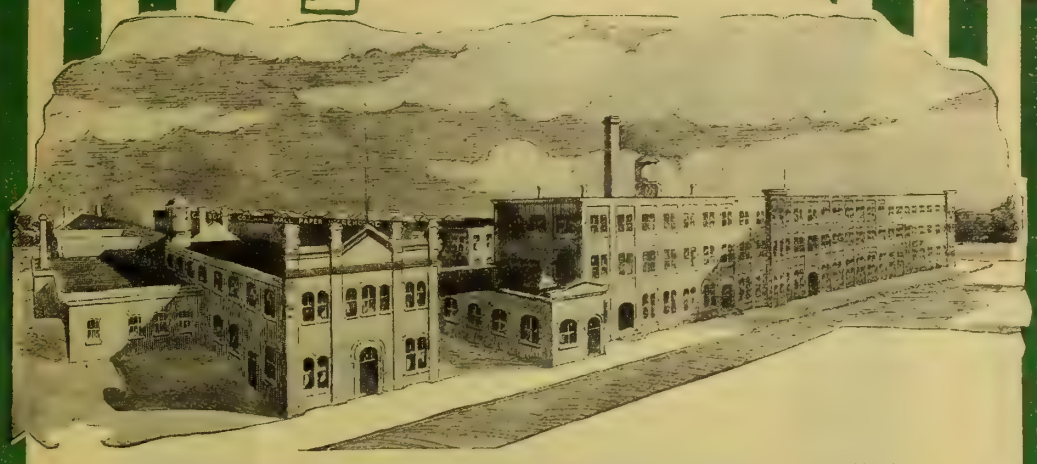
Revised List

Will B. Lane, 180 North Dearborn St., Chicago, Ill.

If any advertisement interests you, tear it out now and place with letters to be answered.

Boxer Wall Papers





MODERN MANUFACTURING EQUIPMENT—COMPETENT EXPORT DEPARTMENT

A complete selection of wall-papers in all grades. Entirely new patterns every year of distinctive style and decorative individuality. Sizes and measurements of rolls to suit the requirements of all foreign countries.

Inquiries from all parts of the Empire and from foreign countries are solicited.

The Reg. N. Boxer Co., Limited

Makers of Wallhangings

TORONTO, CANADA

Los papeles decorativos BOXER tienen caracter e individualidad distintiva propios y son de rendimiento seguro para los comerciantes de la America latina.

Estos papeles forman muchos conjuntos nuevos atractivos y alegres: despiertan fuertemente el deseo de usar papeles de buen gusto y de primera calidad. Las existancias BOXER se venden con facilidad.

Los articulos BOXER son fabricados en el Canada. El material de que se hallan fabricados nuestros papeles es mas fuerte que el empleado por los fabricantes de otros paises, cuyos productos se venden a los mismos precios.

La Cia Reg. N. Boxer Co., Limitada Fabricantes

Papeles de Colgadura

TORONTO, CANADA

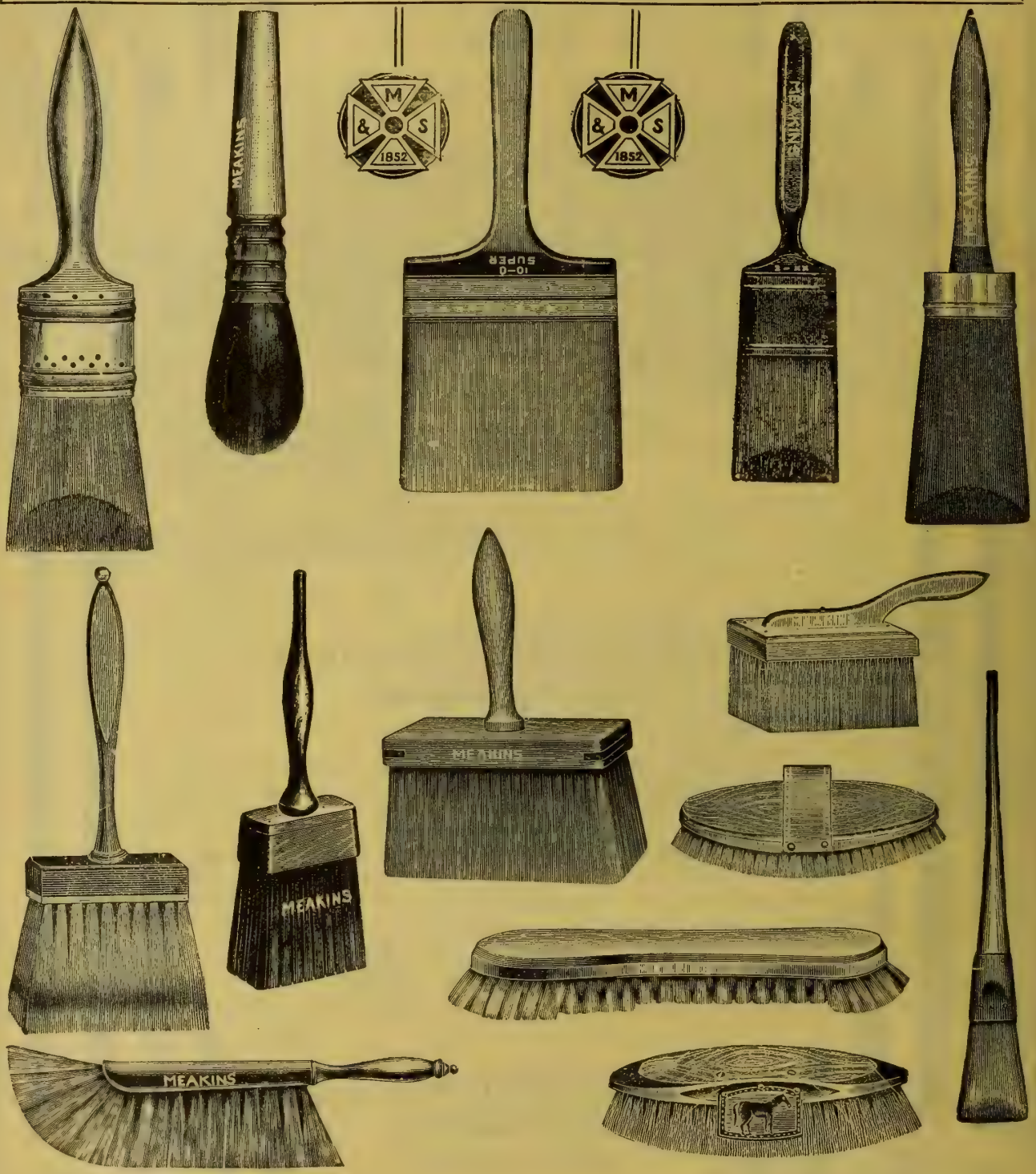
FACTORY:
NEW TORONTO

HEAD OFFICES:
FOY BUILDING, 32-34
Front St. W., Toronto

BRANCHES:
Montreal Winnipeg

Export to Great Britain, Australia, New Zealand, South Africa, South America

Meakins Brushes



A Meakins-made brush has quality, service and satisfaction built right into it. And the profit is good.

Meakins & Sons, Limited

Hamilton : Ontario : Canada

Warehouses: Winnipeg London Toronto Montreal

The Meakins Catalog shows a large variety of styles and sizes. It's yours for the asking.

If any advertisement interests you, tear it out now and place with letters to be answered.

Best Value In Paints

Jamieson's Paints and Varnishes

a r e acknowledged by those who have used them, to be the most serviceable.

High grade paints and varnishes at moderate cost.

Known throughout Canada as the acme of value.

We invite correspondence from firms overseas interested in Highest Quality Paints.

"Made in Canada."

R. C. Jamieson & Co., Limited

MONTREAL

Toronto Vancouver

Owning and Operating
P. D. DODS & CO., LIMITED



B B Co Ltd.

Tinsmiths' and Sheet Metal Workers' Tools of all kinds

With labor scarce and cost of production high, it behooves every manufacturer to adopt every labor-saving, cost-cutting device feasible.

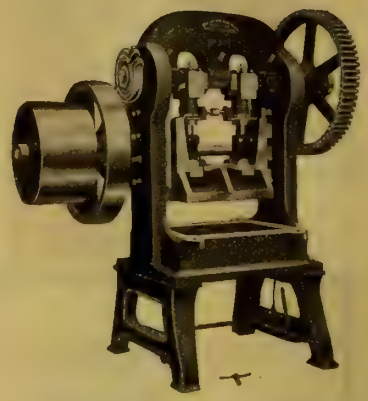
Brown-Boggs Machinery embodies all the latest improvements devised for the saving of labor and reduction of costs.

Write for description of full list of designs.

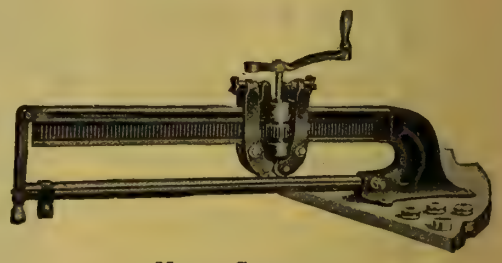
Orders for Export receive prompt attention.

The Brown-Boggs Co., Limited
HAMILTON, CANADA

Montreal Agent: W. L. Haldimand, Jr.
Western Agents: Bisset & Webb, Winnipeg.
British Columbia Agents: E. A. Earl & Co., Vancouver.



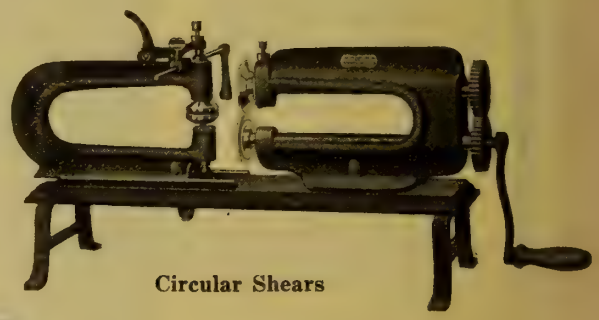
No. 20½—Power Press



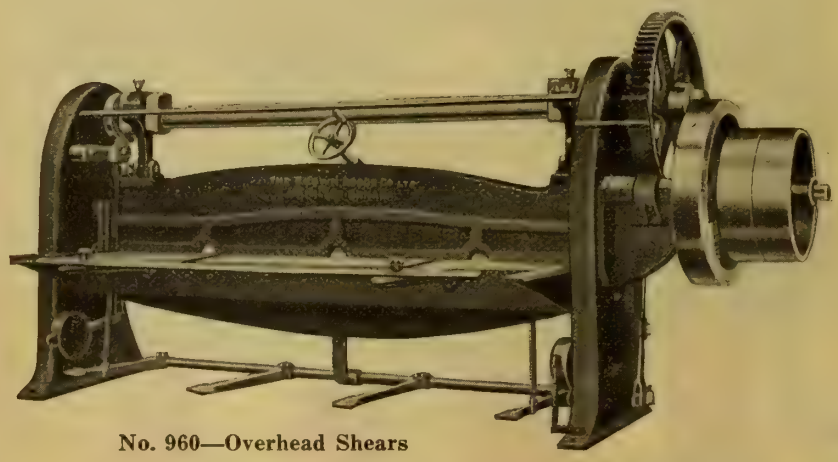
Noyes Groover



No. 9—Slip Roll Former



Circular Shears



No. 960—Overhead Shears



Encased Small Turner

If any advertisement interests you, tear it out now and place with letters to be answered.



Butterfield-

Taps—Dies Reamers

Unusually tough propositions in threading or reaming is ordinary work for Butterfield tools.

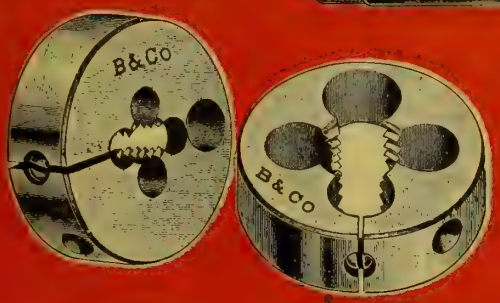
You can't make a mistake when you buy "Butterfield" tools. *They are remarkably fast and accurate workers,* — and the reputation which has taken us years to build up—stands back of every one of them.

Write for a copy of our catalog.

Butterfield & Company
Inc.
ROCK ISLAND, QUEBEC
CANADA









Nails and Wire

We have actually shipped to all the principal countries in the world. From experience we know how to pack and ship for export, and importers abroad are assured of satisfactory service.
We solicit inquiries from merchants in the British Empire and foreign countries. Quotations are made f.o.b. Atlantic or Pacific Ports, or c.i.f.

We are manufacturers of:

WIRE NAILS—All sizes and patterns, as used in European, Asiatic and Australasian markets. Packed in bags, or in steel-bound, paper-lined kegs.

WIRE—Bright, Annealed, Varnished, Coppered Weaving, Mattress and other fine tinned wires.



Special Hay Baling Wire

WIRE BALE TIES—Made in the usual gauges and cut to any length desired. For baling hay, straw and other compressible materials.

Packed in 56-lb. bundles, oiled with linseed oil. Single loop tie has loop at one end; cross head tie has loop at one end and hook at other, as illustrated above.

FENCE STAPLES—Bright and Galvanized.



The Laidlaw Bale-Tie Co., Limited

HAMILTON, CANADA

A. T. Diggins, Stair Building, TORONTO, ONT.; Harry F. Moulden, WINNIPEG, MANITOBA; H. E. O. Bull, MONTREAL, QUEBEC.

LONDON, ENGLAND: M. BRYAN, 24 ALDGATE

All Atlantic Ports from Baltimore north, are equally convenient to Hamilton.

Reliable Linseed Oil is Essential

YOU CAN DEPEND
ON

Livingston Brand

In the early days Mr. James Livingston, the founder of the business, gave his personal supervision to Linseed Oil manufacturing. He has since given 54 years of continuous study to its development with but one aim—

QUALITY

Quality is the password in every department of the Livingston plants. Your interests are best served by insisting on securing **Quality Brand.**

The Dominion Linseed Oil Company, Limited

BADEN TORONTO MONTREAL

COTTON AND WOOL WASTE—WASHED COTTON WIPERS



Prompt delivery from stock on all our grades of Cotton and Wool Waste or Wipers —as used by all Railways, Steamship Lines, Machine Shops, etc., etc.

In the following grades:

Polishing Waste	White Wiping Waste	Colored Wiping Waste	Wool Packing Waste	Washed Cotton Wiper
Cream	XXX Extra	Fancy	Arrow	White
	X Grand	Lion	Axle	Light
	X L C R	Standard	Anvil	Dark
	X Empire	Popular	Anchor	
	X Press	Keen		

SAMPLES WITH PRICES ON REQUEST.

Also Headquarters for

Cotton Duck	Cordage	Marine Hardware
Tents—Flags	Twines	Oakum—Pitch
Tarpaulins	Oiled Clothing	Fishermen's Supplies

SCYTHES & COMPANY LIMITED

Manufacturers and Jobbers

MONTREAL **TORONTO** **WINNIPEG**

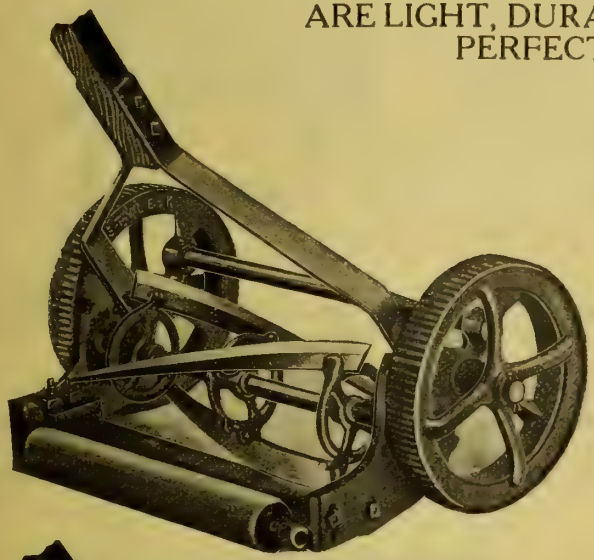
If any advertisement interests you, tear it out now and place with letters to be answered.

CANADA FOUNDRIES & FORGINGS LIMITED

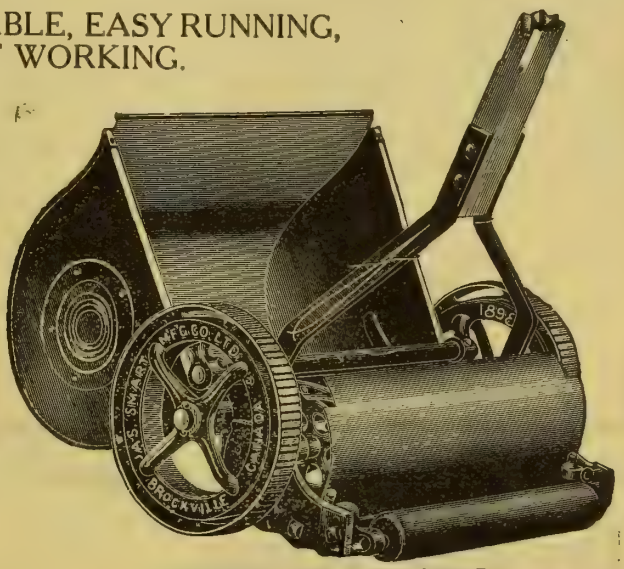
PRODUCERS AND DISTRIBUTORS

"BROCKVILLE" LAWN MOWERS

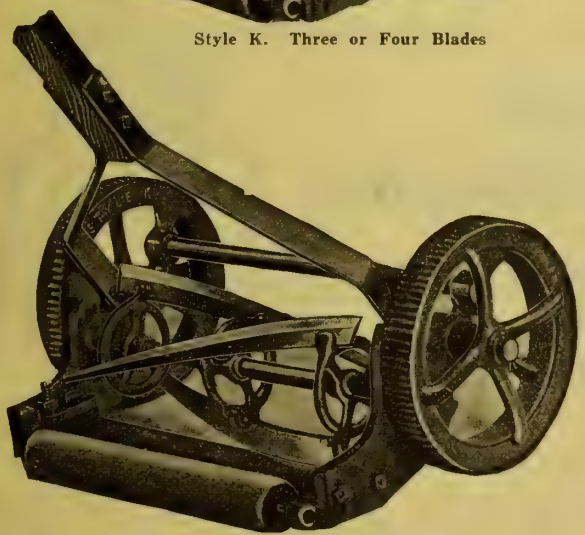
ARE LIGHT, DURABLE, EASY RUNNING, PERFECT WORKING.



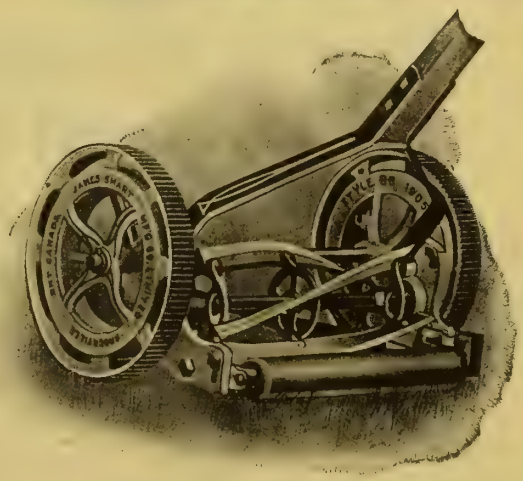
Style K. Three or Four Blades



Cut showing Style K with Grass Box



Style C 10½ in. Driving Wheels

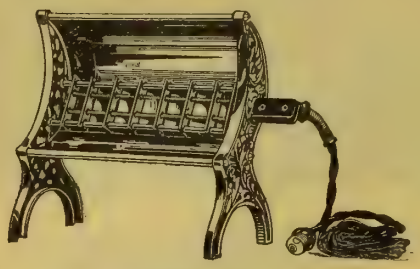


Style BB With Ball Bearings

Steel Spindles, Malleable Centres, Hardwood Handles and Rollers.
Thoroughly made in every particular of best materials and every machine guaranteed.
Handsomely finished, being painted in attractive colors.
They are the best money can buy.

Produced at THE JAMES SMART PLANT
BROCKVILLE, ONT. - WINNIPEG, MAN.

What's the Coal Shortage Doing for You?



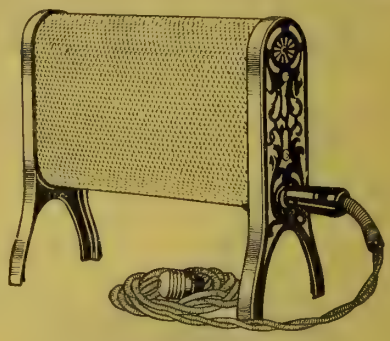
GLOWER HEATER

Depleted coal piles all over the country offer Hardware Dealers a splendid opportunity for added sales of **National** Electric Heaters.

THE NATIONAL GLOWER HEATER gives a splendid heat at a very low cost. It has nickel-plated ends and coppered reflector and is supplied with eight feet of heater cord and attachment plugs. Will be mighty welcome in any home.

THE NATIONAL AIR HEATER is a simple, handy heating device that consumes very little energy and throws off plenty of heat. Equipped with nickel-plated ends and supplied with heater cord and plugs.

THE BENJAMIN TWO-WAY PLUG makes the using of Electrical Devices so convenient as to greatly increase their use. The more Benjamin Two-Way Plugs you can sell the more Electrical Devices will be wanted in your district.

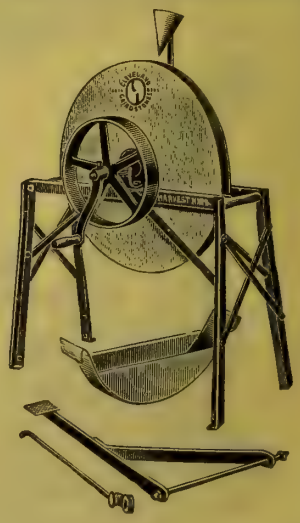


AIR HEATER

FACTORY PRODUCTS LIMITED

220 KING ST. W., TORONTO

Harvest King Power Grindstones Cleveland Grindstones



IT'S IN THE GRIT

To satisfy a customer is as important as getting him to buy.

Agricultural implements as well as most tools require grindstones of specially selected grit. The manufacturers have found this out and nine out of ten use Cleveland Grindstones because of their uniformity of grit. They possess just the right degree of hardness to sharpen all cutting tools and put a keen edge on without destroying the temper of the tools.

Write for folder "Selection and Care of a Grindstone"

THE CLEVELAND STONE COMPANY

Leader-News Building, Cleveland, Ohio

If any advertisement interests you, tear it out now and place with letters to be answered.

Make yourself "solid" with horsemen



"Ventiplex," the easy-selling, sanitary, ventilated Housings, Sweat Pads and Saddle Blankets, is the "Open sesame" to the hearts and pockets of horse owners in your district.

"Ventiplex" gives full protection where most needed, is entirely sanitary and can be washed when soiled. It never gets out of shape or becomes "bunchy" and is altogether the most satisfactory and economical "horse-saver" on the market.

"Ventiplex" puts you "in right" with horsemen by giving ease and comfort to their beloved horses.

If you want to gather in all the business of horsemen in your district, talk "Ventiplex" to them on all occasions. Once you get their horses equipped with "Ventiplex" the owners will be "Solid" for you.

Universal Selling Price. Costs less than stuffed pad.



DON'T OVERLOOK "COMFY" WEATHER STRIP

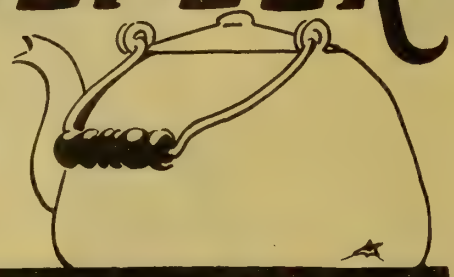
these cold days when the fuel pile is so low. "Comfy" keeps the heat in and the cold out, and consequently is a great fuel saver. There are sales a-plenty to be made right now.

Your jobber should be able to supply "Ventiplex" and "Comfy." If he is not, tell us about him.

Burlington Windsor Blanket Co., Limited
Toronto

VOLPEEK

WILL STOP THE LEAK



VOLPEEK is the most practical and economical method on the market to-day for mending holes in all kinds of pots and pans, graniteware, aluminum, tinware, etc., etc.

It is like a stiff putty. Easily applied with the fingers. Requires no tools. Repairs the article quickly, neatly, permanently, and is sanitary, as food cannot lodge under mend. Costs only ½c for each mend.

There is a good market in your town for VOLPEEK. One of our attractive 3-color stands on your counter will yield you an extra profit each month that you have not been getting in the past. Take advantage of this to-day.

Prices of Display Stand containing 44 packages $3.60—Retails for $6.60.

Send your order to-day to your wholesaler or direct to us.

EXPORT ORDER. We will send prepaid by parcel post, to any part of the world, 1 stand of "Volpeek" with advertising matter, for 16 shillings.

EXCLUSIVE AGENCIES granted where we are not represented.

Volpeek Mfg. Co., P.O. Box 2024, Montreal, Can.
Forward us prepaid with advertising matter, one 44-package display stand of "Volpeek," which we agree to pay for in 30 days.

Name .....

Address .....

My wholesaler is .....

Address is .....

VOLPEEK MANUFACTURING COMPANY
P.O. BOX 2024 - Montreal, Canada

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WINDSOR KETTLE WITH COVER POLISHED

(Below) ... Net

No. 100 — 4 pints, price each $1.00

No. 100 — 8 pints, price each 1.35



SEAMLESS TEAKETTLE

(To Left) Net

No. 150 — 8 pints, price each $2.75

No. 150 — 10 pints, price each 3.00

No. 150 — 12 pints, price each 3.25

No. 150 — 14 pints, price each 3.50



PERKY TEAPOT
(To Right)

3 pints, price each... $2.10

4 pints, price each... 2.35



WARE MFG. CO. LTD. OAKVILLE PURE ALUMINIUM WARE

Aluminium Ware the World Over

Oakville Pure Aluminium Ware

"Will Outwear Any Ware"

The "Oakville" trade mark on any kitchen utensil means that the article is made of the best quality pure aluminium.

* * * *

And more than that, it is made as only expert aluminium operators can make it, with the lines which are appreciated by the good housewife, with service which makes Oakville Aluminium Ware famous throughout America and with constantly widening connection throughout the friendly world.

* * * *

A few of the "Oakville" range are here shown with prices quoted for your consideration.

* * * *

A trial order will get our prompt attention. Ask for catalog and price list of complete line.

WARE MANUFACTURING COMPANY

OAKVILLE, ONTARIO, CANADA

Caverhill, Learmont Co., Montreal, Selling Agents for Quebec and Maritime Provinces
Geo. Borgefelt Co., Toronto, - Selling Agents for Ontario and the Western Provinces
Geo. Borgefelt Co., New York - - - - - - - Foreign Selling Agents



Made in Canada

Conservation of Food



Made in Canada

DOMESTIC ECONOMY is impossible without FRUIT JARS. This is fully recognized by all authorities interested in FOOD CONSERVATION, and their PUBLICITY CAMPAIGN will undoubtedly stimulate the use of JARS this year and create a demand far above normal.

RETAILERS should be ready to do their part by having JARS on hand when required. REQUIREMENTS should be carefully considered and orders placed with WHOLESALERS as early as possible.

LATE ORDERS may not ensure delivery in time to meet the requirements of the PUBLIC.

NO FRUIT or vegetables should be wasted this year for want of JARS.

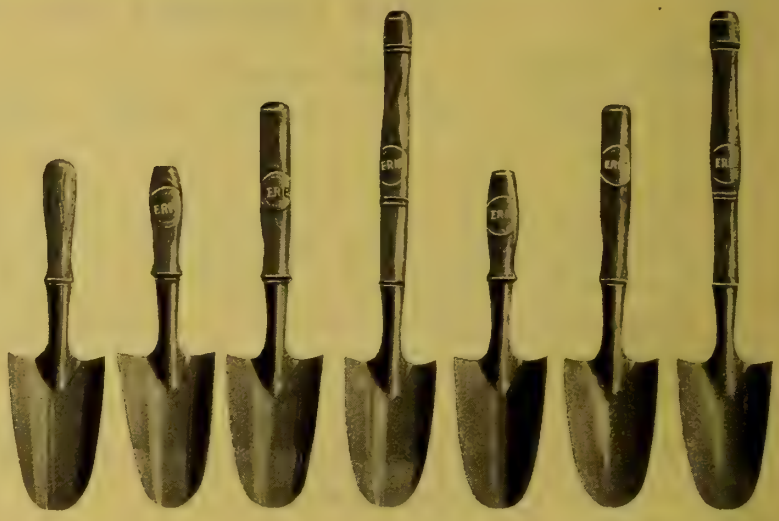
Ask your wholesaler for JARS "MADE IN CANADA" and guaranteed by a reliable manufacturer.





Advt. of Dominion Glass Co., Ltd.

Are You Ready for These New Gardeners?



For all the new gardeners who will be working this spring be prepared with a line of tools that embodies new ideas and is up-to-date in every way.

Here is a line of nicely-finished, well-made tools that includes everything used by the best professional gardeners in Trowels, Transplanting Trowels and Forks, both twisted and straight handles. In addition there are Ladies' Spades and Spades suitable for carrying in an automobile. This line is constantly being added to and will be found always up-to-the-minute with new ideas.

We would like to tell you more about this line. May we?

ERIE IRON WORKS, Limited, St. Thomas, Ont.



FIG. 141
JENKINS BROS.
Standard Pattern Iron Body Globe Valve Screwed with Yoke.

For use under steam service there are no valves quite as satisfactory as

JENKINS BROS.
Globe and Angle Valves
Fitted with Jenkins' No. 119 Discs

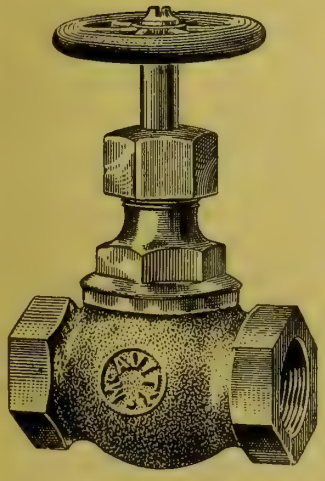
The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Write for Catalogue No. 8.

103 St. Remi St. **JENKINS BROS., Limited** MONTREAL

We have yet to see a Better Valve than the



"McAvity" VALVE

Every Valve packed and tested before leaving factory.

Let us quote you a quantity price. Prompt shipment from stock.

T. McAVITY & SONS, Limited

Montreal **ST. JOHN, N.B.** **Winnipeg**

Wanted

SIUTATIONS VACANT

HARDWARE CLERK WANTED TO COMmence work March 15th; yearly job to good bright boy; one or more years' experience preferred. Address J. E. Wright, Creelman, Sask.

WANTED — CAPABLE HARDWARE CLERK for store in live Western Ontario city. Must have 4 or 5 years' experience; references required; state salary expected. Box 234, Hardware and Metal.

WANTED — THOROUGHLY COMPETENT foreman for tinshop in Maritime Provinces. Man with some knowledge of cornice work preferred. No boozer need apply. Apply A. B. C., care of Hardware and Metal, Toronto.

WANTED—A TRAVELLING SALESMAN FOR Western Ontario, to sell washing machines, clothes wringers, etc. Must have connection with the trade and a good salesman. Box 725, Hardware and Metal.

WANTED — MANAGER FOR COUNTRY hardware store, in Saskatchewan. Must be experienced hardware man. An opportunity will be given to the right man to invest some money in the business if he so desires. State age, experience, salary required and references. Moose Mountain Co., Limited, 906 Electric Railway Chambers, Winnipeg, Man.

FOR SALE

HARDWARE, BOOT AND SHOE BUSINESS for sale. Estate Robt. Neilly, Bradford, Ont.

ONE McCASKEY ACCOUNT REGISTER HOLDing 640 accounts, as good as new, all complete. Devine & Legree, Renfrew, Ont.

FOR SALE, AT A LIBERAL DISCOUNT—2 National cash registers, cost $210.00 cash; 1 Taylor safe, cost $150.00; 1 oval glass counter show case cost $30.00; 1 set of tinners' tools, cost $250.00. J. H. Millard, Melfort, Sask.

FOR SALE—A NUMBER OF MACHINES for use in tinshop. These are second-hand but in good repair: will be sold cheap. T. I. Thomson, Limited, Owen Sound, Ont.

HARDWARE BUSINESS FOR SALE—IN A Northern Ontario town of 8,000 population. Stock of shelf and heavy hardware, in excellent condition. Stock can be reduced to about $15,000.00. Will sell or lease premises. Owner has been in business over twenty-five years and wants to retire. Box 730, Hardware and Metal, Toronto, Ont.

FOR SALE—BUILDING AND HARDWARE stock in good live Saskatchewan village. Stock on hand about $6,000. Living rooms above. Good opportunity and terms for right man. Box 726, Hardware and Metal.

MISCELLANEOUS

WANTED—TO REPRESENT A GOOD LIVE proposition in Manitoba or Western Canada. Headquarters now in Winnipeg, where a good connection is already established. Fifteen years' experience in general hardware, stoves and paints, and can furnish first-class business and bank references. Apply Box 731, Hardware and Metal.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

MISCELLANEOUS

STOVE REPAIRS FOR GARLANDS, PEN Esthers, Sunlights, Silver Kings, Souvenirs, Laurels, Welcomes and all kinds of ranges. Write for list and prices. Grundy Bros., Strathroy.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of HARDWARE AND METAL. You will receive inquiries from the livest clerks in the Canadian hardware trade, because reading HARDWARE AND METAL is a test of the clerk's interest in his business.

NUMBER ONE



The WRIGHT BROTHERS

IN 1896, Wilbur Wright and Orville Wright of Dayton, Ohio, decided to abandon several small business enterprises in which they were interested and concentrate their entire force and inventive genius on the perfection of a flying machine. Up to the time they entered the field no one had ever studied the subject with such scientific skill or such undaunted courage.

The Wright Brothers were masters in all their work. After years of concentration they gave to humanity a gift which ranks in importance with the noblest achievements the world has ever known.

The secret of Wright Brothers' success was

CONCENTRATION

The same principle of concentration, which enabled the Wright Brothers to perfect their Airplane, has enabled us to create the Victor Hack Saw Blade—which is recognized everywhere as the last word in Hack Saw Economy.

For twelve years we have focused all our force on the perfection of this one tool—the Victor Hack Saw. We have centered our powers on making exhaustive experiments and on the development of new processes.

Logic told us that by concentrating all our energies on one tool, we were more likely to produce a Hack Saw Blade which would excel all others, than if we tried to perfect a dozen or a hundred different tools.

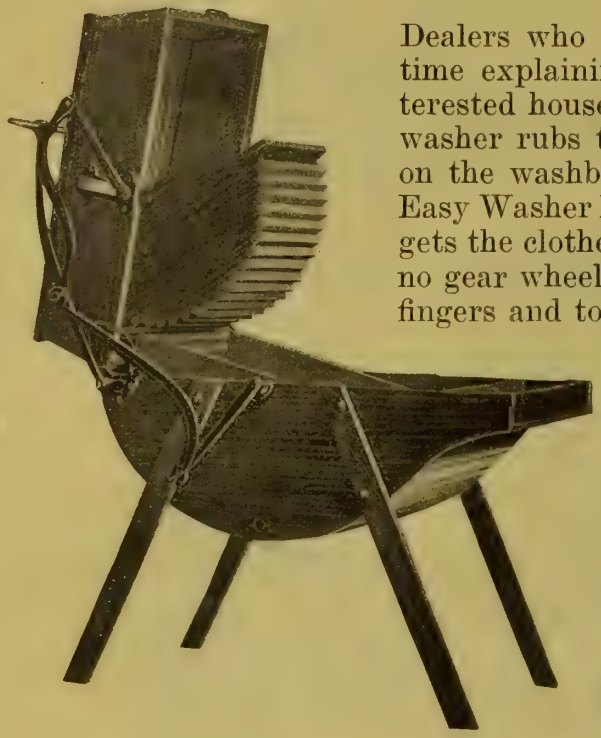
As a result of this concentration, we have created the most enduring and efficient Hack Saw Blade known to science. There is nothing vague about the economy of the Victor Hack Saw Blade. It has been proven.

VICTOR SAW WORKS, Ltd.
HAMILTON, CANADA

VICTOR



The Easy Washer is an Easy Seller



Dealers who sell **Easy Washers** don't have to waste time explaining its principle of operation to the interested housewife. She can see at a glance that this washer rubs the clothes naturally, just as she would on the washboard. The only difference is that the Easy Washer has **two rubbing boards** and consequently gets the clothes clean in half the time. Then there are no gear wheels to explain away or to suggest jammed fingers and torn clothes. The **Easy Washer** is simple in construction and operation and its price places it within the reach of every family.

Made in two sizes for "standard" and large families. Crated singly, legs loose to prevent breakage.

The Canadian Woodenware Co.

St. Thomas, Ontario

Manufacturers of The Easy Washer, highest quality Washboards with Glass, Zinc and Metal rubbing surfaces, Clothes Horses, etc. Write for illustrated catalogue and prices

New Design Many Improvements

The extension of the base is flat on top so that the heads of bolts can easily be reached.

The base has lug on both sides, making it possible to lock either side, and is useful in event of one lug being damaged.

The jaws are milled from solid steel bars, tempered in oil—and each one tested.

You Cannot Fail

to impress the Prospective Buyer with the sterling value of this pipe vise.

Manufacturers of Universal Woodworkers' Vise, Iron Planes, Block Planes, Oval Slide Vises, Pipe Vises, Hacksaw Frames, Handscrews, Steel Bar Clamps, etc., etc.

Write for Catalog.

National Machinery and Supply Co.

Limited

HAMILTON :-: :-: CANADA

NATIONAL

Self-Locking Malleable Pipe Vise



Malleable Pipe Vise

"HENDRYX"

STANDARD STEEL AND BRASS CHAINS

MR. CHAIN USER: August, 1917.

For many years we have made a specialty of chain for manufacturer's use, and are well equipped for this business.

Our chain is made of special wire found by us to be best suited for the purpose. The links are well shaped, small and compact, making a heavy, strong chain.

A sample mailed to us of what you may need will be given immediate attention, and interesting prices quoted on any quantity.

Yours very truly,

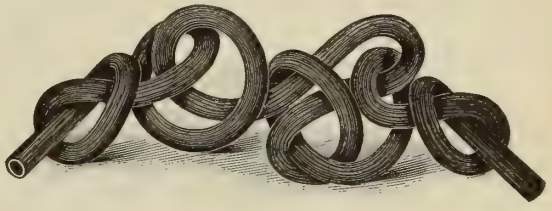
The Andrew B. Hendryx Company, New Haven, Conn.





"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

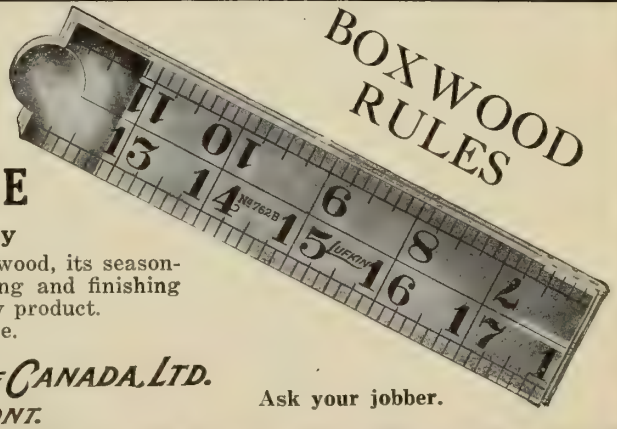
MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

LUFKIN



BOXWOOD RULES



RELIABLE

in every way

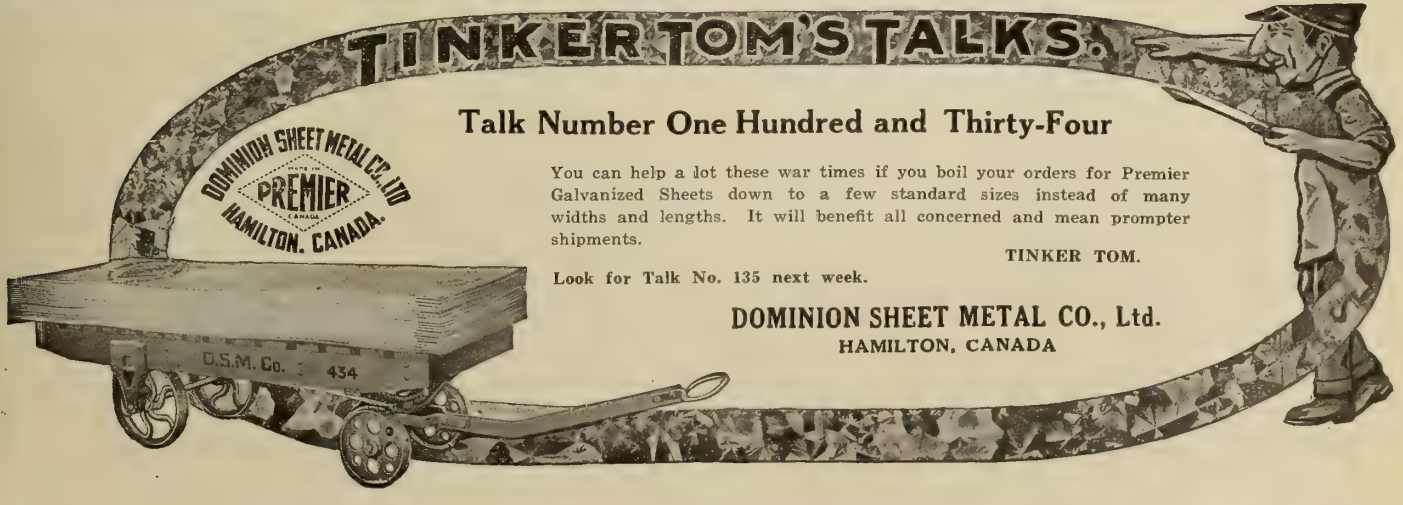
From the selection of the boxwood, its seasoning, the assembling, graduating and finishing of the rule, a uniform and high quality product.
A complete line.

Send for catalogue.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Ask your jobber.

TINKER TOM'S TALKS.



Talk Number One Hundred and Thirty-Four

You can help a lot these war times if you boil your orders for Premier Galvanized Sheets down to a few standard sizes instead of many widths and lengths. It will benefit all concerned and mean prompter shipments.

TINKER TOM.

Look for Talk No. 135 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

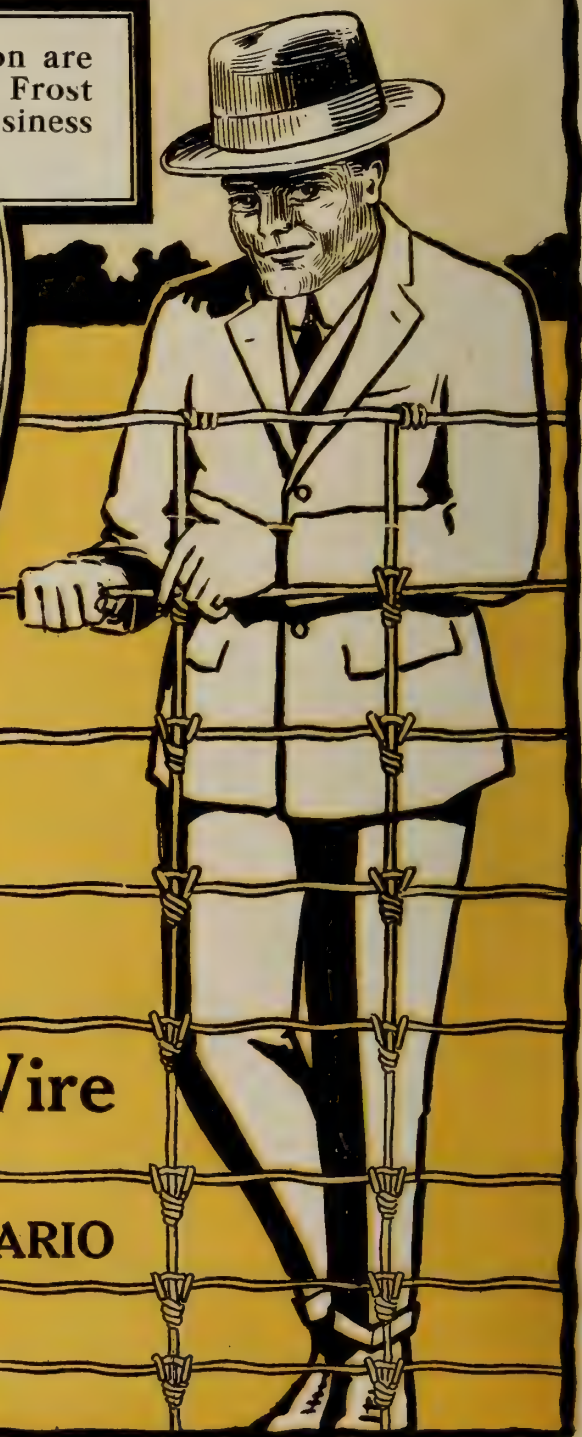
Get the bulk of the fence business in your district

HARDWARE Dealers all over the Dominion are discovering that handling the complete Frost Line is the surest way of gaining the best business in their respective localities.

The Frost line includes: Ready woven farm fences, ornamental fences, gates of all kinds, iron fences, galvanized and black wire, bale ties and wire supplies to manufacturing firms. This complete range of wire and kindred products enables you to supply the demands of all parts of the community with products of known quality.

All wire for Frost products is drawn, galvanized and woven in Frost factories, and can, therefore, be kept uniform in size and quality.

The Frost line gives you business at all seasons, and the bulk of the business always.



Frost Steel and Wire Company

HAMILTON - ONTARIO

HARDWARE AND METAL

Vol. XXX PUBLISHED EVERY SATURDAY SINCE 1888 February 9
No. 6 1918

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

SIGN OF QUALITY

OTTAWA PAINT WORKS LIMITED

PAINTS

O.P.W.

VARNISHES

TORONTO OTTAWA VANCOUVER

Canada Brand Pure Paints

Canada Brand Floor Paints

(Quality Guaranteed) (Surpassed By None)

HIGHEST QUALITY
MADE IN CANADA

JAS-PER-ITE VARNISHES
(*THE PRESENT-FUTURE VARNISH*)

JAS-PER-LAC SPECIALTIES
(*THE PRESENT-FUTURE FINISH*)

PAINTS AND VARNISHES FOR EVERY PURPOSE

Toronto Branch. 153 Duchess Street

Circulation of Hardware and Metal has been audited by the Audit Bureau of Circulations.

SPEED

in Hack-Sawing

It's not "How much did the hack saw cost?'

But "How fast will it cut?"

Only a fast-cutting saw saves a mechanic's time.

Some saws clog because they are not suited to the material or shape being cut.

Some dull quickly because the "quality" isn't there.

Some break without provocation because too brittle.

Save valuable time by using

Starrett Hack-Saws

CUT QUICKER—LAST LONGER

You know this if you have compared "Starrett" with other saws—if you haven't used them, try a few—you may feel safe in doing so for

Starrett Hack Saws are Unexcelled Just as Starrett Tools are Unexcelled.

Catalog No. 21MA shows what numbered saw will give real speed—save time.

STARRETT HACK SAWS CUT QUICKER LAST LONGER

The L. S. Starrett Company

The World's Greatest Toolmakers

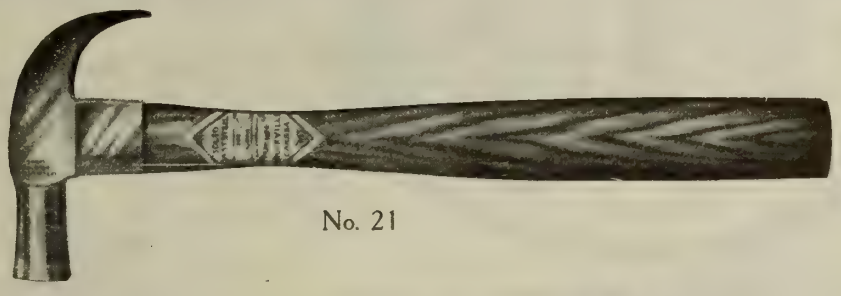
ATHOL, MASS.

NEW YORK LONDON CHICAGO 42-756

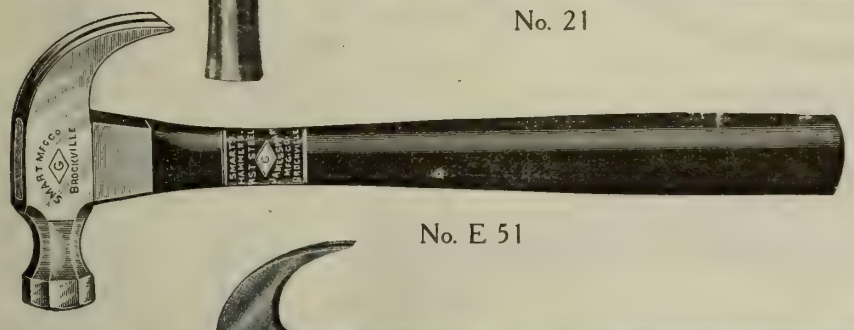
CANADA
FOUNDRIES & FORGINGS
LIMITED

ORIGINAL PRODUCERS AND DISTRIBUTORS

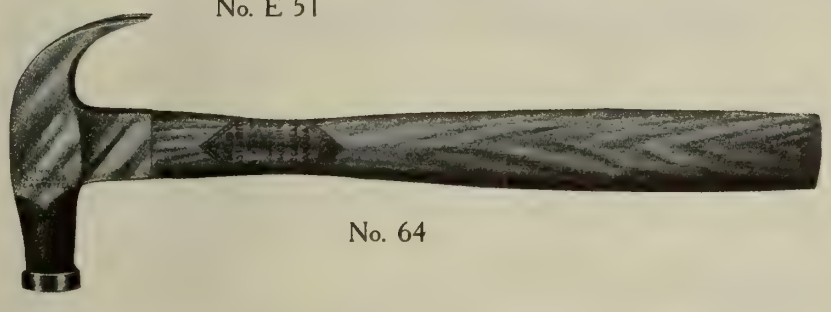
SMART'S TOOLS



No. 21



No. E 51



No. 64

CARPENTERS' NAIL HAMMERS

We show only three styles, but we make a very complete line that will enable you to satisfy all demands.

The HEADS are all carefully forged, hardened and tempered, being made of special steel.

The HANDLES are of selected second growth hickory.

We also manufacture HAMMERS for Machinists, Bricklayers, Farriers, Blacksmiths, Boat Builders and Engineers.

PRODUCED AT

JAS. SMART PLANT

BROCKVILLE, ONT. - WINNIPEG, MAN.

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ASK FOR VACUUM BOTTLES
UNIVERSAL
BEARING THIS TRADE MARK

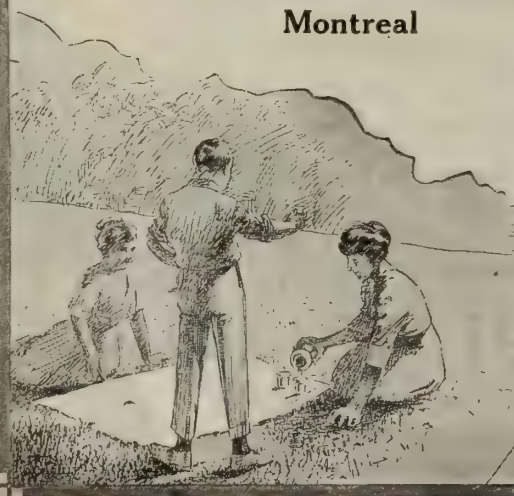
UNIVERSAL
Vacuum Bottles and Accessories

may be sold all the year round. Just now you can sell bottles along with skates. Never fail to suggest to a workman who may be purchasing tools that a Universal Lunch Box will serve him a home-cooked lunch with a piping hot cup of coffee.

LA DERS, FRARY & CLARK,
New Britain, Conn.

Canadian Representatives:
A. MacFarlane & Co. Ltd.,
Montreal









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This may not be a seasonable line, and the average buyer does not think of Lawn Mowers when there is several feet of snow on the ground, but times are not what they used to be, and it is only the early buyer that will have stock. We are now taking orders for our

"BIG 5"

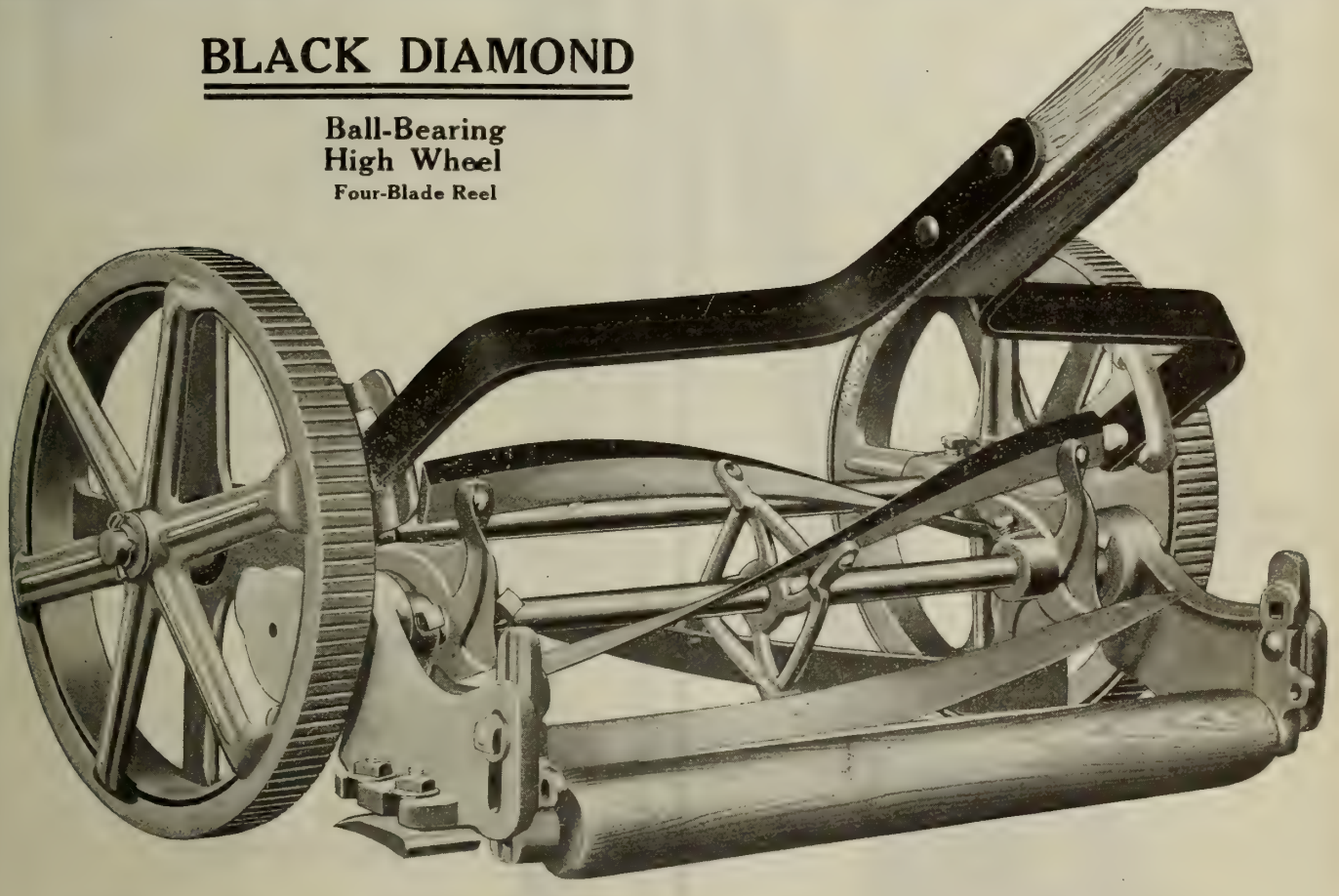
LAWN Line MOWERS

MAPLE LEAF Ball-Bearing High Wheel Five-Blade Reel

Ball-Bearing Four-Blade Reel **NEW ENGLAND**

BLACK DIAMOND

Ball-Bearing
High Wheel
Four-Blade Reel



COMMONWEALTH

Plain Bearing
Three-Blade Reel

BALDWIN

LEWIS BROS., LIMITED, MONTREAL

WHOLESALE DISTRIBUTORS **EVERYTHING IN HARDWARE**

RAILWAY CONTRACTORS' ann PLUMBERS' SUPPLIES

SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

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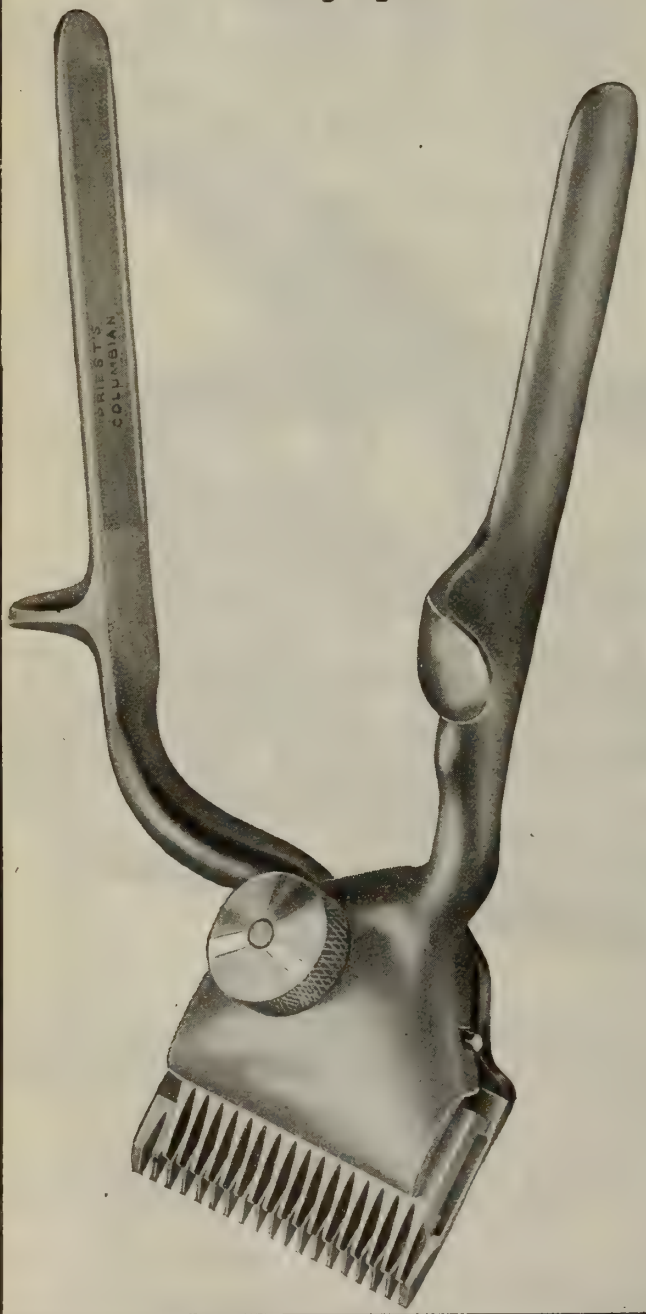
Priest's Toilet Clippers

You will make no mistake in getting acquainted with Priest's Toilet Clippers because you can depend upon them to satisfy your customers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd.
New York City

Selling Agents





WARD & PAYNE

W P

SHEFFIELD



Master Carpenter's Tools



Ward & Payne's Celebrated Anvil Brand Light-Edge Tools are preferred by good carpenters everywhere. This is a fact which will carry weight with your householder customers who like to know that the tools they use are also the choice of "professionals." The "professionals" won't need to be told—they know.

Get particulars of these good tools from the Canadian agents.

Canadian Agents:

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St. Nicholas Bldg., Montreal

SHERMAN F. AINSLIE
Spadina Avenue, Toronto

ANTHONY FERGUSON, LTD.
Vancouver, B.C.

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Will you send for your copy of the "National" Catalog for 1918?

There's a copy of the National Hardware Catalog for 1918 set aside for you. If you will send your address your copy will be mailed to you right away.

Whether or not you are handling National Hardware you will find the 1918 Catalog of decided interest. Besides the excellent illustrations of "National" goods and the complete descriptions there is valuable information on packings, finishing and distribution. The illustrations are all from photographs and the descriptions are ample and suggest good sales arguments that you can use every day.

Aside from its informative value the catalog is a handsome specimen of typographical art well worthy of a place in your business library.

Just send your address. A postal card will do.

National Manufacturing Co., Sterling, Ill.

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Why Don't You Increase Your Hanger Business?



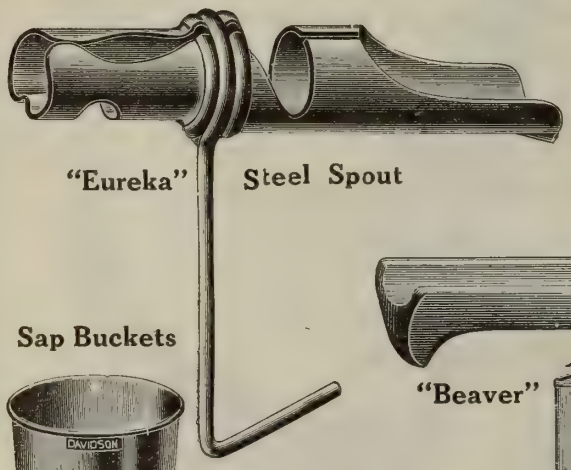
The exceptional value of Canada Steel Goods Hangers can only be appreciated by a careful study of the individual features they possess, and by comparing our values with anything on the market.

Each of our trade brands known as *Canada, National, Hatch, America* and *Great West* embody distinct features that make them easy to sell, and show you a good profit.

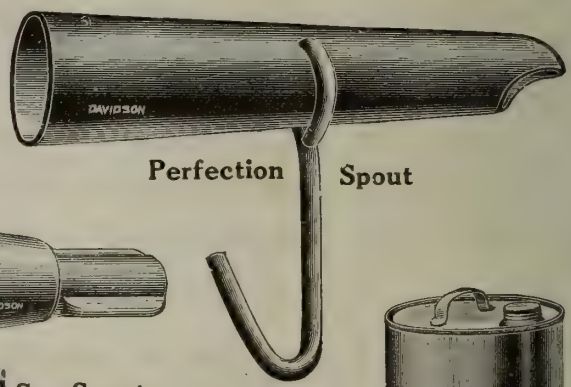
To-day—write our Hanger Dept. for particulars of how we can help you sell more Hangers.

Canada Steel Goods Co., Limited, Hamilton, Canada

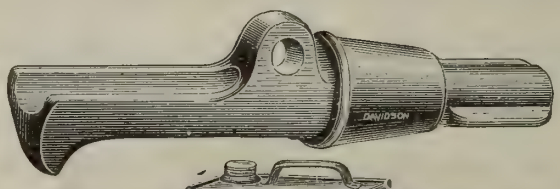
DAVIDSON'S SUGAR MAKERS SUPPLIES



"Eureka" Steel Spout

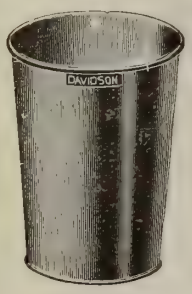


Perfection Spout



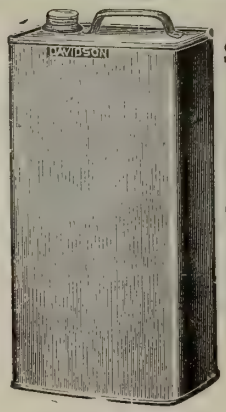
"Beaver" Sap Spout

Sap Buckets



Quarts
4, 5, 6, 8, 12

Order Now to be certain of prompt shipment

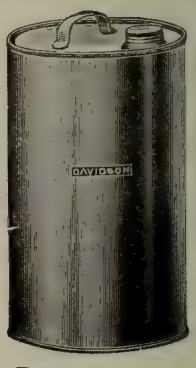


Square Syrup Gallons Special

Maple Cans
½, 1
8 lbs.

Gallons
¼
½
1

Prices forwarded on application



Round Maple Syrup Cans

The Thos. Davidson Mfg. Co., Limited, TORONTO MONTREAL WINNIPEG

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COMET ROOFING

is
splended value
for the money

SAMSON ROOFING

is truly a perfect roofing
unexcelled in point of service
FULLY GUARANTEED

WAVERLEY ROOFING

is well made through-
out and will give
good satisfaction.

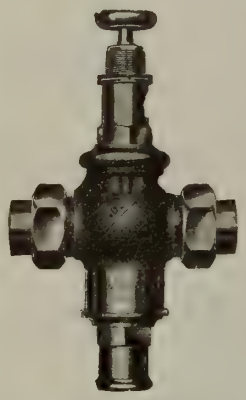
H. S. Howland, Sons & Co., Limited

WHOLESALE HARDWARE

Toronto

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Boiler Mountings, Steam Specialties, Engineers' and Plumbers' Supplies



J.M.T. REDUCING VALVE
Will not equalize, is extremely sensitive and will maintain a steady reduced pressure regardless of the variation of the initial pressure.
Made in sizes ½" to 6".



MORRISON AUTOMATIC CELLAR DRAINER
Automatically drains flooded areas by means of water jet. These machines have been in use for four years without requiring the slightest attention.



J.M.T. IMPROVED INJECTOR
Operates successfully on steam pressures from 20 to 220 lbs. per sq. inch. 4 to 400 horse-power.
Made in sizes ⅜ in. to 2 in.

The James Morrison Brass Manufacturing Co., Limited
93-97 Adelaide Street West, Toronto, Ontario, Canada

Standard Tube & Fence Co.
LIMITED

Manufacturers of

Woven Wire Fencing for Farm and Ornamental purposes, Farm and Ornamental Gates, Steel Tube Fence Posts, and a full line of fencing materials,

also

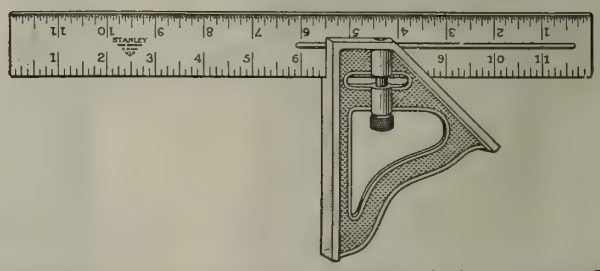
Butted and Welded, sizes ⅜" to 2", 14 to 20 gauge.

WOODSTOCK ONTARIO

BIG

RESULTS
from small investments. Read Hardware & Metal's Want Ad. Page.

Stanley Tools

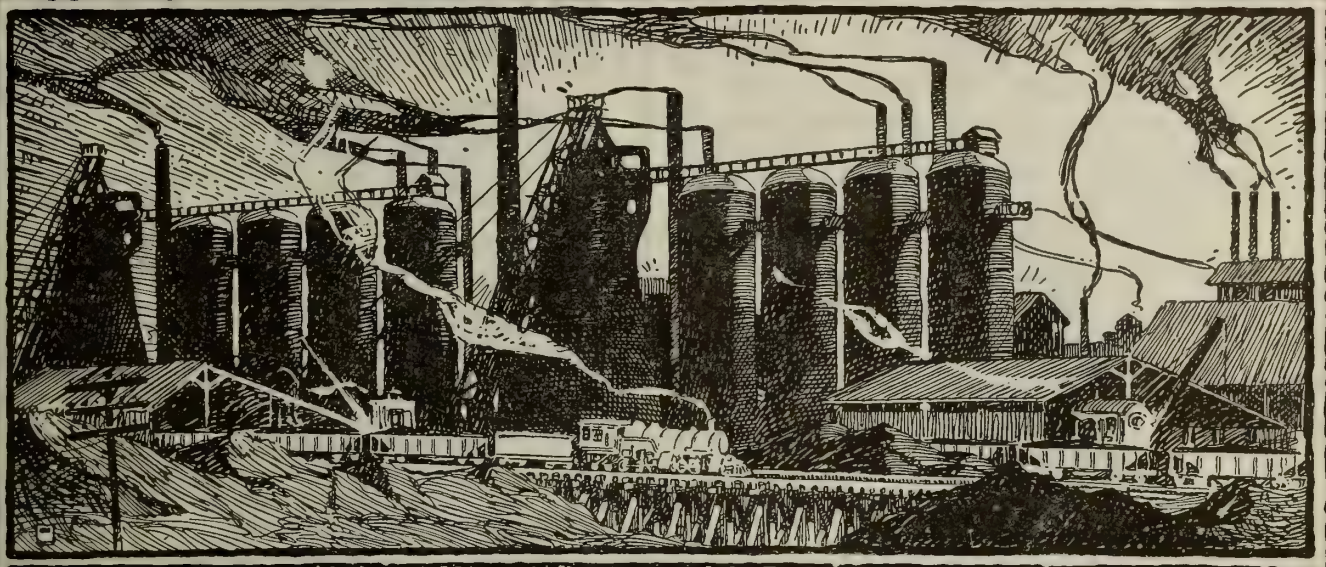


Stanley Adjustable Try and Mitre Square No. 21

The Blade is adjustable, and as it can be reversed, provides any size of try or mitre square within the capacity of the tool. In reversing, it is not necessary to remove the blade from the handle, consequently the tool is always assembled and ready for use.
The Edges of the Blade are machined, graduated in 8th, 16ths and 32nds of inches, and the tool is square inside and out.
Both Handle and Blade are nickel-plated.
Made in three sizes—6—9—12-inch blades.

Send for special circular

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



LITTLE WORDS WITH BIG MEANING

Quality

According to "Webster," Quality is "an excellence of character; natural superiority."

Service

Webster's definition of "Service" is; "The performance of labor for the benefit of another."

We use these words advisedly—fully understanding their definitions—and realizing the obligation we place upon ourselves by their continued use in connection with our products of Iron and Steel, and our attitude to the people we serve.

THE

STEEL COMPANY

OF

CANADA

LIMITED

MONTREAL HAMILTON

Pig Iron,
Steel & Iron Bars,
Horse Shoes,
Steel and Iron Products.

Steel Billets,
Track Spikes &
Bolts, Forgings, Wire
of every description.

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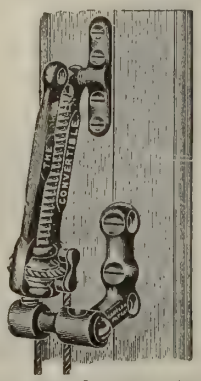
JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.
Contractors to the Admiralty and War Office

The "CONVERTIBLE" Patent FANLIGHT OPENER

Simple
Effective
Compact



1796 Iron
⅜ screw
½ screw
1795 Brass
⅜ screw
½ screw
1797 Gun Metal
⅜ screw
½ screw

Manufacturers of every description of
BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of
Cartland Patent Helical, Climax, Adjustable and Reliable Door Springs

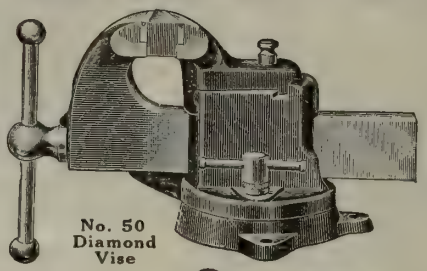
FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed. Our new Catalogue, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto. Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

ROCK ISLAND

VISES *A Type and Size for Every Service*



No. 50 Diamond Vise

THE BEST MONEY CAN BUY

FOR THE MONEY THE BEST YOU CAN BUY



No. 361 Oval Slide Vise

Factory and Office:

ROCK ISLAND MFG. CO.

ROCK ISLAND, ILL., U.S.A.

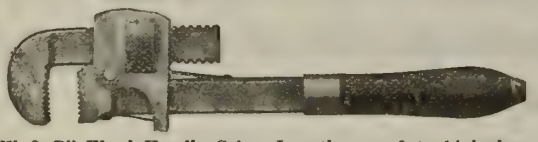
New York
113 Chambers St.

Chicago
180 North Market St.

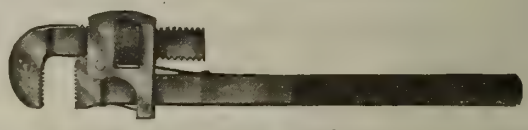
THE "W & B" LINE OF SCREW WRENCHES

MADE IN CANADA

The only Pipe Wrenches made EXCLUSIVELY IN CANADA



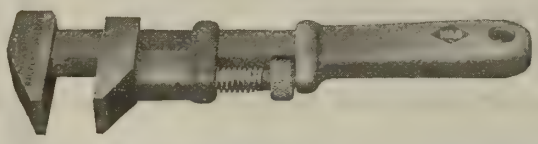
"W & B" Wood Handle Grips, Length open 6 to 14 inches.



"W & B" STEEL Handle Grips, Length open 10 to 48 inches.

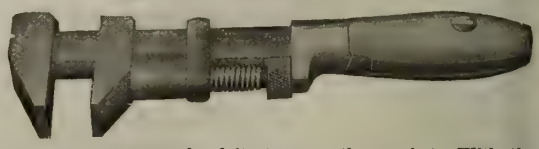
"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches



This is the strongest and best HEAVY DUTY Wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W & B" EASY ACTING SCREW.

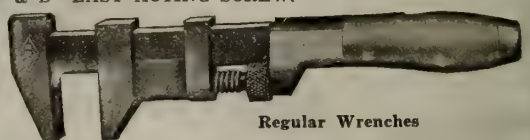
Machinists' Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W & B" EASY ACTING SCREW.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 90 on request.



Regular Wrenches

Head and Bar Drop Forged in one piece. FITTED WITH "W & B" EASY ACTING SCREW and thoroughly seasoned handle.

The Whitman & Barnes Manufacturing Company

ST. CATHARINES, ESTABLISHED 64 YEARS ONTARIO

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Stewart Clipping Machines

Always make good for dealer and user.
The steady increase in sales is the result of real merit.

Stewart Horse Clipping Machines have been a consistent profit-maker for dealers for twenty-five years—each year sales increase and 1917 showed a remarkable gain over all previous seasons.



The Stewart No. 1 Ball Bearing Enclosed Gear Machine

Every dealer in Canada can sell Stewart Machines

and failure to stock them means an actual loss of profit to the dealer.

Heavy purchases for war purpose and a big advance demand from the trade are taxing the capacity of the manufacturer.

Order from your Jobber now while he has the stock to supply you.

Get in some Stewart No. 1 Machines and display them—don't depend on special ordering this season.

Horse Clipping starts with the first spring weather.

ORDER NOW



We are now in our new plant where we have everything in the way of latest machinery and larger space for manufacturing and shipping to continue our reputation for quality and service.

Chicago Flexible Shaft Company

Twelfth Street and Central Ave., Chicago, U. S. A.

If any advertisement interests you, tear it out now and place with letters to be answered

Full of Good Points

In fact as well as in name.

The shape of the teeth of the "Famous Five" files was determined after many experiments.

Different shapes and depths are made, according to the work for which the file is intended.

Consequently, you can get for your customers a "Famous Five" file that will cut fastest and leave the best surface on any kind of material.

And a "Famous Five" file will stay hard and sharp for the longest possible time.

Their cutting qualities have been standardized. Your customers can rely upon them.

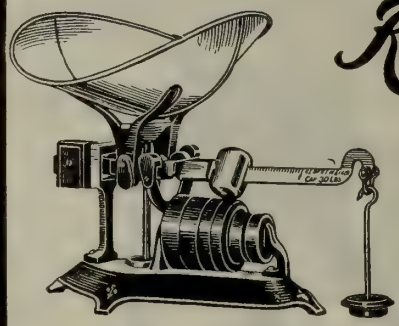
Specify them when ordering from your jobber.

They are:



Stirs Up Business

Precious few housewives realize the many uses of an accurate scale in the kitchen—saving losses in careless weighing at butchers and grocers—weighing produce before marketing—weighing flour and other ingredients while baking, etc., etc., etc. It is surprising what a little bit of salesmanship and displaying will accomplish in stirring up big business in Renfrew Scales! The Renfrew is compact, handy, and stands hard knocks. It doesn't get out of order and always tells the truth. A government inspector's certificate accompanies every Renfrew. These features make the Renfrew a lively seller these days. Push business with the



Renfrew

HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs.

Government inspector's certificate accompanies every scale.

Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

Eastern Branch, Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 206 Scott Block, Winnipeg, Man.; Foundry Products, Ltd., Calgary, Alta.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.



Tree Pruners

The great efforts to increase food production which will be made this year will tend to increase sales of tree pruning tools. Every grower will be anxious to give his trees every assistance to bear well.



You can do your part by being prepared to supply the most approved type of pruners. We have many styles all positively guaranteed against defects in material and workmanship.

Taylor's Improved Pattern Pruner

Orchard King Compound Lever

Taylor-Forbes Co., Limited

GUELPH, ONTARIO

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"Quality METALLIC First"

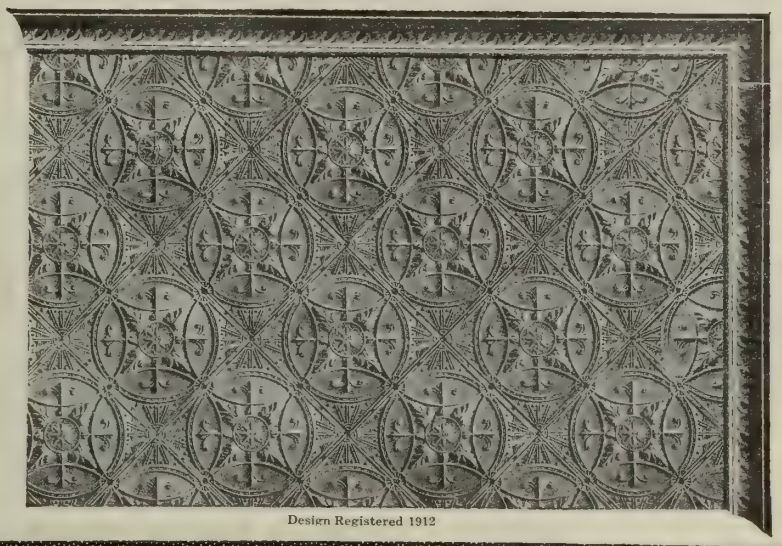
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

"Metallic dealer service"—it's effective

32 years successful experience of how to sell "Metallic" Ceiling and Wall plates is a selling force that's bound to get *you* many profitable jobs in your neighborhood. Just a little bit of co-operation is all we ask.

Get our illustrated catalogue and full particulars.

Stock carried by
GEO. W. REED & CO., LTD.
37 St. Antoine Street, MONTREAL



Design Registered 1912

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

UNIFORMITY — USED THE WORLD OVER — SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL TENAXAS — TIN-TOUGHENED — MASCOT — ATLAS W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED
Large Stocks

THEY MAKE GOOD EVERYWHERE
Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal — Works: Riverside Street, Montreal

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CROWBARS



No. 102-A—CHISEL POINT

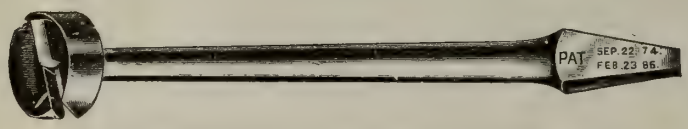
We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn. U.S

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.



ICE HARVESTING MACHINERY

Our line of tools and machinery is complete. Whether you require a hand saw or a complete outfit—we have it and can fill your requirements.

Get quotations on our sidewalk snow plows and ice levellers for municipal work.

Send for Complete Catalog.

ROBERT DONALDSON & SONS, Montreal

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts Boiler Rivets, Tinners' Rivets, Etc.

TRADE MARK

WROUGHT PIPE

Black and Galvanized, sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL

After the War——What?

The time to put on fire insurance is before the fire. The time to prepare for after-the-war-conditions is before peace comes.

Advertise now and be prepared to keep your goods in demand through the medium of HARDWARE AND METAL.

If interested, tear out this page and keep with letters to be answered.

ESTABLISHED 1849

WOOD, ALEXANDER & JAMES

Successors to WOOD, VALLANCE & CO.

WHOLESALE HARDWARE MERCHANTS

SHELF AND HEAVY HARDWARE

CONTRACTORS' and MILL SUPPLIES

BAR IRON AND STEEL

BUILDING PAPER AND ROOFINGS

AUTOMOBILE ACCESSORIES

BRANCHES: Toronto Office, 25 Front Street East; Wood, Vallance, Limited, Winnipeg, Man.; Wood, Vallance & Leggat, Limited, Vancouver, B.C.; Wood, Vallance Hardware Co., Limited, Nelson, B.C.; Wood, Vallance & Adams, Limited, Calgary. Alta.

Their Simplicity recommends MENDETS

A PATENT PATCH

"Mendets" are so simple in construction and application that they instantly make a hit with the busy housewife. They provide the only permanent method of mending leaks in graniteware, and hot water bags, besides effectively repairing any cooking utensil or any kind of rubber goods. "Mendets" are a necessity in every home. There's a big field in your locality.

Wholesale Hardware Merchants Who Sell MENDETS:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co. Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal, Que.; A. Chown & Co., Kingston; The Gray-Harvey Co., Limited, Ottawa, Ont.; H. S. Howland, Sons & Co., Limited, Toronto; Mills Hardware Co., Limited, Hamilton; Revillon Wholesale, Ltd., Edmonton, Alta.

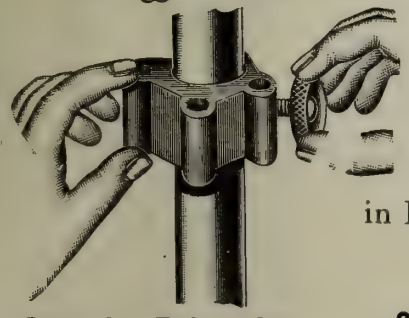
Collette Mfg. Company, Collingwood, Ont., Canada

TRADE MARK. W.B.&C.P.

WILLIAMS BROS. & PIGGOTT, LTD.

Small Heath, BIRMINGHAM



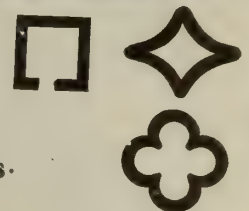


Patent Grip-Tight Socket

Specialists in TUBES

Seamless, Brazed Iron-cased Mouldings, Beadings, Rolled Metals in Brass, Copper, Nickel Silver, and other Metals.

Over 1000 different sections



GENERAL BRASSFOUNDERS

SHOP WINDOW FITTINGS MANUFACTURERS

TRADE MARK. W.B.&C.P.

If interested, tear out this page and keep with letters to be answered

Dressing the Store Window

is a big business-builder, no doubt—but—you've got to have the best of goods behind that window to hold the trade.

Take FILES, for instance. Why not stock the best—they're none too good for that discriminating customer of yours.

You'll never go wrong if you stock and sell

P H

TRADE MARK

Quality Files

They're the kind that attract and hold a good customer, for they are "The Standard of File Efficiency."

Port Hope File Mfg. Co., Ltd.

Port Hope, Ont.

Ask Your Jobber.

Parker Sheet-Metal Screws



For joining sheet metal.

Saves 75% cost and labor.

Used by all sheet metal workers.

Does away with bolting, riveting, etc.

Makes a pleasant job in its use.

Parker Damper Quadrant



"BEST IN THE WORLD"
FOR DAMPER REGULATION IN HOT AND COLD AIR DUCTS

PARKER SUPPLY CO.

Manufacturers

784 East 136th Street, New York

WRITE FOR SAMPLES

PEERLESS PERFECTION

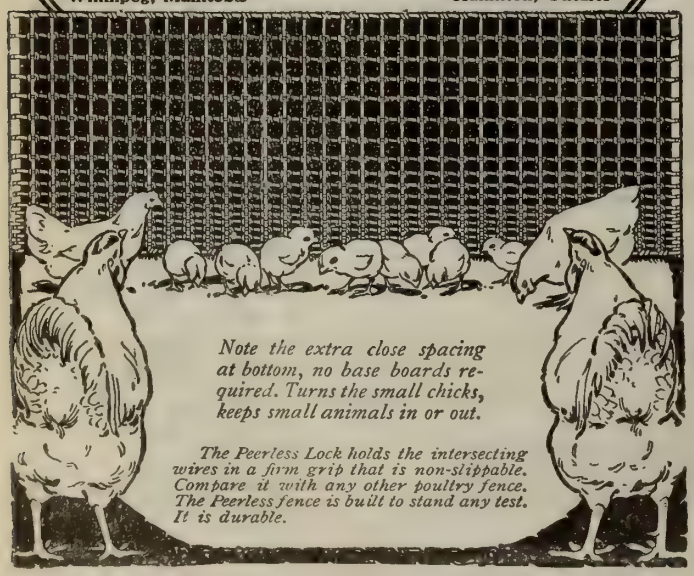
The fencing upon which you can **build a reputation** and hold the fence trade of your territory. You can put up the strongest kind of a guarantee—we back you up.

We build this fence of open hearth steel wire with all the impurities burned out and all its strength and lasting qualities retained. Peerless poultry fencing is extra strong, heavily galvanized, can't sag, won't rust, never gets out of shape, keeps in and keeps out—both great and small.

Write for Dealer's Proposition

We show you where the big trade is for parks, lawns, cemeteries, fences plain and ornamental for farms, ranches, all purposes.

THE BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Manitoba Hamilton, Ontario



Note the extra close spacing at bottom, no base boards required. Turns the small chicks, keeps small animals in or out.

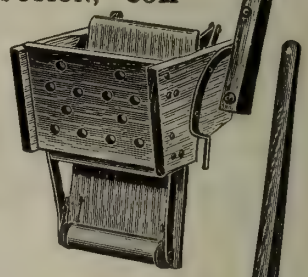
The Peerless Lock holds the intersecting wires in a firm grip that is non-slippable. Compare it with any other poultry fence. The Peerless fence is built to stand any test. It is durable.

"White"



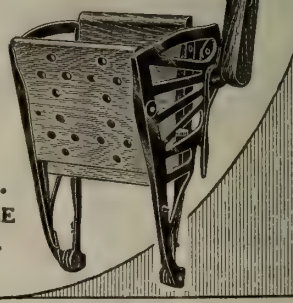
MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.



Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use—often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



White Mop Wringer Co.
FULTONVILLE N.Y.

If interested, tear out this page and keep with letters to be answered



For Those Who Want the Best

—the shot shell that has made its name so rapidly by having the quick punch that blows the clay targets into dust and brings home the finest bags.

Canuck

is the choice

Examine the loading of the Canuck by slicing the side with your knife. Notice the firm crimp with the proper bevel that insures positive operation in repeating shotguns. The body paper is tough but not brittle and will not crack at firing. Test the shot for roundness, hardness and uniformity of size.

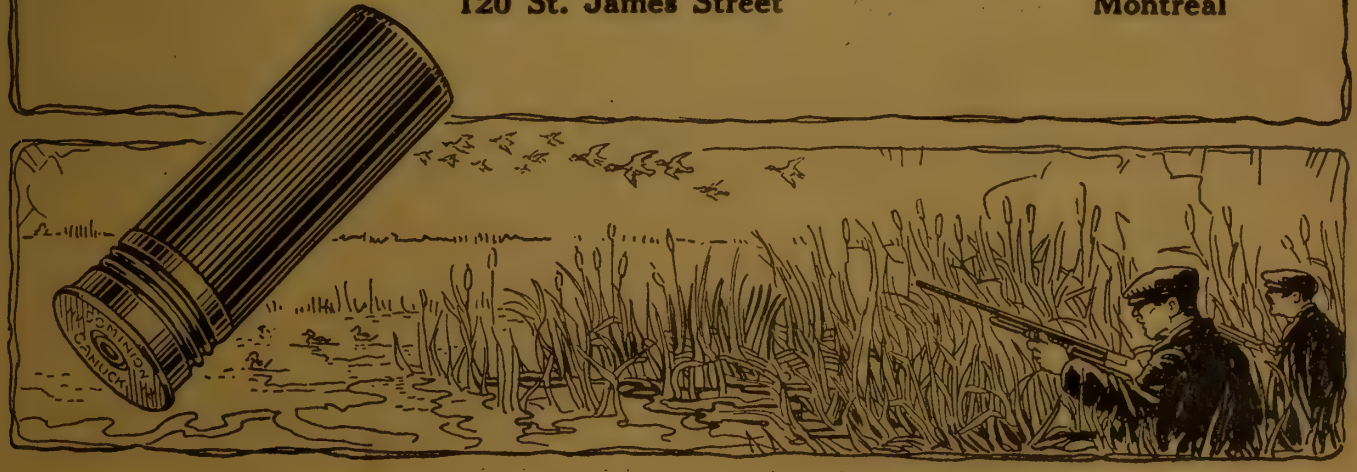
Call special attention to the wads. Notice how well they are seated, the cupping, the quality of the felt. Properly seated wads have a tremendous effect on the shooting qualities of a shell. The cleanliness and even granulation of the powder should not be forgotten when showing the loading.

This demonstration of quality will interest your customer and make sales.

All Dominion Shot Shells will stand this test.

Dominion Cartridge Company, Limited

120 St. James Street **Montreal**











FIVE WORKS—OVER 3,000 EMPLOYEES

UNITED BRASS FOUNDERS and ENGINEERS, Limited

It is our intention after the War to devote our energies to the intensive production of the following Specialities:

Gunmetal and Brass Valves and Cocks.
Steam, Water and Compressed Air Fittings generally.
Cast Iron Stop and Sluice Valves.
Semi-Rotary Pumps.
Extruded Brass and Bronze Bars.
Brass Bolts and Nuts, Studs and General Turned Work from the Bar
Cast and Malleable Iron Cocks and Pipe Fittings.
Pressure and Vacuum Gauges.
Injectors, Engine Governors.
Spraying Machinery.
Coppersmiths' Work.
"Stella" Brand Alloys, Manganese Copper, Silicon Copper, Ferro Zinc, Phosphor Copper and Tin, etc.

Business After the War

If you are interested in any or all of the lines mentioned and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office.

EMPRESS FOUNDRY

Cornbrook, Manchester, England

The President Has the Right Idea

IT was the Annual Meeting of the Weaver Knitting Company, makers of underwear and hosiery. The particular item of the balance sheet that excited the caustic comment of one shareholder was the moderate sum of $13,567.83 for advertising. "When we are so much oversold," said he, "surely it is not necessary to keep on spending money to advertise our goods." And there were some who thought as he did.

"Gentlemen," said the President, "if you figure it out, our advertising expenditure for the year is about 1%—not a very heavy sum to pay out to maintain the good name and favor which our brand enjoys. There was a time when we had to spend a good deal more than the sum in the balance sheet to get our brand into the retail stores of the country, and to induce the public to buy it. I am unwilling to cut out advertising, and I'll tell you why.

"Our men are not canvassing with the diligence they gave to the work of selling when business was harder to get. They are not calling as often as formerly, and when they go, they are not very urgent. But we would be committing suicide if we ceased to court the good-will of the retailers and to keep our brand in the public eye. We have and will have competition. We must have regard for the post-war trade. If we quit our solicitation now, we shall have to do double work later on, at a heavy cost. I am authorizing our present advertising as a form of business insurance.

"Our goods continue to be sold through the retail trade. We owe it to our retail customers to keep in solicitous touch with them—to show them that we value their co-operation and good-will, even though we cannot always fill their orders. We tell our retail friends the naked truth, and we are keeping their loyalty. If we pursued any other course, I fear we would greatly rue it in days to come.

"Our advertising latterly has put us in touch with many new accounts and prospects. Our men cannot call on as many men as they did when train schedules were better than they are to-day. We are employing advertising to lower selling costs, and if Mr. ———— will give me half an hour after this meeting, I think I can satisfy him that our advertising outlay has played a large part in putting our balance sheet in the good terms in which it appears.

"Our trade mark is worth, as an asset, a goodly sum—many scores of thousands of dollars. That value has been created and maintained by our previous advertising. But, Gentlemen, if we dropped our advertising during these war years, the certain thing is that the value of our trade mark would fall sharply, and the good-will and co-operation of the retail trade would likewise fall away. From this point of view it is good business to spend 1% or so to maintain the value of our trade mark and the asset known as good-will.

"Gentlemen," proceeded the President, "I am sorry to have taken so much time to defend our policy. Need I say more?"

UPON that, Mr.————, the objecting shareholder, rose and said: "I wish to withdraw my criticism of the item of advertising expenditure. I had not looked at the matter as our President has presented it. I feel rebuked. Also I am persuaded that the President's course has been wise, and I wish to say to him and to you all that I sincerely regret my criticism."

Among the mediums serving retailers used by the Weaver Knitting Company are:

Dry Goods Review	**Page, 12 times in the year**	**$420**
Men's Wear Review	**Page, 12 times in the year**	**360**

These are ridiculously small sums to expend to maintain retailers' good-will and co-operation, and get by-mail business.

Other mediums serving Canada's retailers and which will be of interest to other firms are:

Canadian Grocer	**Page, 52 times in year**	**$1,248**
Hardware and Metal	**Page, 52 times in year**	**1,248**
Bookseller and Stationer	**Page, 12 times in year**	**300**
Sanitary Engineer	**Page, 24 times in year**	**400**

ADVERTISING to the retailer is too valuable a salesman to omit from one's organization. And the cost per annum is quite too small to be a barrier. Also there is this: Whether or not the manufacturer believes in advertising, his retailer customers and prospects do. So it is wise to fall into line with the wishes of customers—the men who call the tune, because they pay. We have hundreds of letters to prove this.

We are always glad to discuss this matter of advertising with manufacturers—not in a strong-arm way, but reasonably. If we have the right idea, it certainly becomes profitable for manufacturers to possess the same idea. We solicit correspondence from interested manufacturers.

The MacLean Publishing Company, Ltd., Toronto, Canada

Also at MONTREAL, WINNIPEG, NEW YORK, CHICAGO, BOSTON and LONDON, ENG.

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger profit*. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

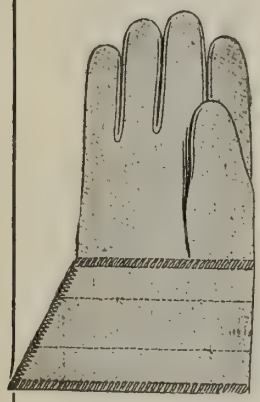
E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell Street**

TAPATCO

REGISTERED TRADE MARK BRAND



Cotton Gloves

Selling Better Than Ever

There's more work being done in the gardens of Canada this year than ever before, and every garden worker feels the necessity of cotton work gloves. Sell them "Tapatco" cotton gloves. They are the most comfortable and serviceable glove made. Good-looking, too.

Many Styles--Many Colors

Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

Also Leather and Leatherette Trimmed Gloves.

Put "Tapatco" Gloves to the front. It will pay you. Big sales and good profits.

The American Pad & Textile Co.

CHATHAM, ONTARIO

NOTICE

WHILE IN HAMILTON, SEE US ABOUT

WIRE

We are HEADQUARTERS for

Wire Bale Ties

LARGEST CAPACITY AND STOCK IN CANADA

Ask for one of our Souvenir nail puzzles.

WIRE MANUFACTURERS.

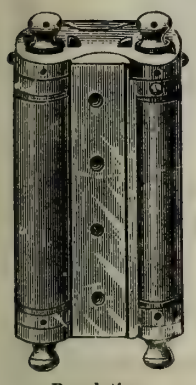
LAIDLAW BALE TIE COMPANY, Limited

HAMILTON, CANADA

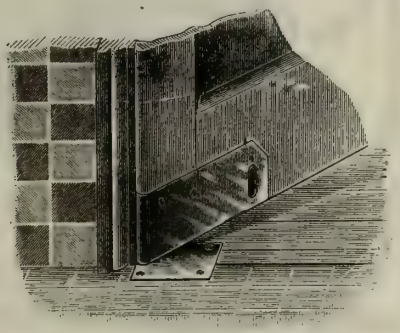
If interested, tear out this page and keep with letters to be answered.

NEWMAN QUALITY

IS YOUR GUARANTEE OF GOOD BUSINESS



Regulating Spring Hinge



"ERA" Shoe Door Spring



Rod Spring

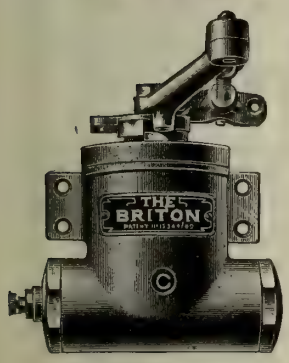
SPRING HINGES,
FLOOR SPRINGS,

DOOR CHECKS AND SPRINGS OF ALL KINDS.

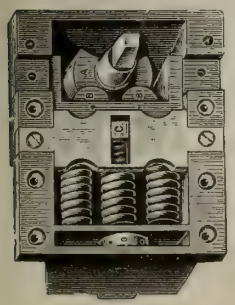
PANIC BOLTS,
FAN LIGHTS,
GEARING, etc.

Manufactured by

Wm. Newman & Sons
LIMITED
BIRMINGHAM, ENGLAND



The "BRITON" Door Check and Spring



"Invincible" Floor Spring

Sold in Canada by

FREDERIC SARA & COMPANY
326 9th Ave. W., Calgary, Alta.

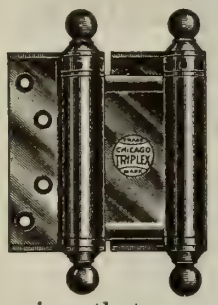
Write them for lists and full particulars.

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK NEW YORK

METALS · CHEMICALS · GLASS
B&SH Established 1790

CHINA WOOD OIL
BARYTES
LITHOPONE
RED LEAD
LITHARGE
ORANGE MINERAL
ZINC OXIDE
BLUE VITRIOL
BORAX
GLYCERINE

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.
Canadian Sales Agents: United States Steel Products Company
Exporters for American Sheet & Tin Plate Company

When in need of

Wrapping Paper

Twines & Cordage

Brooms
Brushes
Baskets

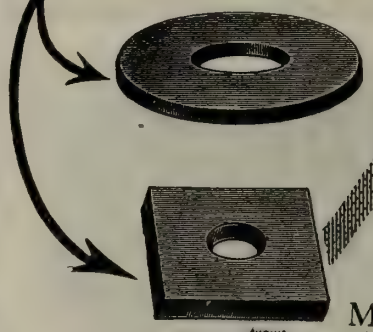
Grocers' Sundries

Walter Woods & Co.

Hamilton and Winnipeg

Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs.

Felloe Plates.

Sheared and Punched Plates.

Malleable Washers and Cast Iron Washers.

Round & Square

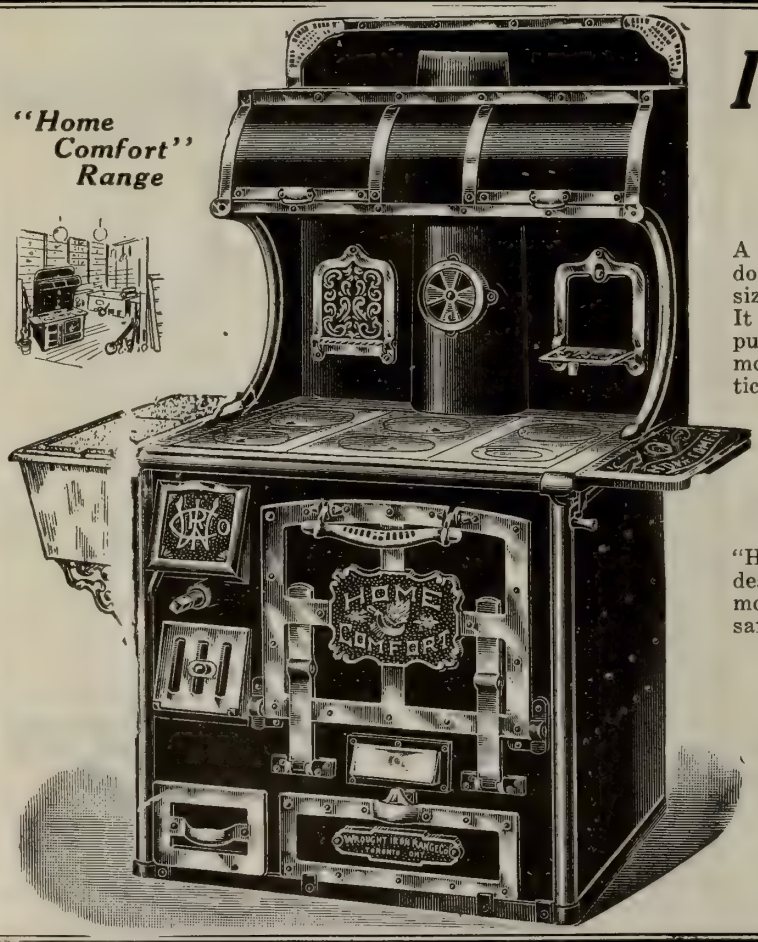
Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company

Milwaukee, Wis.

"Home Comfort" Range



It's Wise to Sell a Single Model

A dealer acting as agent for the "HOME COMFORT" doesn't have to keep a big stock. We make only one size and one style. This simplifies matters a whole lot. It used to be, and still is, the custom for the dealer to put forward on his floor the simplest and cheapest model of a range, and to sell his customers this particular range. Then having made the sale, the dealer would proceed to induce the customer to buy extras. For this purpose, the more expensive models kept in the rear would be used for the purpose of demonstration.

Experience has taught a good many dealers that it is wiser to sell but one model, a model like the "HOME COMFORT." It saves time and money—dealers do not have to carry a large stock. This single model plan pleases the customer, too, and makes it safe and easy to make a choice.

We have made the "HOME COMFORT" the most easily sold range on the market. Write for agency proposition. It's a good one.

Wrought Iron Range Co. of Canada, Limited

Office: 151 King St. West **TORONTO, Ont.** Factory: 22 Orillia St.

If interested, tear out this page and keep with letters to be answered.



Again in Demand

The wooden tub is back—the high cost of the metal tub is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue.

The Wm. Cane & Sons Company, Ltd.
Manufacturers **NEWMARKET, ONTARIO**



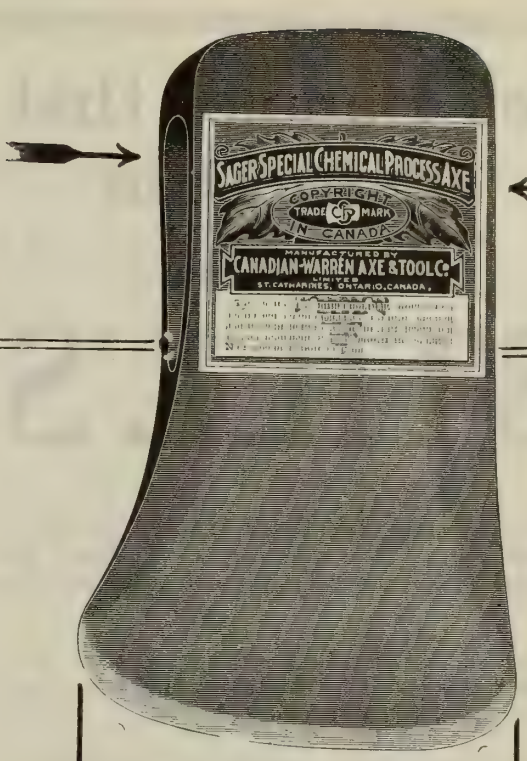
"Belleville" Hardware
Makes Business Grow

A high reputation for service, general reliability and attractive appearance makes the "Belleville" hardware products easy sellers.

Hospitals, banks, government buildings, apartment houses, office buildings and residences of all kinds throughout Canada are equipped with "Belleville" Hardware.

Sell "Belleville" Products and you are assured of pleasing your customers and making good profits.

Belleville Hardware & Lock Mfg. Co.
LIMITED
Belleville - Ontario



SAGER AXES
always make Satisfied Customers

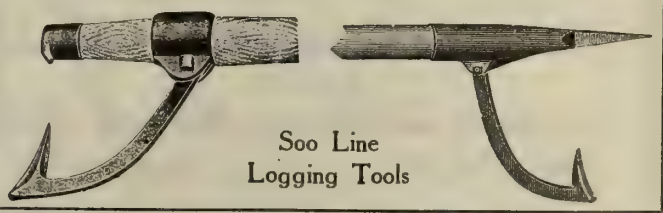
There must be a reason. It is the axe itself. Made in patterns suitable for every purpose and of exquisitely tempered Special Chemical Process Steel, they give the customer real, practical satisfaction. You can recommend Sager Axes to your most particular axeman.

Soo Line Logging Tools

have established a reputation in Western Canada among lumbermen who want quality above all else.

Add to your profits by stocking these two well-known lines. Ask your jobber.

Canadian Warren Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

If interested, tear out this page and keep with letters to be answered.

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

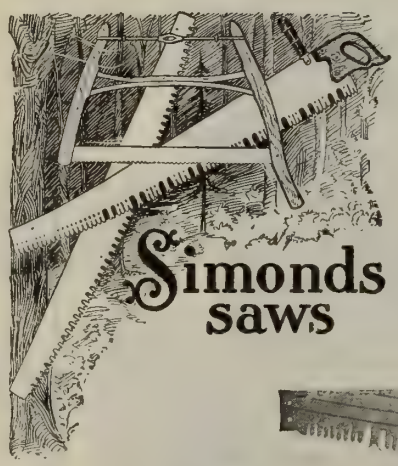
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The best way to build a big business is to sell goods that satisfy. In the Saw line you know there is nothing which gives the user such complete satisfaction as Simonds Crescent Ground Cross-Cut Saws and Simonds Hand Saws. They will help to keep your business big or build it big. Write for catalog and terms.



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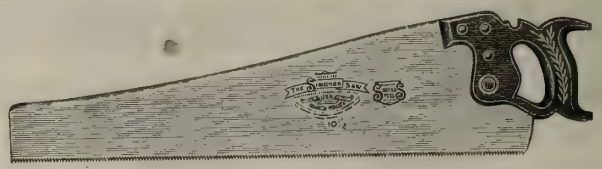


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Simonds Canada Saw Co.,
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Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

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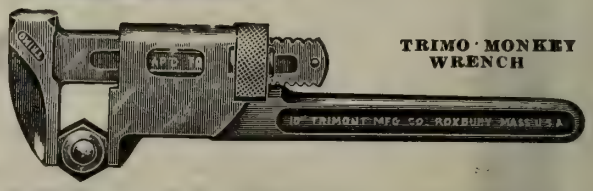
TRIMO PIPE WRENCH WOOD HANDLE



TRIMO PIPE WRENCH STEEL HANDLE



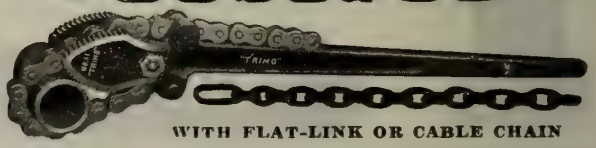
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"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



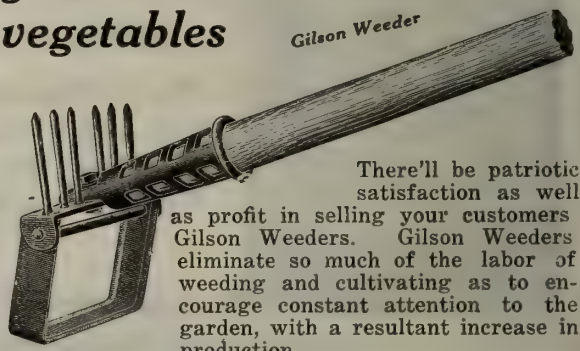
Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

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Help your customers to grow more vegetables

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NO matter how hard the door is slammed, this sturdy drop-forged steel bolt can't break. The door, as it closes, forces the bolt down over the staple and when the door is shut the heavy sherardized piano-wire snaps it locked.

Applied at the top of the inactive leaf of a pair of garage doors, this bolt locks automatically. A pull on the chain releases it.

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Stanley Garage Hardware is an essential part of the stock of every up-to-date hardware dealer, because STANLEY equipment is in demand. To-day write for booklet "Selling More Stanley Garage Hardware."

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Test Our Service

Your smallest need in Rubber receives careful attention when entrusted to us. Our equipment and facilities for manufacturing and deliveries offer a decided advantage in filling orders promptly. The care given to each detail makes it possible to render a service that cannot be duplicated within your reach.

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"Member Audit Bureau Circulations."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, FEBRUARY 9, 1918 No. 6

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MONTREAL
Managers Canadian Branch

A LITTLE COMPETITION
WILL DO WONDERS

SOMETIMES the store seems to strike a dull period. Things don't go right somehow. You and your clerks don't feel like doing any more than you have to.

Here is a suggestion that will help your business during such a "slack" time.

Let your different clerks, in turn, take hold of the reins and manage the store. Let them dress the windows, fix up the show-cases, arrange the floor and counter displays—in a way they think will bring in the most business. Let each man have charge for a week and compare results. This competitive plan will stimulate both you and your clerks. It will put "life" and efficiency into the business.

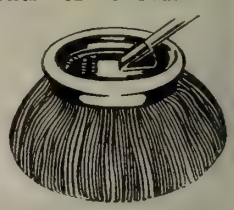
Let us give one little tip that will help out everybody. Keep O-Cedar Polish right near your cash register. You'll sell a lot of it, if you say to your customer, "A bottle of O-Cedar to-day?" when making the change from other purchases. You will be surprised how many extra O-Cedar sales you'll make, by the mere suggestion.



O-Cedar Polish

For greater interest in your displays, ask your jobber's salesman to show you the Special Assortments of O-Cedar Products, whereby you can obtain an attractive sales-producing O-Cedar Display Stand for your counter or floor.





Channell Chemical Company, Limited
369 SORAUREN AVENUE, TORONTO

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, FEBRUARY 9, 1918 No. 6

Results of Fuel Controller's Edict

Action of Fuel Controller Forecast in HARDWARE AND METAL—Retail Merchants' Association Acts—General Spirit of Acquiescence — Railroads Should Benefit—Exemption Claimed For Essential Product

AUTHORITIES at Ottawa refused to accede to the request of the Retail Merchants' Association to have dates for the Fuel Controller's closing-down order changed from Saturday, Sunday and Monday, February 9-10-11, to Sunday, Monday and Tuesday.

Henry Waters and E. M. Trowern, president and secretary respectively of the R.M.A., headed a deputation which waited on the Deputy Fuel Controller at Ottawa on Wednesday of this week for the purpose of securing a clear ruling on the new regulations. At the close of the conference the retailers passed the following resolution:

"That the Retail Merchants' Association, in view of the present shortage of coal, unanimously endorses the movement of the Fuel Controller to conserve the use of fuel, and recommends that all retailers throughout the country heartily co-operate by observing the order, which, after a conference with the Deputy Fuel Controller, is interpreted to mean that all retail stores should be closed."

The Deputy Fuel Controller issued a statement in which he asked the co-operation of retailers in notifying the farm trade. He stated in part, as follows:

"From a point of view of inconvenience, the most serious effect will doubtless be upon those farmers who will come to the market towns on Saturday and who may be ignorant of the provisions of the regulations. It is hoped that retail establishments will take action to post notices in their stores, calling attention to the closing order, and advising the public that they will remain closed entirely on Saturday and Monday."

Among the first to make a definite announcement to the public were the two large department stores in Toronto, Eaton's and Simpson's, who stated that in compliance with the Fuel Controller's order they would close their stores from Friday P.M. to Tuesday A.M. It is understood that these firms will not reduce employees' salaries on account of loss of time.

Early closing had been adopted in many Canadian towns and cities prior to the announcement of the Fuel Controller's regulations. The scarcity of fuel has caused untold distress in some districts and retailers were practically forced through sheer necessity to resort to shorter hours for business purposes. In some towns, as previously announced in HARDWARE AND METAL, stores have remained closed on Mondays of each week.

The Fuel Controller has appealed to all manufacturers to give loyal support to the plan to conserve coal, wood and oil.

Action Forecast Two Weeks Ago

A forecast as to probable action by the Fuel Controller appeared in HARDWARE AND METAL on January 26 last, and what was said in that issue follows:

"Reports from Washington indicate that some pressure has been brought to bear on officials there to use their efforts to cause an order to be issued in Canada somewhat similar to that issued in the United States on account of the fuel situation.

"Some United States manufacturers state that if they are forced to close down and Canadian manufacturers are allowed to go ahead with their work, that the Canadian manufacturers will, in a few months' time, reap an advantage over their competitors in the United States. This, some of the United States manufacturers claim, will take many months' time to regain. They point out that to a large extent Canadian coal supply has been furnished by the United States. Dr. Garfield says that Canada should be treated as one of the states in the distribution of coal, but it is stated by some manufacturers that since Canada has secured a pro-rata supply of coal from the United States, that in all fairness Canadian manufacturers should be forced to suffer the same sacrifices as the manufacturers in the United States are said to be suffering on account of fuel shortage. Reports from Washington indicate that negotiations will be commenced with the fuel administration in Canada to have a similar workless day created in Canada if they can reach an agreement regarding cutting down of the Canadian coal supply.

"Railroad congestion in the United States will, it is said, be relieved by the order, and it is believed that when full industrial activity is resumed on April 1 that American railways will be in a better condition to handle the enormous war traffic than they have been for two years past. In this respect it has also been claimed that the Canadian manufacturer will reap all of the benefits of the order but will suffer none of the sacrifices unless some agreement is reached causing an equal curtailment in Canadian industries."

General Acquiescence to Order

The general attitude of all, however, is expressed in a desire to make whatever sacrifices are considered essential for the general good. This view was expressed by those with whom HARDWARE AND METAL has been in touch, and revealed a spirit of co-operation in following the government's order to the letter.

Many Uncertain Features Straightened Out.

Uncertainty exists in many quarters as to how the closing down order will affect various commercial and industrial organizations, but steps have been taken to ascertain just what action will be necessary to follow. In talking to manufacturers and jobbers the questionable points were brought to the attention of HARDWARE AND METAL. It will be necessary that further rulings be included before the text of the Government's order for heatless days in Canada is fully understood, but these are coming through quickly.

Does Not Use Coal—Buys Steam

A peculiar situation exists with one manufacturer, who states that they do not use coal. Their plant is operated by electricity, and they buy their steam for heating from another concern. However, the firm who supplies the steam uses coal, and for this reason it would appear that

both plants must obey the shutting down order. Further discusion, however, revealed the fact that the heat supplied on Sundays has been virtually the same as on work days. If the same standard were maintained on three closing days it would result in no hardship on the staff were they compelled to work. However, whatever is necessary in the best interests of the country generally will be the line of action followed.

Question Over Fuel Oil Cleared Up

Another angle to the situation developed when one of Toronto's hardware jobbers was queried as to what effect the closing down order was likely to have on their business. "We burn fuel oil, hence do not use coal to heat our warehouses. Whether this ended our responsibility as far as the order was concerned was at first uncertain. However, we took steps to have the authorities in Ottawa define our position clearly." Later advices state that wood and oil will be also included in the prohibition.

Should Help Railroad Materially

Asked to what effect the order would be likely to have on the handling of freight, this jobber continued: "It should afford a decided measure of relief to the railroads. We are, along with everyone else, open to accept freight, though, of course, we can make no shipments. This should give the railroads an opportunity to clear up the congestion now existing and put them in better shape to take care of outgoing shipments. Weather conditions will have to improve materially, however, if the results wanted are attained. It has been impossible to operate successfully under the severe conditions existing during the past few days."

"That the volume of business will undoubtedly be restricted is generally conceded. Saturday's business from the retailers' standpoint is by far the biggest of the week, and Monday is also a good business day. It is undoubtedly true that a great majority of those who would ordinarily be spending money on these two days will not buy when business opens up again on Tuesday. This primarily affects the retailer, but will be reflected in the jobbers' and manufacturers' sales as well."

Work Important, But We Obey Edict

"We had thought of asking exemption owing to the importance of much of the work in which we are engaged, but on going over the situation fully we have decided as a matter of general principle to close our plant." This briefly covers the expression gathered from a metal products manufacturer who is also in munitions.

"There is no doubt but that closing down will materially curtail our output; we cannot help but feel it, but then, these are days of sacrifice and we must do our part. We have for some time past been accumulating heavy stocks so that we might at all times be in a position to make prompt shipments. This will undoubtedly prove beneficial to our customers when we resume operations, and it will not be an impossible task to catch up with shipments of immediate orders. Where we will feel it most is in our producing end, to which even half a day means a great deal. We will make a saving in coal."

Ultimate Good Hoped For

"Yes, we will close; we will have to as a matter of fact, but the effect on our business will not be great," stated an official of one paint concern. "It only means in reality one and one-half days to us, and our business for immediate delivery, while large, is by no means so great but that we would soon be able to catch up in the matter of shipments. Furthermore, our plant is unable to operate at capacity at the present time owing to a shortage of raw material. This is largely a matter of transportation, as the congestion which exists on railroads in the United States and Canada is holding us back considerably. If the railroads, by reason of the permission granted them to deliver freight, are able to speed up shipments, we can see where the closing-down order may ultimately prove beneficial to us."

Adds a Day to Government Order

"There is no doubt but that the closing of our plant will curtail our output considerably. Whereas the text of the order outlines Saturday, Sunday and Monday as closing days, in reality one and one-half days, as we do not operate on Sunday. There is Friday to consider as well as Tuesday.

"Prior to a holiday of any kind it has been our experience that production suffers. In this case it will mean that about 3 p.m. on Friday cleaning up around the plant will start, and a number of our machines will be idle for half a day on Tuesday from absentees. That virtually adds another day to the Government's order, and to us the loss of two and one-half or three days in operation is a big item. However, we will cooperate in this as in any other move which will best serve the general welfare of the country."

This phase of the situation, which brings out the day before and day after problem, is an interesting one, and was brought out by the representative of a sheet metal mnaufacturing concern.

Exemption Claimed For Essential Product

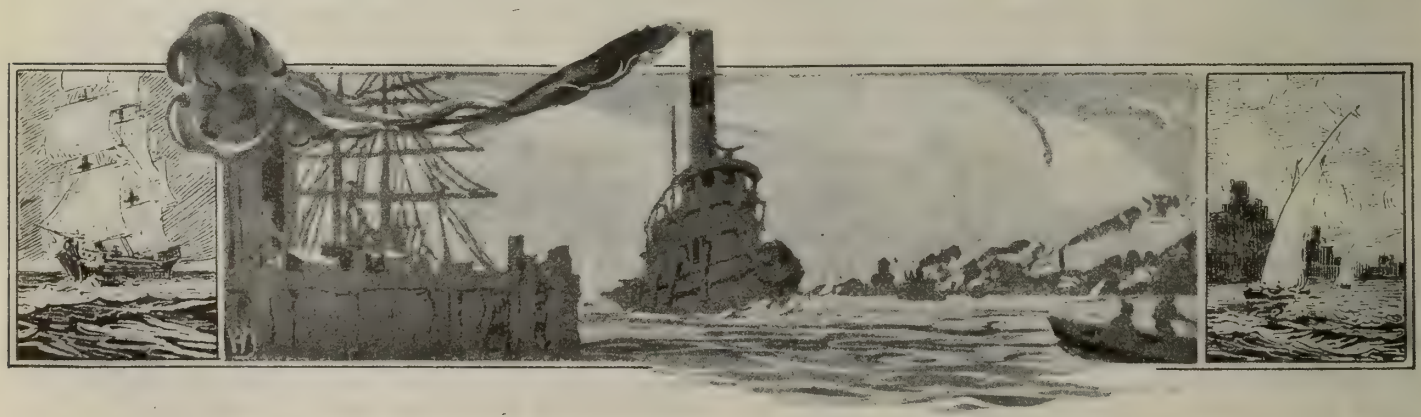
"We have applied for exemption from the closing down order issued by the Government as it applies to our dry cell business," stated one manufacturer of dry batteries, flashlights, etc., to HARDWARE AND METAL. "So far as the flashlight end of our business is concerned, we will observe to the letter the Government edict. However, we are supplying dry cells to telephone companies and others engaged in Government work, and were we to close down this part of our plant it would mean a serious loss not only to ourselves but to other very important industries. We have been working against time for months in trying to maintain a capacity output. We have had to put up with a shortage of raw materials, railroad congestion and other distressing features, so that the loss of even half a day when it is possible for us to operate at all means a handicap almost impossible to overcome. Dry cells must be considered in the light of an essential and for that reason we are strongly urging the Government to grant us immunity in respect to this branch of our business."

Slack Season; Order Not Drastic Enough

"As far as we are personally concerned the order comes at about our slackest season, and for that reason we will be able to recover lost ground with little inconvenience," was the opinion voiced by one of the large sheet metal manufacturers. "Our plant operates by electricity and the only coal we use is in heating, so the amount we shall save will not be great. However, we shall close up tight as a matter of principle.

"We might say further that in our opinion it is a question if the order is really drastic enough. We are depend-

(Continued on page 60.)



Are You Going to the Convention?

EVERY member of the Ontario Retail Hardware and Stove Dealers' Association should be willing and eager to make the coming convention a real success.

In an effort to create renewed interest and enthusiasm in the Association, the officers have this year arranged for a splendid program which should appeal to every retail hardware merchant.

Members and non-members, in fact every retail hardware merchant in Ontario, should do his level best to visit the Convention in Hamilton on February 19 to 21.

Every member of the Association should endeavor to be present not only to show that he appreciates the work done by the officials, but because he will receive some real practical suggestions which he can carry home and use to good advantage in his business.

A real opportunity is now presented for the Ontario retail hardware trade to place this Association on a real firm basis and pave the way for even greater conventions in the future.

A study of the Convention program which has appeared in recent issues of HARDWARE AND METAL, and which will again appear in next week's issue, indicates that it is to be almost entirely a strictly business Convention, and one which should result in untold benefit to all hardwaremen who are present.

Arrangements have been made for a luncheon and a theatre party on Tuesday evening, February 19, following the afternoon session, when reports of officials will be presented.

The Wednesday morning session, at which eight prominent manufacturers and wholesalers will address the Convention on the outlook for 1918, as it affects their respective trades, will be a most profitable session for all who attend.

The afternoon session, to be presided over by John C. Kirkwood, Business Counsel, is a feature which alone will be well worth the attendance of any retail hardware merchant.

Arrangements are also being made to have the Question Box section conducted on an even more efficient basis than in the past, and these sessions should be productive of many splendid ideas for retail hardware merchants.

A number of addresses on advertising, salesmanship, department store and mail order house methods, mock sales, demonstration of salesmanship, etc., will also prove interesting and practical features of the Convention.

The election of officers this year will be carried out on a different basis to that of last year, and elections will be made by ballot.

The closed sessions for retailers are to be confined to retailers only, and in this way it is felt that there will be a free discussion of all the important problems which are affecting the retail trade at the present time.

The time schedule will be closely adhered to and delegates are assured of meetings starting on time and programs being carried out according to schedule.

The City of Hamilton, where the Convention is to be held, is an ideal place for a meeting of this kind. It is suitably located, and is easily accessible from all parts of the Province.

There is splendid accommodation for holding the meetings, and the only thing that is now needed to make the Convention the most successful in the history of the Association is a large crowd of retailers.

Many associations have been instrumental in saving their members large sums of money and in making them more efficient merchants. The officers of the Ontario Retail Hardware and Stove Dealers' Association deserve the enthusiastic support of every retailer in the Province, and they are all urged to be present in Hamilton on February 19 to 21.

Getting the Motorist Ready

Accessories to the Fore—Selling the Motorist Comfort — Looking Beyond Winter's Cold—Overcoming Former Year's Troubles—Paint and Varnish Help—No-Glare Headlights a Necessity—Action Necessary Now

ALREADY, motorists, who have had their cars stored away during the winter, are planning on their requirements for spring—are again aching to sit behind the wheel and feel the car respond to their quest for open. There are many who will, at the first break of milder weather, get their cars out and for them the merchant must be prepared with a line of accessories which will add to their comfort.

Accessories to the Fore

It is by no means too early for the dealer who has relegated motor accessories to the back of the store to bring them into the light. Get them up where the motorist will see them, arrange for window displays, and start your newspaper campaign working. To that dealer whose campaign on accessories slowed down during the winter months the need is urgent that he start the automobilist thinking of his store as the logical one at which to secure his supplies. Stocks should be replenished, and every effort exerted to take care of all the motorist's needs.

Large Field Opening

Production of motor cars will, it is stated, be curtailed to some extent, which means that many cars slated to be sold or scrapped by the motorist will be kept in service. This opens up a large field for the sale of every line the hardware man handles. New tires, new bumpers, seat covers, paint and varnish are only a few of the bigger items which will be called for, the smaller lines such as patches, reliners, tire tools, spark plugs, wrenches, etc., offer a field for a big sale that should not be overlooked.

Selling the Motorist Comfort

What does an analysis of the motor accessory field show, then, in respect to sales prospects now? Take first the motorist who has kept his car in storage but wants to start using it now. Cold weather is by no means over and there will be many nasty days yet before spring comes. Comfort then is one thing which the user of the car wants but—how to obtain it?

Final Drive on Winter Lines

This presents an opportunity at once for the sale of automobile robes and heaters. An automobile robe comes in handy even in cool spring and summer nights so every automobile owner should have at least one and if it's a two seated car, two. The automobile robe not only offers comfort but adds to the appearance of the car as well. In selling the robe, there should also be a place to hang same up when not in use and so a robe rail might be suggested.

The value of the car heater can not be overestimated. There are those which are connected with the exhaust gas and those which burn a type of coal. The fundamental in each case is to supply heat and with heat comes comfort. Driving gloves might also be mentioned as a profitable line to push, and can be classed under the comfort heading.

Keeping the Car in Trim

For the car itself, some provision must be made to keep the radiator from freezing. There are solutions being marketed which eliminate danger from this trouble and besides these a radiator and hood cover helps materially in holding the heat in the engine once the car is running.

Looking Beyond Winter's Cold

But besides the motorist who wants action from his car now, there is the type who is only preparing for the future when the icy blasts of winter shall have become a memory. He is, however, already contemplating how he may secure even greater enjoyment out of his car than he did last year.

Perhaps this type experienced consid-



The value of newspaper advertising cannot be overlooked. Get that motorist into the habit of thinking of auto accessories in connection with your store. The results will be decidedly beneficial and now is a good time to start. There are lots of lines sold to-day to the motorist whether he operates his car or is only getting it ready.

Current Events in Photograph—No. 6



ONE OF WAR'S HARVESTS

AN occupation not without its risks. Salvaging unexploded torpedoes and loading them for transportation to a nearby supply station where they are inspected and returned to the front if found to be in good condition. In the photo is seen a fine harvest of Fritz's aeroplane bombs, which will be returned to him by the shortest possible route.

able tire trouble. He may have had a puncture in some out-of-the-way place and found himself without an extra inner tube or proper patches; if a blowout occurred, a vulcanizer would have helped a great deal, or a reliner might have made his worries less. A broken spark plug is the cause of lots of engine trouble but a good wrench and an extra plug overcome this difficulty easily. These troubles, however, are not the fate of every motorist, however, and there are other equally important phases of the accessory business to be considered.

Seat Covers Sell

Take for instance seat covers. The upholstery on any car becomes soiled and worn from use and a method of overcoming this is provided in the application of seat covers. Many consider these an improvement in the appearance of the car and purchase on that account—others buy to cover up the signs of wear or to prevent the regular upholtery becoming soiled.

How Paint and Varnish Help

The appearance of a car which has been run a year or two could be improved materially by a coat of paint and varnish. Not only would this add to the appearance of the car but it is a form of insurance against deterioration which should be brought forcibly to the attention of every car owner. It may be found necessary to run that old car another year but by changing the color of the body and touching up the wheels, a decided change in the looks is wrought which serves almost as well as having a new car.

No Glare Headlights a Necessity

In many provinces laws have already been enacted against headlights which glare, and sale of lenses will be greatly stimulated as a result. The merchant who is prepared for this class of business and goes after it aggressively will be the one to benefit and none should overlook the possibilities in this trade. Correct information on the subject places the merchant in a position where he can go after this trade successfully—the business on lenses will be big and delaying will only let the other fellow get the cream of the trade.

Tire Chains and Other Lines

For wet and slippery roads, automobile tire chains help out all patterns of tires wonderfully. They afford a measure of control which every motorist likes to feel in handling his car and can be sold to those to whom safety in driving is one of the first essentials.

There are many more lines which might be enumerated individually but

(Continued on page 36.)

Lighting Ontario Store Windows Prohibited

Necessary Power Conservation puts a New Demand on Merchant's Patience—Only Such Lights as Are Essential Permitted—Will Give New Impetus to Early Closing Idea

THE order of Sir Henry Drayton, Power Controller, that became operative on January 8 last, curtailing the lighting of streets and unnecessary store lighting, has been made still more drastic by a new ruling that becomes effective on February 5 that on and after that date all window illumination throughout the Province of Ontario must cease, and that all exterior and entrance lights that do not provide for the public safety must also be eliminated.

These instructions are binding on all communities being served with light from power generated at the Niagara River. In other words on the bulk of the communities in the province.

Instructions have been sent out that this order is to be rigorously enforced. This order does away with one of the retailer's best advertising features, his windows. This is going to work some hardship to the merchants as a whole, but in times such as these the merchant has been and still is ready to make such sacrifices as may be needed, and this would seem to be one of the necessary changes.

Unquestionably this will give an impetus to the early closing propaganda that has been growing in favor in every part of the province.

Broom Corn Scarcity Means High Priced Brooms

Unusual Conditions Prevailing Early Last Year Made Manufacturers Expect a Declining Market—Crop Failures Sent Broom Corn Prices Skyward

THE high price of broom corn is bringing about a situation that will give a new record level to broom prices. As there was a general opinion early last year that there would be a material decline in broom prices owing to the large crop expected, and as some manufacturers were even so sanguine of better conditions as to prophecy material declines, the gradually mounting cost of brooms comes as a surprise to the average retailer.

There were many reasons for this seeming error in judgment. There was a very short crop of broom corn in 1916, and as a result of this, before the crop of 1917 came on the market, there was scarcely a bale of corn to be found in any broom corn warehouse in the United States, and manufacturers were practically all bare of corn. Consequently, both manufacturers and dealers were forced to go into the market and to pay what was then considered a very high price.

Large Crop Expected in 1917

A large acreage was planted in broom corn in the Spring of 1917, and conditions seemed to be rather favorable. A good crop was, therefore, anticipated, and broom corn dealers sent out circular letters freely advising broom manufacturers that there would be a large crop of corn and this would be a year to buy from hand to mouth. Newspapers in the broom corn sections also contained statements of a similar character. Late in the season, however, there was a period of very cool nights and also a period of hot winds which stunted the growth of the corn to a large extent, and when the broom corn began to be marketed in Oklahoma, which is the largest producing State, it was found that a very large percentage of the corn was exceptionally short in length, and that the longer growth, known as hurl corn, was extremely scarce.

Competitive Buying Sent Prices Soaring

There was also a very large amount of red and stemmy corn which is very undesirable, and when this became apparent to the broom manufacturers and dealers, there was a rush to secure the better and longer crops, with the result that instead of prices going down as had been anticipated, they went up very rapidly, and corn showing any length or quality could not be bought for less than from $400 to $500 per ton. This means from 20 to 25 cents per pound for corn in the fields, and when there is added to this a freight rate of about 1¼ cents per pound and 7½ per cent. war tax, it can readily be seen that broom prices must rule very high.

It was difficult for anyone who did not visit the broom corn market in the West to understand how prices could soar skyward so rapidly after he had been advised for some time that there would be a large crop, and that prices would be lower, but those who visited the market were able to satisfy themselves that the oldest and most experienced broom corn men had made a very serious mistake in sizing up the crop this season. There has never been as much poor stock delivered on the market as there was this year, and the only safe thing for a manufacturer to do was to stay right on the job and examine every bale of corn that he bought.

GETTING THE MOTORIST READY

(Continued from page 35.)

when the merchant has once started his campaign, these will come to him naturally. It is hardly necessary to mention tire pumps, jacks, tire testers, speedometers, tire covers, folding chains or rubber cement; the hardware merchant will not lose sight of any item for which there is a possible sale, but it is essential that plans be formulated now and put into execution as quickly as possible.

Action Necessary Now

Shake the winter's dust off all the motor accessory lines—get them into the window in an attractive display—tell the motorist about them through your newspaper ads.—activity should be the keynote adopted and the time to start is now. This applies to those hardwaremen whose winter business on accessories has not been great. In the smaller towns where road conditions do not permit the use of cars extensively, business necessarily would be limited. However, the period of sales is by no means far away and there are numerous items which can be brought to the attention of the man who wants to get his car out when the first opportunity presents itself.

APOLOGIZED FOR UNFAIR ADVERTISEMENT

At the annual meeting of the Ontario Motor League, held in Toronto, January 21st, H. H. Williams, chairman of the Campaign Committee of the Toronto and York Patriotic Fund, made an apology for a full-page advertisement recently appearing in the morning papers, in which some reflection was cast upon motorists. Mr. Williams stated he had not seen the advertisement in question until it came out in the papers. Dr. P. E. Doolittle added that fully 90 per cent. of the money donated to the fund comes from motor owners, and in addition he pointed to the fine work being done by motorists in the reception of returning veterans. The motor, he assured the public, is no longer a means of pleasure, but a commercial necessity.

YORK FARMERS OBJECT TO BUYING OIL FROM DEALERS

A delegation of farmers of York County, Ont., waited upon the York County Council urging the removal of the $300 license which is necessary for the selling of oil direct to the consumer from the oil tank cars on the railways. The farmers claimed that it was against their interests to have to buy their oil from dealers stores, because it occasioned a serious waste of time. No definite action was taken regarding the matter.

Timely Newspaper Advertising Pulls

Hardware Merchants Prepare Interesting Copy — Fuel Shortage Results in Ads on Fuel Savers—Tool Department Suggestions—One Merchant's Ad Headed "Cool Cooking on Hot Days"

"DOUBTLESS you make the most of these long winter evenings, but you can't do good work without good tools." This is the message contained in the ad. of COWAN'S COLOSSAL HARDWARE, LONDON, ONT., addressed to the amateur mechanic.



The man of the house likes to keep busy these long winter evenings and an appeal to his mechanical genius will encourage sales in the tool department materially.

The ad. is reproduced herewith, from which it will be seen how strongly the appeal has been made. Illustrations brighten the ad., prices are plainly shown. Ruling the items off gives each a touch of individuality.

* * * * *

It is not only by the use of oil or electric heaters that a saving in fuel can be effected, if an advertisement of A. WELCH & SON, TORONTO, ONT., be followed. This ad. says in part: "Make your coal go farther with a ———dustless ash-sifter. Simple and easy to operate. Convenient, sits close to furnace. Economical, saves fuel. Dustless, keeps the basement clean. Dustless ash can supplied with each sifter."

* * * * *

"Draughts, keep them out with our best weather strip." This is the heading which appears on an attractive advertisement of the MARTIN HARDWARE, HAMILTON, ONT., an ad. brightened by the use of a cut of the weather strip they sell, and giving prices on the different sizes. Listed also are "automatic closing door bottoms," with the final summarizing, "Every home should be equipped with these coal savers." This ad. gives another angle to the saving of fuel which retail merchants are emphasizing.

* * * * *

"Help out the heating problem." Under this heading the RICHMOND HILL HARDWARE CO., RICHMOND HILL, ONT., direct attention to the means which they can supply to overcome the present fuel shortage. They say: "If you are short of coal, use coal oil— ———— heaters will heat any ordinary room, and can be carried from one room to another"—but, read their ad., it is reproduced herewith. The use of a cut brightens it up, and prices are quoted.

* * * * *

JAMES S. NEILL & SONS, LTD., FREDERICTON, N.B., in advertising the ——— sanitary window ventilators, say in part: "Wouldn't you like to be able to keep your bedroom window open, on stormy nights, without having the floor covered with snow? You can do it by using the ——— sanitary window ventilators. They keep out draughts, dust, rain and snow. Come and see them."

* * * * *

A timely advertisement is that which comes from the store of JAS. SIMMONDS, LTD., HALIFAX, N.S., wherein carpenters' tools are featured. Following the terrible disaster, retail hardwaremen of that city have responded splendidly to the calls made upon them. The ad. of this firm calls attention to items which will be of prime necessity to mechanics and even the amateur carpenter. The items are listed under distinct headings as follows: "Hatchets," following which comes, "Good tools that will keep an edge. Just the right shape and weight. Prices 80c to $2.25. Hammers, carefully made and finished. Best drop forged steel, 16 oz. Prices, 95c to $1.50. Chisels, bevel back and plain, firmer and framing, ¼-in. to 2-in. wide. Planes, the well-known ———— brand. All the usual sizes in wood and iron. Prices from 80c to $5.50. Also all other tools."

* * * * *

An example of how **not** to advertise has been unearthed. At first glance it might be thought this firm were looking ahead to future business, but such is not the case—it's a case of unchanged copy extending back over a period of months. The heading of the ad. which comes under the cut is: "COOL COOKING ON HOT DAYS," and then goes on to say: "Eight a.m. and the sun already blazing. Just the kind of a morning to stay out of a hot kitchen, etc., etc."

It is a splendid ad.—if it were at all seasonable, but this firm is just wasting the money spent for this space.



The fuel situation is such to-day that any suggestions as to how relief may be afforded are carefully read. The ad is for those whose coal supplies are limited as well as those who have some on hand.

EDITORIAL COMMENT

LICENSE NEEDED FOR SHEETS

ON account of the serious shortage of fuel and the acute transportation situation, and in order to relieve the congestion at the sea board, United States authorities have issued a new order whereby producers are forbidden to roll or manufacture sheet steel products for export, except under license.

Prior to the order which has just come into effect, licenses were required only for plates. The new regulations make it necessary to secure a license for the rolling of black or galvanized sheets and also for wire.

Goods already manufactured are allowed to be shipped as soon as the railway companies lift their embargoes. This will mean, of course, that Canadian importers who have sheets on order, which are already manufactured, will probably receive them as soon as the present transportation difficulties are overcome.

It will probably mean, however, that there will be a serious shortage in black and galvanized sheets, and it will also mean that prices will remain decidedly firm during the next three or four months.

It is not likely that immediate advances in price will take place, but if the serious complications which exist at the present continue for some time higher prices would be justified.

The new regulation further complicates matters in a market which has been greatly disturbed for some time past.

THE NEW PAINT REGULATIONS

THE decision of paint manufacturers, as announced in last week's issue of HARDWARE AND METAL, regarding the elimination of certain colors of ready-mixed paints, seems to have met with the general approval of the retail trade.

Inquiries in the trade indicate that a great many retailers have felt for a long time that the range of colors was too great and necessitated the carrying of a much larger stock than would have been necessary with a narrower range of colors. Retailers generally are of the opinion that they will have no difficulty whatever in satisfying customers' needs with a smaller range of shades. Under the new arrangement retailers will be enabled to carry a large stock of the shorter range of colors without increasing his investment.

Manufacturers will consider the matter very carefully and will make a minute examination of sales records to find out which have been the best and which have been the poorest sellers, at the same time taking into consideration the maintaining of a well-selected and good-looking range of colors covering the number which will be left. It is altogether likely that by the middle of summer a new color card will be ready for distribution.

The trade generally appreciates the action of manufacturers in allowing all retailers to book their spring orders at the old price, as outlined in last week's issue of HARDWARE AND METAL.

The Canadian paint manufacturers are to be commended on having taken action voluntarily without the necessity of Government intervention. Canadian manufacturers have followed the lead of United States manufacturers, who were urged by the Conservation Commission to take action.

It has also been pointed out by paint manufacturers that the dealers will eventually benefit by the change in differentials on various sizes. For instance, an order placed to-day for half-pint cans of paint is purchased on the basis of a differential which is really 60c a gallon less than the new price. Twenty-five cents of this is made up in the change in price of paint, and 35c additional on the differential in size.

Manufacturers are now busily engaged in booking up retailers who have not already covered for their spring requirements.

CANADIANS WILL CO-OPERATE

CANADIAN business men will respond to the latest demand made on them in respect to the closing-down order issued by the Government at the instigation of the Fuel Controller. Undoubtedly pressure has been brought to bear from Washington, where a similar edict was recently issued, and as Canada is dependent on the United States to a great extent for her supplies of coal, it would seem in the best interests of the country that the order be faithfully carried out.

There are very few communities in either Ontario or Quebec where the order applies that have not experienced difficulty in securing sufficient supplies of coal for even domestic needs. However, only improved weather conditions, combined with the order-in-council, will bring relief to the many towns actu-

ally suffering. For some time the railways have been laboring under traffic conditions which are abnormal, and anything like decent service has been impossible. However, they will have an opportunity to turn in and clear up much of the congestion now existing during the week-end, and great hopes are held out.

Canada has been extremely fortunate in that she has endured comparatively little of the inconvenience and hardships of other countries, and there is no spirit of grumbling evident over the sacrifice she is now called upon to make. Everywhere people are accepting the inevitable, and it is clearly evident they will demonstrate in a practical manner their spirit of self-sacrifice and loyalty to the cause so deeply rooted in their hearts.

BACK ON THE FLOOR

FROM many parts of the Dominion comes the word that store help is scarce. In some places proprietors, who for years have been taking only a supervisory interest in their stores, are back on the floor. Well, that will probably be good for the store, and it will certainly be good for the proprietor. A supervisory interest often means a half-hearted interest. These are days for a man to do a big work. It won't hurt to add to the work of supervision and direction that of head salesman as well. Some of the brightest and most prosperous merchants have for years been acting in this dual capacity. It is quite possible that to this very fact must be attributed a good part of their success.

THE IMPORTANCE OF THE MAILING LIST

THE month of February now here is one in which much useful work can be done by the retail merchant. The period of stock-taking is completed in the majority of stores and an opportunity to size up the past year's activities has been afforded. Plans for even better results during 1918 should be outlined and definite steps taken to assure their being carried out.

The mailing list forms one of the most important factors in the success or otherwise of any retail store. This should be gone over carefully, cancellations and additions made to bring same up to a state where its use will be effective.

A careful review of the mailing list will reveal the names of many customers who perhaps have not favored you with as much business as you would like. By investigating it may be found that they have just drifted for no apparent reason; it may be that some misunderstanding exists which can be adjusted by personal attention. No opportunity should be lost to hold all your old customers and bring into the fold the new ones.

The mailing list can be made the very pulse of your business. No merchant can hope to keep in touch with five hundred or one thousand customers or prospects unless an effective means is right at hand. The mailing list can be made the means to that end—can be used to increase sales, to promote a better feeling for your store. Its importance justifies careful consideration and no better time exists than the present to go over same thoroughly.

IRON AND STEEL TRADE STILL SUFFERING

THE situation in the iron and steel trade has not improved, in fact conditions are if anything worse, due to the continuance of the severe weather. Steel plants and foundries in this district are very badly in need of coke and production is being curtailed by reason of the shortage. There is little hope of the proposed increase in production of steel materializing for some weeks as little improvement can be looked for in the transportation situation until the weather moderates sufficiently to enable the railways to catch up with arrears in car shipments and clear the terminals. Under prevailing conditions the steel companies cannot even approach maximum capacity let alone increase output. The situation is undoubtedly serious and conditions are such that relief measures are difficult to put in force.

Conditions in the steel trade across the line are not much easier in spite of the drastic measures that have been taken to relieve the fuel situation and the shortage there will affect consumers in Canada. The demands of the United States Government are growing heavier and are fully sufficient to keep all the producing plants actively employed. There has been a serious falling off in the output of steel the last few weeks and the continued severe weather has made matters worse. The output has probably been reduced 50 per cent. The most serious aspect of the situation is the shortage of pig-iron which is as acute as ever, due to the failure of the coke supply.

FEWER TRAVELERS, THEN WHAT?

BECAUSE of the reduced number of available men—because of higher traveling expense, in money and especially in time, because of a scarcity of goods to sell—there is a probability that merchants in the out-of-the-way centres will not see as many travelers as a year or two ago.

The calls of these "ambassadors of trade" will be missed. There is no better friend to a courteous merchant than one of these travelers—men who see much, and who are only too glad to pass on suggestions, suggestions, moreover, which do not grind their own particular axe. Still, if the war results in the number of travelers' calls being reduced—and that seems certain—then the merchant will need to lay his plans accordingly. Greater than ever will be his dependence on the printed message. Perhaps more frequent trips to the buying centres will be profitable.

Merchants and Paper Get Together

"Buy at Home" Campaign in New Westminster, B.C. — People Told in Plain Terms Who the Home Merchant is—Names of Merchants Appear in the Advertisements

"Without the hardware store, without the general store at the cross roads, without the corner grocery store on the main street, without the haberdasher, the bookseller, the printshop, the sanitary engineer, and the dry goods and department store of every thriving country centre, the whole commerce of Canada would inevitably decline. Not only the individual, but the community, and the whole nation benefit by the buy-at-home policy."—Editor's Note.

WHEN a "Buy at Home Campaign" is organized as has been done in several cities and towns in Canada, community interest is focused on the home merchant. The New Westminster "British Columbian" did this recently asking in great black type the plain blunt questions: "Who is the home merchant?"

As if that were not straight enough, the next line, almost as bold, repeated the question reversed thus: "The home merchant—who is he?"

What a Buy at Home Campaign Does

That is the very essence of a buy-at-home campaign. It sounds too simple, but the plain truth is there. The people continually under the bombarding influence of the mail order catalogue actually begin to forget who is the home merchant.

When they want to buy anything they think first of the merchant whose name they have continually in front of them—the mail order merchant whose catalogue hangs in their kitchens, or adorns their boudoirs. They have to be asked out loud "Who is the home merchant?" before they begin to think of the home merchant at all.

If the mail order man had got in only a little more work the question might have to be "Have you a home merchant?" For the natural outcome of the causes that make a Buy at Home Campaign necessary is to abolish the home merchant entirely.

However, by that time probably the community would have dwindled to a select few mail order house patrons whose incomes arrived also by mail, who studied their mail order apparel in mail order mirrors, whose mail order pants polished mail order chairs, who paid mail order bills with money orders by mail, whose small change was mostly postage stamps which now and then found their way into the mail order plate at church where the one home product—the sermon—was listened to from mail order pews and delivered from a mail order pulpit by the light of mail order electric fixtures.

Who the Home Merchant Is

How much more healthy read the real answers to the real question "Who is the home merchant?" as they appeared in the "British Columbian," of New Westminster. The page from that paper is here reproduced, but as the type is small through reproduction, the answers are given in ordinary type for you to study. They may be useful in your own community. Here they are:

Who is the home merchant?

He is the man who gives you credit when you find it convenient to get it, and carries your account when you are unable to pay.

He is the man who gives you back your money or makes exchanges when you are not satisfied with what you have bought.

He is the man who stands back of his guarantee, and makes good any loss you may think you have sustained on goods bought from him.

He is the man who meets you at the door with a handshake, and lets you out with a message to "the kids" and a real "come again" goodbye.

He is the man who takes a neighborly interest in you, your family and your affairs.

He is the man whose clerks live in your home town, and spend their money with you and other people of the city.

He is the man who pays heavy taxes to help support the schools, build and maintain the streets, police and fire departments, and other public institutions. He helps to support the churches, hospitals, and charity organizations.

He is your home merchant, your neighbor, your friend, your helper in time of need.

A Supplement to Advertising

These are the answers to the ques-



THE BRITISH COLUMBIAN, NEW WESTMINSTER, B.C., MONDAY, NOVEMBER 12, 191

"Trade at Home" Announcement No. 10

Who is the Home Merchant?

The HOME MERCHANT--who is he?

He is the man who gives you credit when you find it convenient to get it, and carries your account when you are unable to pay.

He is the man who gives you back your money or makes exchanges when you are not satisfied with what you have bought.

He is the man who stands back of his guarantee and makes good any loss you may think you have sustained on goods you bought from him.

He is the man who meets you at the door with a hand-shake and lets you out with a message to "the kids" and a real "come-again" goodbye.

He is the man who takes a neighborly interest in you, your family and your affairs.

He is the man whose clerks live in New Westminster and spend their money with you and other people of the city.

He is the man who pays heavy taxes to help support the schools, build and maintain the streets, police and fire departments and other public institutions. He helps to support the churches, hospitals and charity organizations.

He is the HOME Merchant—YOUR neighbor—YOUR friend—YOUR helper in time of need

Don't you--or won't you--realize that every dollar you send out of town goes to strangers who never spend a cent here?

Be Fair to the Home Merchant---your friend and neighbor--buy in New Westminster at all times

The following merchants, banking and other business interests of New Westminster are in hearty accord with the "Buy at Home" movement and have pledged their co-operation and support towards the success of the campaign:

MERCHANTS BANK OF CANADA
T. J. TRAPP & CO., LTD.
MERCHANTS LIMITED
M. J. PHILLIPS
RIDLEY KENNEDY, LIMITED
GORDON & WALTERS
JAMES & McCLUGHAN
THE T. H. SMITH CO., LTD.
W. S. COLLISTER & CO.

ROYAL BANK OF CANADA
REID & McDONALD
KENNEDY BROS
KELLY, DOUGLAS & CO., LTD.
HYSLOP HARDWARE CO.
THE COLUMBIAN CO., LTD.
WALTER HILKES, JEWELER
J. H. TODD
THE MODEL GROCERY

C. A. WELSH, LTD.

NEW WESTMINSTER CAN SERVE YOU BEST

Those wishing to join in this movement can get all particulars at the office of the British Columbian

The New Westminster British Columbian has been publishing a series of page advertisements under the heading, "Who is the Home Merchant?" of which series the above is No. 10. This is fine enterprise to promote local community trading. Retailers in other towns should encourage their local newspaper to follow suit.

tion as given by the "British Columbian." You won't need a magnifying glass to read them as reproduced in the illustration, and the larger type with its important reminders you can easily read.

Names of merchants of New Westminster were listed below as you can see. This is the method used in many Buy-at-Home campaigns. The idea is to remind citizens of the existence of their home merchants in association with the big Buy-at-Home principle. The collective effort has an appeal apart from the ordinary publicity value of each particular name in print. It is not a substitute for regular advertising. It is a supplement to it.

Help for the Home Merchant

A Buy-at-Home campaign becomes necessary in many a Canadian country centre because the home merchant sometimes needs help. He always needs support, the support of his own community's purchasing power. He never asks or needs help from outside sources. His own circle is sufficient for him. He is just that much superior to the mail order man.

But the mail order man can sometimes get past even the best of home merchants. For the sake of a pretty picture on a printed page with a price in plain figures below it people pass their own home merchants by every day in the week, Sundays included. Hundreds do it. Thousands do it. And as a result the home merchant every here and there has a hard row to hoe.

The menace of the mail order catalogue is ever at his elbow. His heaviest competitor is light enough for a little girl to carry home from the mail-box, but mighty enough to break many a striving country merchant in a very few months.

A Big Gun in Buy-at-Home Campaign

In the ordinary everyday matter of helping the home merchant keep his name in front of his community by advertising himself and his wares the home printer and the home paper help the home merchant. But when there is a real fight on—a real attack on the mail order menace, captained and organized for victory, then the home paper becomes a big gun in the battle, and does big work.

The home printer who runs the home town paper is a home merchant himself, and a hardy fighter when it comes to a real scrap—printed matter against printed matter. In the Buy-at-Home campaign he's out to beat the mail order catalogue in the interests of his community. The home town printer is one of the first men to realize that the welfare of the home town hardwareman, grocer, and haberdasher, and dry goods merchant is inseparable from his own welfare. Men in other employments in a small city may not realise the fact so quickly. But the home town printer does realise it, and this makes his help so loyal and so vigorous in a Buy-at-Home campaign.

Campaign Costs Merchants Little

The home town printer who runs the home town paper is often ready to supply the ammunition and fire the big gun of Buy-at-Home publicity at trifling cost to the home merchant. This was the case in Brantford, Ont., only recently. Regarding the Buy-at-Home campaign there J. A. Powell, business manager of the Brantford "Courier," writes:

> "Our Buy-at-Home and Boost-Brantford series ran twice a week, Wednesday and Saturday, for two months, and was almost entirely in the nature of a gift to the local merchants. The "Courier" has been warmly commended by many of the merchants for this effort."

This shows how newspaper and merchants may get together for their mutual good, and the great good of their community and country. The Brantford Buy-at-Home campaign will form the subject of the next article in this series on the importance of the home merchant, and how he can be aided in his important function in furthering the prosperity of Canada and Canadians.

Tire Mileage Means Tire Care

Under-inflation Chief Reason for Tires Going Out of Service—Other Causes Outlined—Tire Care and Tire Mileage Are One and the Same.

THERE were over 24 million tires used during the year 1917, and at least this many more tubes. According to reliable statistics 85 per cent. of these tires are prematurely worn out from neglect and abuse by car owners. It is obvious that a great waste is constantly going on. The waste of tires through misuse amounts far into millions of dollars, and much of this waste may be stopped by care and attention from the car owner.

Avoid Under-Inflation

Few causes contribute to the shortened life of the average tire, but these causes of lost mileage should be remembered. The chief reason for tires going out of service prematurely is under-inflation. Tires should be inflated to the pressure recommended by the manufacturer. A tire gauge should be used to keep the pressure constant. With tires at the proper pressure, the liability of rim cutting is decreased and the chances of a blow-out caused by casings becoming bruised is lessened.

Other Causes Outlined

Some car owners unreasonably blame the manufacturers when a tire is worn out after a few hundred miles of service. If these car owners had inspected the wheel on which these tires were used, they would no doubt find the wheel out of alignment, so that it wobbled from side to side, quickly scraping and tearing the life out of the tire.

Neglected cuts and bruises often pass un-noticed, but are often a great factor in the deterioration of a tire. Small stones, sand and grit working in through those cuts quickly rots the fabric and a blow-out occurs. Large injuries should be attended to by a competent repairman at once. Small cuts should be cleaned and sealed with cement.

Brakes should be used sparingly. Stops can be made nearly as quickly and with less fuel consumption, without any great strain on the tire, by cutting off the power of the car a few seconds before it would be customary to apply the brakes. It is possible for a heavy car braked quickly on a rough road to result in tire tread being ground through to the fabric.

It is sometimes advisable to save the mechanism of the car by running in car tracks for a short distance, or in deep ruts in the road to avoid rough spots. Continually doing this, however, will increase tire bills. The edge of the rails will in time cause the fabric to break and rough edges will cut the casing. Ruts in the roadway tear the light rubber away from the tire sidewalls and lost mileage is the result.

Care should be taken that oil does not collect on the tires. When fatty substances come in contact with rubber, the rubber quickly loses its strength and resiliency. Too much chalk inside of the casing to prevent the inner-tube from sticking may cause the inner-tube to harden and blow-outs to occur.

Overloading Leads to Blow-outs

Tires are built to carry a certain load to conform with the size of the rim on which they are used. If a car is overloaded there is a corresponding overload on the tires which increases the possibility of a blow-out. Cars that are used to their maximum capacity of loads should be equipped with over-size tires. This is really not an extra expense, as it is a considerable saving in tire costs.

When a blow-out occurs, with no means of repair at hand, the tire should be taken off and the rim wound with rope so that the trip may be made slowly to the nearest repair shop. Tires which are run for any distance after being deflated are generally beyond repair. If car owners would spend a few minutes to glance over their tires after each trip, they would be repaid by more miles of service from their tires and a consequent saving of many dollars on their tire bills.

Tire care and tire mileage are one and the same.

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Paris.—The Alabastine Co., whose factory was gutted in a recent fire, contemplate rebuilding. Approximate cost $35,000.

EVENTS IN THE TRADE

BUSINESS CHANGES

Sarnia, Ont.—Martin Hardware Co. has sold to Sarnia Hardware Co.

Toronto, Ont.—P. T. Osborne, hardware, has sold to Gabriel Caplan.

Toronto, Ont.—Kogan & Abramovitz, hardware, have dissolved partnership.

Montreal, Que.—Mercure Hardware & Lumber Co., has dissolved. New firm formed under same style.

Roland, Man.—Roland Hardware Co. has been succeeded by Roland Hardware Co., Ltd.

FIRE LOSS

Winnipeg, Man. — Charles Mulvey, hardware, suffered severe fire loss.

Harrison, N.J.—Driver-Harris Wire Company's plant was partially destroyed by fire recently, with a loss estimated at $700,000.

OBITUARY

St. Mary's, Ont.—Richard Parsons, hardware, is dead.

Edward Bond, formerly hardware merchant of Orillia, Ont., is dead. His wife predeceased him by six weeks.

PERSONALS

James Dandie, hardwareman of Streetsville, spent Monday in Toronto on business.

W. T. Chestnut, of R. Chestnut & Sons, Fredericton, N.B., was a recent visitor in Toronto on his way to New York City.

Raymond A. Catlin, representing the Corbin Cabinet Lock Company of New Britain, Conn., called on the wholesale hardware trade in Toronto during the week.

A. Kellough, hardware and plumber, Winnipeg, Man., was a visitor at HARDWARE AND METAL'S Toronto office during the week. Mr. Kellough was on his way to New York.

INCORPORATIONS

Walkerville, Ont.—The Beaver Truck & Tractors Co. has been incorporated to manufacture motor trucks, farm tractors, fire apparatus and vehicles at Walkerville, Ont., with $500,000 capital stock. Edward P. Brownell, Toronto; Charles J. Stodgell and Henry P. Crocker, Walkerville, are interested.

Montreal, Que.—Canadian Die Casting Co. has been incorporated at Ottawa with a capital of $300,000 to manufacture iron and steel products of all kinds. The chief place of business is Montreal, and the incorporators are: Harry A. Bertram, F. H. Markey, and W. W. Skinner, all of Montreal.

Hamilton, Ont.—The Boston Insulated Wire and Cable Company, Ltd., capital $200,000, to manufacture wires and cables used for electrical and other purposes.

CHANGES IN IMPERIAL OIL LTD.

A change in the organization of Imperial Oil, Limited, has been effected through the division of territory in Ontario into Eastern and Western sections.



J. F. SHATFORD

Who takes charge of the newly created Eastern Ontario Division of the Imperial Oil Company, Toronto.

J. F. Shatford, formerly general manager of the Queen City Branch, will have charge of the Eastern Division, while Fred J. Wolfe, formerly manager of the lubricating department of the Queen City branch, will have charge of the Western Division. G. I. Hambly is to be assistant manager of the Eastern division and F. W. Deer, formerly agent for the company at Haileybury, has been appointed assistant manager of the Western division. The change has been made in order to make a more intensive solicitation of territory possible.

INDUSTRIAL NOTES

Melfort, Sask.—Imperial Oil Company plans the construction of a new warehouse with tanks of 100,000 gallon capacity.

Hamilton, Ont.—Temporary offices of the Dunlop Tire & Rubber Co. have been located at 17 Park St. since the recent fire. The new headquarters of the Dunlop Company in Hamilton will be at 17 Jackson St. E., on the site of the old Gurney Foundry building.

MAKE ADDITION TO PLANT

The King Edward Hotel, London, has been purchased by the McClary Mfg. Company as an addition to its plant, and will be remodelled at once. It is estimated that $2,500 will have to be spent on it to place it in proper condition.

IMPERIAL OIL CONVENTION

The Eastern Ontario Division of the Imperial Oil, Limited, last week held a convention at the King Edward Hotel, Toronto, which was attended by the sales representatives from the Eastern sections of the province. J. F. Shatford manager of Eastern Division, was presiding officer at the convention. The sales convention of the Western Division is being held in the King Edward Hotel for four days commencing February 4, with Fred J. Wolfe, Western manager, as presiding officer. Questions of vital importance to the company will be discussed.

A. D. ARMITAGE, PRESIDENT

Succeeds A. B. Rinehart as President of Whitman & Barnes Mfg. Co.

At the annual meeting of the Whitman & Barnes Mfg. Co., held at the general offices of the company in Akron, Ohio. A. D. Armitage was elected president to succeed A. B. Rinehart. F. A. Seiberling was named a director.

Mr. Armitage has risen from the position of a mechanic, held in 1892, to the highest place of honor. He has been continuously connected fith the company 25 years at its three factories and offices in Akron, Chicago and St. Catharines, Canada.

He started as mechanic in the Akron factory September 1, 1892, became purchasing agent in 1900, was transferred to the Chicago factory in 1902 and made superintendent of that plant in 1904. In 1908 the board of directors elected him general manager of the three factories and manager of sales for Canada. At the annual meeting in 1915 he was elected vice-president and manager of the Chicago and Canadian factories with charge of sales at those offices. C. E. Sheldon, chairman of the board of directors, presided at the stockholders' meeting. The directors and officers elected are: C. E. Sheldon, chairman; A. D. Armitage, president; W. H. Eager and A. B. Hall, vice-presidents; W. E. Rowell, secretary; S. H. Tuttle, assistant secretary; Frank A. Seiberling, George R. Hill, C. B. Raymond and A. H. Commins, directors. E. A. Fisher, assistant treasurer, was made treasurer.

CHAIN COMPANIES AMALGAMATE

Columbus Chain Co. and McKinnon Chain Co. Unite—Fire Welded Chain to be Made in Canada

The Columbus Chain Company, with factories at Columbus, Ohio and Lebanon, Pennsylvania, and the McKinnon Chain Company, with factories at Buffalo, New York and St. Catharines, Ontario, have been united under the name of the Columbus McKinnon Chain Company. The new company have formed a Canadian organization, known as McKinnon Columbus Chain, Limited, with general offices at St. Catharines, Ont.

Besides offering the trade a full line of electric welded chain, it is the intention in the near future to manufacture fire welded chain at St. Catharines, under supervision of experienced men from the Columbus plant. The new company will therefore be in a position to offer chain of the Columbus Company—but manufactured in Canada. Until the Canadian plant is in operation it is said orders for fire welded chain will be imported from Columbus, Ohio.

The McKinnon Columbus Chain, Limited, was incorporated by L. E. McKinnon, D. S. Brisbin, and W. A. McKinnon, all of St. Catharines, with a capital of $1,000,000.

MONTREAL NEWS NOTES

H. K. Kearns, sales manager for B. & S. H. Thompson, Montreal, has just returned from an extended tour of the United States steel centres. Mr. Kearns was away for about two weeks.

R. C. Misson of the Sherwin-Williams staff, Montreal, is a visitor this week to the Maritime Provinces.

ADDS IMPLEMENTS TO STOCK

A. D. Enticknap & Son of Drumbo, Ont., who have conducted a hardware business and tinshop for the past 18 years have taken over the implement lines formerly handled by Geo. Law & Son. Earl Enticknap, grandson of the senior partner will be special salesman for this department.

ELECT NEW OFFICERS

Bicycle dealers of Vancouver, B.C., got away to a start for the season of 1918 at the annual meeting of the Vancouver Cycle Trades' Association held recently. A number of important matters received attention, including the adoption of a set of rules and regulations.

F. M. Armstrong, of the Kitsilano repair shop, was elected president in succession to J. G. Pape, who has gone to Winnipeg; Jack Hitchcock, of A. M. Chapman's, was made vice-president, and Fred Deeley, Granville Street, was chosen for the united offices of secretary and treasurer.

CHANGE OF MANAGERS

John F. Stevenson who has been with the Burrow, Stewart & Milne Co., stove and scale manufacturers, as manager of their Toronto branch, has severed his connection with the company to accept a position with the Bird Manufacturing Company as manager of their Toronto branch. W. F. Carson, who has been a travelling salesman with Burrow, Stewart & Milne Co. for some eight years past, has been transferred to Toronto as manager of the branch.

T. F. HODGSON GOES SOUTH

Thomas F. Hodgson, a sales representative for the Steel Company of Canada, Toronto, office, has been granted leave of absence for six weeks or so and has gone to Jacksonville, Fla., for the benefit of his health. Before leaving for the South on Tuesday, January 29, Mr. Hodgson was waited on by a large number of friends from Balmy Beach and presented with a purse of gold as a token of the esteem in which he is held. Frank E. Barchard, Sec.-treasurer of the Ward 1 Liberal-Conservative Association, of which organization Mr. Hodgson is president, made the presentation to which Mr. Hodgson replied in his usual happy manner, expressing his sincere appreciation of their kindness in remembering him, and said that the thought which prompted the gift was valued far more than the purse itself and that he would often think of his friends while sojourning in the South.



T. F. HODGSON

A sales representative of the Steel Company of Canada, Toronto office, who has gone South for his health.

POULTRY AND AUTO SHOW IN PICTON

The annual poultry and automobile show of Prince Edward county was held in Picton, Ont., for three days last week W. J. Carter, of Carter Bros., hardware merchants, had charge of the advertising which has been running since last November. Newspapers, bill boards and street advertising has been made use of successfully. All the public school children of the town and county will be guests of Carter Bros. at the show, over 2,000 admission tickets going into the homes of the pupils.

WAR MISSION AT WASHINGTON

Canada has established a War Mission at Washington. Lloyd Harris, of Brantford, Ont., who has been associated with the British War Mission there for several months, will act as chairman. The Canadian War Mission, it is announced, "will act in the closest conjunction with the British War Mission at Washington as well as with the British Embassy. It will act on behalf of the various departments of the Canadian Government in respect of negotiations relating to purely Canadian affairs, and will exercise general supervision and direction over all officers of the Government of Canada stationed in the United States in respect of matters connected with or incident to the prosecution of the war."

TRADE INQUIRIES.

Wanted: Canadian iron founder to manufacture cast iron rainwater pipes with ears British patterns. Diameters 2", 2½", 3" and 4". Weights: 16, 20, 23 and 32 lbs. per 6 ft. length overall. Diameter of pipes is measured in to out. Name will be supplied to any one writing Hardware and Metal.

Buys Interstate Electric Novelty Co.

Canadian National Carbon Co. Takes Over Assets—"Franco" Line to be Maintained Intact

THE physical assets of the Interstate Electric Novelty Co. of Canada, Ltd., Toronto, has been taken over by the Canadian National Carbon Co., Toronto. This is the result of negotiations which have been conducted over a period of weeks.

The Interstate Electric Novelty Co. of Canada was incorporated in Canada in June, 1914, and has conducted its business in flashlights and electrical novelties under the "Franco" trademark.

The Canadian National Carbon Co. will maintain the "Franco" line intact both in range and quality, and for the present, at least, no change in the sales organizations of the two former companies is anticipated. "Franco" salesmen and "Eveready" salesmen will continue to solicit business for their respective lines, though a constructive, rather than competitive attitude will be assumed by each.

E. G. Ernst is manager of the Canadian National Carbon Co., and under this firm name business will be handled for both "Franco" and "Eveready" products.

CATALOGUES and BOOKLETS

Hyslop Bicycles and Sundries

A very attractive catalogue has been issued by Hyslop Brothers, Ltd., Toronto, illustrating their line of bicycles and sundries. The catalogue is well illustrated and includes complete descriptive matter applying to each line. Several styles of bicycles are illustrated in addition to a comprehensive showing of accessories, many of which are new.

1918 Catalogue Ready

The McFarlane Mfg. Co., Toronto, formerly the McFarlane Ladder Works, are now distributing their 1918 catalogue of woodenware. The catalogue contains about 70 pages, and includes such lines as ladders, wash boards, ironing boards, curtain stretchers, lawn chairs, baskets, sleighs, coathangers, etc., many of which are new. Descriptions of each line are given, and where possible, list prices included.

Reaching Your Market

The remarkable progress made in the retailing of automobile tires and tire accessories is well typified in a handbook on the subject recently published by the McGraw Tire & Rubber Company, of East Palestine, Ohio. It is entitled "Reaching Your Market," and deals with the fundamentals of success in selling tires to the user. The story is so simply told, and the exhibits are so graphic that a dealer can quickly pick out the suggestions most applicable to his own business.

The pages devoted to advertising and selling are profusely illustrated with color designs, posters, cards, signs, booklets, ads, movie slides, etc., all worked out ready for use.

The pages are devoted to SERVICE—the kinds of service a retailer can render gratis to build up goodwill, are especially interesting.

The handbook, it is said, is too expensive a publication to distribute broadcast among dealers, but it will be sent without charge to any who write for it to the McGraw Company at East Palestine, Ohio.

Milbradt Catalogues Issued

The Milbradt Mfg. Co., St. Louis, Mo., have issued an attractive catalogue, No. 30, illustrating their complete line of rolling step ladders and tracks. The catalogue contains illustrations of the different styles, and complete description is given with each. Included with the catalogue is a form containing instructions on how to order.

In addition to the above lines a supplementary catalogue has been issued to illustrate and describe the Milbradt power lawn mower, and another which shows a range of store settees, store stools and foot stools. Catalogues can be secured by writing to the above address.

B.-H. Anchor Marine Paint Specialties

An exceptionally attractive catalogue has been issued by Brandram-Henderson, Ltd., featuring their various marine paints. The catalogue, which is handsomely illustrated, gives authoritative information on all phases of marine painting, and contains a large amount of information which should prove of real value to Canadian shipping interests. Several illustrations are shown of vessels on which the company's paints have been used, and reproductions of testimonial letters are also a feature of the catalogue. The colors of the paints are also attractively shown in the catalogue.

STEEL PLATE MILL CONSIDERED ON COAST

Vancouver.—Hon. Wm. Sloan, Minister of Mines in the B. C. Government, has just given an intimation that the Government is about to join with two of the steel plants on the mainland and controlled by the Tudhope interests of Orillia, Ont., and R. Turnbull, of Welland, in inviting an eminent outside metallurgist of recognized standing to come to Vancouver to make a final report as to the feasibility of establishing a steel plate mill here.

Each of the above interests, it is stated, is interested in the Pacific Steel Company of Eburne and the Aetna Iron & Steel Company of Port Moody, whose plants are being equipped with the latest modern furnaces available for the purpose and which, when finished, will be the largest electrical furnaces on the Pacific coast. The two plants are already producing iron and mill steel rods and shapes, and find an ample market at home for all they can produce under present conditions. There is also a great demand for steel plates for the ships under construction on this coast.

If the report of the metallurgist is favorable an electrical smelting and steel plate industry will be located either on False Creek in the heart of Vancouver or on Burrard Inlet dividing the city from North Vancouver.

TO ENCOURAGE GROWING OF HEMP

A measure to remove the duty from hemp seed in order to stimulate production of hemp, which is so largely used in the manufacture of binder twine, will be introduced at the coming session of Parliament. For causes due to the war it is now desirable to use hemp seed. This seed, which originally came from China, has been acclimatized in the United States, and is worth $22 a pound there. It is at present subject to a duty of 25 per cent., and a 7 per cent. surtax. S. Frank Glass, M.P. of East Middlesex, will introduce the measure. Mr. Glass believes the duty should be removed and the growth of hemp and flax encouraged by every possible means.

HARDWARE LETTER BOX

Standard Oak and Ideal Oak Heaters

McElhone & Kelly, Gadsby, Alta.—Can you advise us where we may get repairs for Standard Oak and Ideal Oak Heaters?

Standard Oak heater repairs from the National Mfg. Co., Ltd., Ottawa; Ideal Oak heater repairs from McIntyre & Taylor, 501 Queen Street W., Toronto.—Ed.

M. W. Marvin, Atnarko, B.C.—Could you furnish me with addresses of manufacturers of snowshoes?

Henry Ross, Indian Lorette, Que.; Robert Ryan Co., Regd., Three Rivers, Que.—Ed.

Buckeye Incubator

Creeper & Griffin, Ltd., Owen Sound, Ont.—Can you let us know where we can secure the Buckeye 50-egg incubator?

The Buckeye Incubator Co., Springfield, Ohio.—Ed.

FURTHER EXTENSION IS MADE IN BRITISH STEEL REGULATION

A recent further British Government regulation regarding the use of steel will have considerable effect upon Sheffield manufacturers, particularly those engaged in the manufacture of table cutlery. After the former regulations went into force commandeering the output of steel except under Government license, the only steel for which there was a free market, and on which manufacturers depended for material to supply other than Government orders, was what was known as shell-discard steel.

This was steel which was originally intended for shell making, but which was rejected for this purpose, as it did not come up to specification, and as the quantity was considerable it enabled manufacturers to maintain a hold on their private trade. It has now been found that this shell-discard steel is suitable for shipbuilding and other war purposes, and it has therefore been brought under the war-material regulations.

Because shell-discard steel could be dealt with in the open market it has commanded higher prices than the official maximum prices of steel without defect.

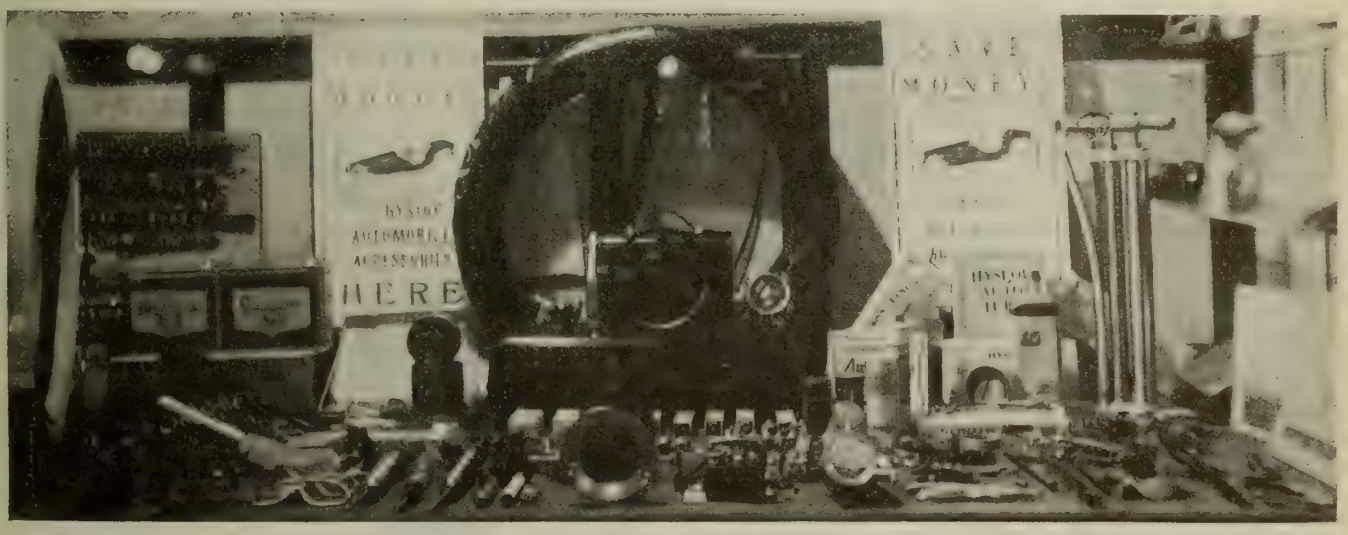
SPECIAL LICENSES FOR HARDWARE

The Canadian Deputy Minister of Trade and Commerce has received word from the Canadian High Commissioner in London, Eng., that general licenses in respect to hardware will be revoked from February 1. From that date special licenses will be issued on rational basis. Goods covered by general licenses will be admitted into Britain on proof of despatch to consignees on or before January 31, 1917.

Suggestions for Seasonable Window Displays



The playing up of a single line of goods from the paint department will undoubtedly bring in splendid returns. In the above window the use of display cards adds greatly to the attractiveness of the display of floor finishes. The present is a good time to keep the people thinking of you. Well-arranged window displays do much towards accomplishing this end.



There is no better business-getter for the auto accessory department than the window display. Keeping these items prominently before your customers is one sure method of maintaining interest in your store as headquarters for these goods. Auto accessories sell all the year round and already car owners are planning trips for the coming summer. See that they are well supplied with accessories which will add to the pleasure of their outing.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

SPOTLIGHT STOPGLARE

The chief feature of the new "Spotlight Stopglare" is, it is stated, its driving range of 400 to 500 feet; this is exceptional for a diffusion type of lens, and is ample range even for the speedsters. This is now being marketed by Stopglare Sales Co., Ltd., Hamilton, Ont. It is



"Spotlight Stopglare."

claimed another important feature to consider is that stopglare eliminates back glare; this means absolute protection from the glare of approaching lights.

Other points enumerated by the manufacturers are: Stopglare equipment ensures comfort and safety for night driving. The ditches are always clearly visible—no chance of a sudden swerve landing you unexpectedly into one. Road signs may be easily read when on a strange road. Turns are always outlined while approaching them and clearly illuminated when making the turn; no chance of driving past the turn without seeing it, and in making the turn the light is on the road, not on the field.

KERO COAL OIL CARBURETOR

The Kero coal oil carburetor now being marketed by Ker-Carb Limited, 3 Adelaide St. E., Toronto, will it is stated, operate a car on kerosene as simply and as well as will gasoline. Points enumerated by the manufacturers as important are outlined herewith: To operate your car on kerosene is as simple as on gasoline. Pull the fuel switch lever up when starting a cold motor. This connects you with the gasoline and you start and run as usual. When started push down the lever and you are on kerosene. When the motor is warmed up you need not switch to gasoline at all as it will start on kerosene.

The Kero coal oil carburetor will operate a car on kerosene or gasoline with equal efficiency. No changes made. Simply raise or lower the fuel switch as wished. It will also operate a car on any of the other heavier fuels that are used for motor consumption satisfactorily. No disagreeable smoke or odor noticeable when carburetor is properly adjusted.

This carburetor is in every sense a device that vaporizes, gasifies and vitalizes motor fuels.

B. H. AUTO ENAMEL

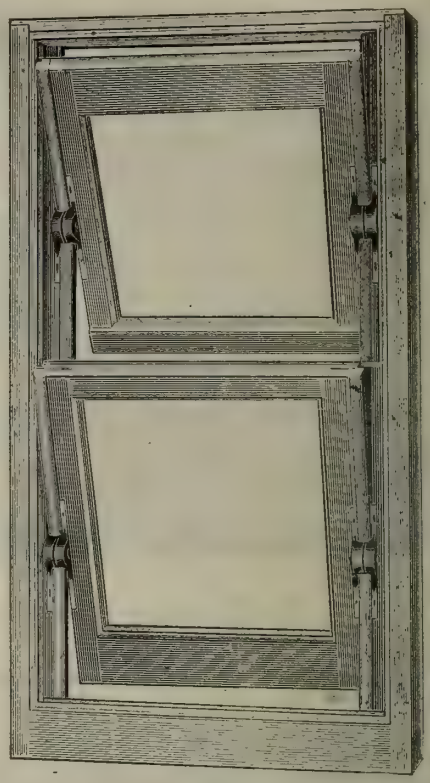
Brandram-Henderson Ltd., paint manufacturers, Montreal and branches, have placed on the market the B-H auto enamel, which it is stated, makes an old automobile look like new by producing a beautiful finish.

The manufacturers have prepared a window cut-out for the dealers' use. B-H auto enamel comes in eight different colors.

WINDOW SASH PIVOT HINGES

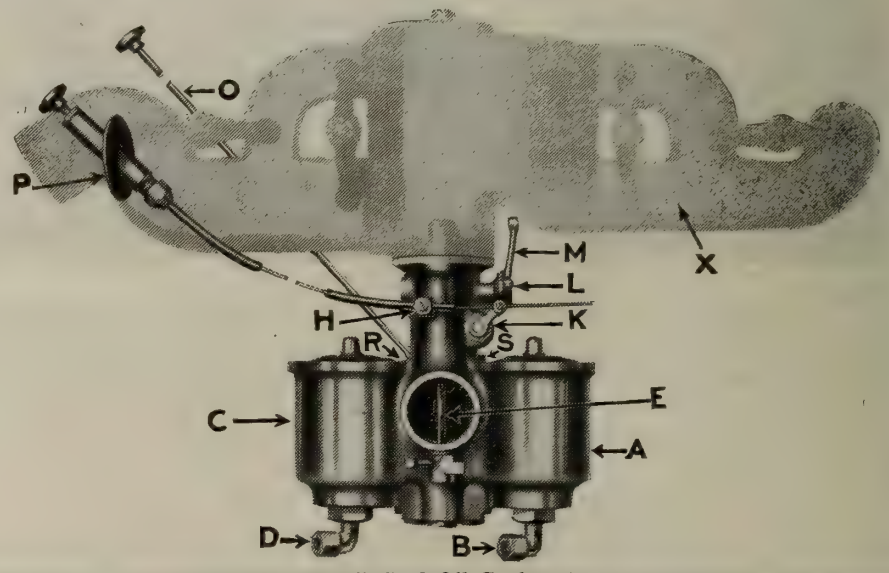
The Gillies' perfect reversible pivot hinges for all kinds of window sashes are now being marketed by the Springer Lock Mfg. Co., Ltd., Belleville, Ont..

It is claimed they are cheap, serviceable, and easily installed, can be fitted to all designs of windows both in iron or wood sashes. With this pivot hinge, it is stated, sashes can be reversed to the vertical with safety and ease and have a water-tight joint; the hinge can also be



Gillies Perfect Reversible Pivot Hinges, Applied.

applied to top and bottom rails and the sash reversed on the vertical axis; the sash can also be set at given angles to allow for ventilation. They are made of cast brass, in two sizes.



"Kero" Coal Oil Carburetor.

THE CLERKS DEPARTMENT

A NEWS BOY GRADUATE HEADS MUNITIONS BOARD

Frank Scott, Who is Buying All Uncle Sam's Shells, Has Had a Meteoric Career—Why He is Able to Make Good.

ONE of the ablest business men to be taken by the U. S. Government to Washington to help in war organization is Frank Scott, who holds the extremely responsible position of Chairman of the War Industries Board.

Allen Hamilton in "Everybody's Magazine" gives a readable sketch of this dynamic young American. He says:—

Frank A. Scott, chairman of the War Industries Board, comes close to being a perfect expression of that intangible, yet very real thing we call "the genius of a free people." A poor boy, robbed of a chance for schooling by his bitter necessities, and facing life without the aid of friends or influence, he rose to wealth and position, and to-day, in an hour of national need, stands among America's elect in a place of tremendous power.

The War Industries Board is the Government's answer to the situation's demand for concentrated authority. Seven men compose it: Admiral Frank L. Fletcher, representing the Navy; Lieutenant-Colonel Palmer E. Pierce, for the Army; Hugh Frayne, of the American Federation of Labor; Bernard M. Baruch, the New York financier; Robert S. Brookings, of St. Louis; and Robert S. Lovett, Chairman of the Executive Committee of the Southern Pacific Railroad. *And* Frank A. Scott.

From this body flows a vast stream of administrative activity. Colonel Pierce and Admiral Fletcher present the needs of the war-making branches of the Government. Mr. Baruch's province is the world of raw materials, Mr. Brookings looks after the finished product, Judge Lovett is master in all questions of priority, and Mr. Frayne is the expert in dealing with the human element in industry.

It is the job of Frank Scott to keep all these strings in his hands, to see that full effectiveness is gained by an absolute co-ordination, and as from a watch-tower, to guard the country against the sly approaches of greed and rapacity. For, mind you, in the War Industries Board is centered the answerable responsibility for the purchase of America's war supplies—a business running high into the billions.

And Frank Scott started as a newsboy in the streets of Cleveland hardly more than forty years ago! His father died when the son was ten, and in order to aid a mother left penniless, the youngster got a job delivering papers. Getting up long before daylight, he trudged over his route, and after a day in school, he sold papers on the streets until his tired little legs carried him home to his dinner.

At twelve he left school definitely for work in a telegraph office, and he is still remembered in Cleveland as the one messenger boy who "never loitered," who did not read dime novels, and whose mouth was minus a cigarette.

A railroad office, liking his looks, gave him a place as office boy, and before his majority he was a specialist on freight rates, and a highly prized employee. The Cleveland Chamber of Commerce, deciding to fight for community growth instead of waiting for it, looked around to find a freight-rates expert, and Scott was elected by acclamation. From that post he went to the assistant secretaryship, and then into the secretary's office.

Everybody admired Frank Scott because of the ability that he was always demonstrating, but more than that, everybody *liked* him. He was clean of mind and clean of mouth without being priggish, he worked all the time, yet never lacked time to be human, and in an atmosphere of intense competition, he made kindness his principle of life. No one ever heard him say an ugly thing or saw him do one!

Naturally enough, business reached out for him. He went from the Chamber of Commerce to be secretary and treasurer of a trust company, and made good there just as he had made good in his other jobs. So much so that the City of Cleveland turned to him in the day when the powers of High Finance schemed Tom Johnson's three-cent street railway into disaster. As receiver, Mr. Scott restored the company to solvency and success, and made it a going concern that justified a people's faith in the radical idea.

A great Cleveland firm, eager for a pair of younger shoulders to shift the burden, asked Frank Scott to come over and be its vice-president and general manager. Instead of sitting in an office, the new official took to the road, explored every corner of the civilized globe, studied world trade, and as a result, that which had been a big business became an international business.

Shortly after the declaration of war, when the whole munitions business was getting into a sad tangle, Secretary of War, Baker, sent a hurry call to Cleveland for Frank Scott. "Come and straighten things out," he ordered.

At once, and without thought of the sacrifice entailed, Scott came and "straightened." Under his directions a General Munitions Board was formed to co-ordinate the various purchasing activities of the Government, to the end that order, economy, and efficiency were brought out of chaos. Naturally enough, when the Administration decided upon a War Industries Board, the last word in concentrated drive, Frank Scott was chosen chairman.

A big man, this Scott person, but better than that, a *good* man. He believes in all the old-fashioned virtues like honesty and honor and good faith and patriotism, and what is more to the point, he *practises* them. As yet, no such scandals have broken as cursed the Spanish-American and Civil wars, but, nevertheless, to Washington have come some men who seem to see in America's crisis nothing more than an opportunity to add more dirty dollars to their grimy hoardings.

Against these Frank Scott stands like solid granite. They can't buy him, they can't fool him, they can't frighten him; and when the smoke of his daily battles clears away, it is seen that the forces of greed have met with another defeat.

Taken all in all, Frank Scott stands for the thing that has made America and that will *win* for America—the capacity to work practicality and patriotism in double harness.

DEATH OF J. S. N. DOUGALL

J. S. N. Dougall President of Dougall Varnish Co. Passes Away in Montreal

After a three months' illness, James Samuel Niven Dougall, president of the Dougall Varnish Co. of Montreal, died at his Montreal home on Saturday, Feb. 2.

Mr. Dougall was born in Montreal in 1853. His early education was received in Montreal, and that of his training for the work of his chosen calling was received while in the employ of McArthur Corneill & Co., varnish manufacturers. He later became connected with this firm as a partner and his connection covered a period of ten years. In the year 1892 he became a partner in the business of D. A. McCastill & Co., also varnish manufacturers, and continued with this firm until the formation of the present Dougall Varnish Co., continuing as president until his death. Among other organizations with which he was connected are: Commercial Travellers' Association, of which he was president on different occasions: Canadian Manufacturers' Association, of which he was chairman, and member of the council of the Montreal Board of Trade.

Two sons survive Mr. Dougall: J. H., a member of the Dougall Varnish Co. and J. B. of the Canada Sugar Refineries, Two daughters, Mrs. Turnbull and Mrs. Matthewson, also survive.

Brantford, Ont.—Dominion Steel Products Co. has increased its capital stock from $500,000 to $1,000,000.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

OF outstanding interest in the market situation pertaining to hardware commodities is the decision of the United States Government to prohibit the manufacture of black and galvanized steel sheets for export except under license. The regulation has also been extended to wire. This means that a practical embargo exists on all gauges of black and galvanized sheets, which can come forward to Canada only when permit is granted. After the sheets reach Canada a further permit must be secured from the Dominion Government before sale is permitted. This regulation previously applied to No. 10 gauge and heavier but under the new regulation is now applicable to all gauges. The situation thus created will undoubtedly work out toward firmer prices for existing stocks of black and galvanized sheets, although advances in price may not necessarily be forthcoming in the immediate future.

Following the reduction recorded last week in the price of wire nails and smooth steel wire, a further reduction has been recorded in hay wire in coils. Advances have been numerous during the week and include those on candles, pruning saws, plastering trowels, brick trowels, pointing trowels, compass saws, crosscut saws, oyster shell, Paris green, storage batteries, speedometers, valve removers, brake rod supports, clutch release devices, mechanical starters, tire holders, engine driven tire pumps, headlights, sidelights, tail lamps, axle braces, column braces, oil gauges, accelerators, cut-out outfits, wheel pullers, crank holders, curtain lights, curtains. An unusually big advance has been recorded in the Winnipeg market on the price of axes.

Wholesalers are experiencing much difficulty in getting shipments of goods both incoming and outgoing. Invoices of goods that have been shipped by manufacturers but which have not yet been received by wholesalers continue to grow in number daily. Fuel Controller's action will cause further delay in shipments. Movements of travelers through the country have been greatly hampered by the curtailment of passenger service and delays to trains through storms. In spite of the handicaps to trade business continues seasonably good.

MONTREAL MARKETS

MONTREAL, Feb. 6.—During the past week jobbers report that business has been very satisfactory. This was hardly expected to be as brisk owing to weather conditions. The activity has been most noticeable from outside points. Among the few changes that have occurred are the following:—Wire nails have been reduced to $5.25 per keg base. Standard smooth wire and annealed wire have also been reduced, the former to $6.25 per cwt. and the latter changes are recorded under a separate head. Thirty gallons standard range boilers are up to $14 each. Cotton rope will shortly be advanced, say importers. Tap soles are lower and it is stated that other leather products are due for lower prices in the immediate future.

Prices Of Pipe Will Be Revised Upward

Montreal.

IRON PIPE.—There is nothing definite in the way of actual new prices on iron pipe but these are being revised and there will be approximate advance of from 1½ to 2 per cent. over the old list. These will probably be effective within the next week and definite figures will be published at the earliest possible date. The advances will apply to both black and galvanized pipe.

Paint Brushes And Other Lines Advance

Montreal.

BUSHES.—An advance is announced in Boeckh brushes. This will affect the entire line and covers paint and varnish brushes, stable and floor brooms, wall and kalsomine brushes and other odd and special lines. It will approximate but a small advance and the discounts will now be 50 per cent. and 10 per cent.

Fibre Tubs And Pails And Other Lines Up 5%

Montreal.

FIBRE WARES.—An advance has been recorded in indurated fibre wares. This applies to the complete line and will cover tubs, pails, butter bowls and such other specialties of this line as are carried by the trade. The advance is five per cent.

Leather Quoted Lower; Tap Soles Decline

Montreal.

LEATHER SOLES, ETC.—There has been a considerable decline in the prices of tap soles and these are shewn as follows:—No. 10 are reduced from $7.55 to $6.05 per dozen pairs:—No. 121 from $5.25 to $4.20; No. 122 from $5 to $4 and No. 123, $4.75 to $3.80 per dozen. It is stated that other manufactured lines of leather may be affected in the immediate future.

Range Boilers Are Marked Up One Dollar

Montreal.

RANGE BOILERS.—An advance has been effected in the price of range boilers this week. This applies to the standard galvanized steel boiler and the 30 gallon size is now quoted at $14 which represents an advance of $1 over the old price. It is brought about through the conditions of supply and labor.

Cotton Rope To Go Up And All Prices Firm

Montreal.

ROPE AND CORDAGE.—There has been a decidedly firm tendency to the market all week and prices while unchanged are very likely to record upward tendencies at any time. "This will also apply to cotton rope," said a large dealer to HARDWARE AND METAL and the advance is suggested as likely to be considerable. A cable was received by one large concern stating that an advance was being made in the European market. The local and Canadian situation is depending upon the action of the United States War Board.

Gasoline And Coal Oil Still Holding Firmly

Montreal.

GASOLINE AND COAL OIL.—The local situation is steady and without any changes being recorded a seasonable amount of business is being done. The local market will probably reflect any action that may result from the action of the U.S. War Board which has been considering the whole oil situation, but nothing definite having been arrived at as yet the situation here remains unchanged. Coal oil is selling at 18c per gallon for Royalite and at 21c for Palacine and Electroline. Gasoline is still 32½c.

Business In Stoves Looks Good For Spring

Montreal.

STOVES AND ENAMELLED WARE.—There is very little change to report in the conditions obtaining in this market for stoves. But there is an optimistic feeling among the manufacturers regarding future business and spring shipments, which are expected to be well up to those of the past season. The same applies to the bookings for enamelled ware and it is likely that this business will be well taken care of.

Iron Prices Are Ruling Without Marked Change

Montreal.

IRON AND STEEL.—The country business for iron and steel products is reported as continuing in fair seasonable volume. Locally this is light and only small orders are received. Changes have not been made and what orders are received are being filled at the following prices:—

MONTREAL—	
Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0.17½-0 19
Black Diamond tool steel, per lb.	0 18-0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20-0 21

Black And Galvanized Sheets Are Holding Well

Montreal.

SHEETS AND PLATES.—The condition of trade in sheets is one of steadiness. Prices have been maintained and with greater activity prevalent at some of the country points, trade is noticeably better. The quotations given usually apply to lots of half a ton and over and in some cases an advance of 70c per hundred pounds may be added to these quotations for less lots, in sheets, and in the bundles for less than half tons 20c per 100 lbs. may be added.

MONTREAL— BLACK SHEETS—		100 lbs.
10 gauge	$8 00	$12 50
12 gauge	8 65	11.50-11.60
14 gauge	8 80	8.85- 8.55
16 gauge	9 00	8.65- 8.65
18-20 gauge	9 25	8.75
22-24 gauge	9 40	8.90
26 gauge	9 45	8.95
28 gauge	....	9.05
10¾ oz. (28 English)	10 55	10.75

GALVANIZED SHEETS—	
10¾ oz.	$10 00
28 ga.	9 65
26 ga.	9 25
22 and 24 ga.	9 05-10 45
20 ga.	8 85-10 30
18 ga.	8 85
16 ga.	8 70

Old Materials Are Firm With Iron Very Strong

Montreal.

OLD MATERIALS.—The movement of old materials is necessarily small owing to the congestion of traffic. There is a strong market all through the list which is specially marked in the iron situation, there being a decided scarcity of large lots. No changes are made for the week, the following prices being paid:

MONTREAL—		
Tea lead	$ 0 05	....
Heavy lead, pipe	0 06¼	0 06½
Yellow brass	0 13½	0 14
Red brass	0 20	0 21½
Light brass	0 08	....
Scrap zinc	0 05½	....
Heavy copper	0 22	0 23
Wrought iron, No. 1, per gr. ton	25 00	....
No. 1 machinery scrap	27 00	....
Heavy melting steel	18 00	20 00
Pipe scrap	15 00	17 00
Stove plate, per ton	17 00	19 00
Old rubbers, boots and shoes	0 08	0 08½
Overshoes, lumbermen's rubbers boots	0 07	....
Bicycle tires	0 03½	....
Auto tires	0 04½	0 05½
No. 2 busheling	....	13 00

Trading In Lead Products Still Light

Montreal.

LEAD PRODUCTS.—Little interest centres for the time being in the lead situation as affecting the manufactured lines. These are moving out in a small way for immediate sorting needs and the prices remain unchanged as follows:

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 12½	0 13
Lead sheets, 4 to 8 lbs. sq. ft.	0 11½	0 12½
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, strictly, lb.	0 47	....
Solder, commercial, lb.	0 45	....
Solder, wiping, lb.	0 42	....
Zinc sheets, casks	0 26	0 30
Do., broken lots	0 28	0 32

Nails Drop To $5.25; Wire Down To $6.25

Montreal.

WIRE AND CUT NAILS AND WIRE.—Last week it was very definitely pointed out in HARDWARE AND METAL that there was a strong probability of a downward revision of price for wire nails. This has been decided upon and the base price is now $5.25, a reduction of 25c per keg. Smooth steel wire has also declined and is now sold at base price of $6.25. Bookings are said to be fairly heavy and the jobbing trade from outside points is seasonably good. Cut nails are still selling at $5.60 base.

Annealed Hay Wire Declines Twenty Cents

Montreal.

ANNEALED HAY WIRE.—Interest centres in this item for many merchants who handle large lots as a decline of 20c per 100 lbs. is announced. The No. 13 is now quoted at $6.10 per 100 lbs.; No. 14 gauge at $6.15 and No. 15 gauge at $6.25. For those who wish carload lots a price of 5 cents per 100 pounds less is quoted.

Pig Lead Easier; Spelter Is Very Scarce

Montreal.

INGOT METALS.—The lead situation shows a little easier tendency, and the general situation on ingots is held without feature. One of the local dealers stated to HARDWARE AND METAL that some copper would shortly be to hand and that this would probably be sold for less money than the quotations now made which will be based on the Copper Commissioner's fixed price plus a fixed profit. The price cannot now be arrived at.

COPPER.—Trading is rather light and the prices hold unchanged at 33 to 34c.

LEAD.—This is a little easier and the trade is being supplied on the basis of 9 to 9½c per lb.

TIN.—Advices are to the effect that there is a lesser spread in prices at the primary points. Locally little is doing at from 79c to 82c per lb.

SPELTER.—One of the importers states that this is very scarce and that his firm had just sent by express a shipment to the Maritime Provinces to cover a shortage there. The price holds at 10½ to 11c.

ANTIMONY.—Supplies are very short and the prices have firmed slightly. Sales are being made on the basis of 19c per lb.

ALUMINUM.—The trade in aluminum is still small and with prices at from 58 to 60c per lb. the situation is unchanged.

TORONTO MARKETS

TORONTO, Feb. 7.—With but few exceptions, the price movements in hardware commodities have been in the upward direction. Trade has been somewhat disorganized during the week owing to the difficulty of getting shipments, both outgoing and incoming. Travellers are also greatly handicapped in making their rounds through the curtailed train service. Advances have been recorded in candles, pruning saws, plastering trowels, brick trowels, pointing trowels, compass saws, crosscut saws, oyster shell, Paris green, storage batteries, speedometers, valve removers, brake rod supports, clutch release device, mechanical starters, tire holders, engine driven tire pumps,

headlights, sidelights, tail lamps, axle braces, column braces, oil gauges, accelerators, cut-out outfits, wheel pullers, crank holders, curtain lights, curtains. Notwithstanding the handicaps to trade, business has been seasonably good.

Storage Batteries For Autos Advance

Toronto.

STORAGE BATTERIES. — Higher prices have been announced on "Eveready" storage batteries for automobile lighting systems, through the advancing of list prices. Following prices are subject to a discount of 33 1-3 per cent. 30-lb. battery $27.50 each, and advance of $2.50; 38-lb., $33.44, an advance of $3.04 on list; 40-lb., $34.15, an advance of $3.10; 53-lb., $40.10, an advance of $3.65; 60-lb., $46.04, an advance of $4.19; 71-lb., $51.98, an advance of $4.73. Advances in similar proportions have also been made on the automobile starting types of battery, 6-volt, 12-volt, 16-volt, 18-volt, 24-volt. "Franco" line of batteries and cases has also been increased in price owing to increased cost of production.

Speedometers Show Increase In Price

Toronto.

SPEEDOMETERS.—An increase in price of Van speedometers has been made effective. Flush and bracket type are quoted at following prices: In quantities 1 to 10, $9.75 each; 10 to 50, $9.45 each; 50 and over, $9 each. Combination and plain shield, the list price is $15 for plain shield and $20 for combination shield. Discounts on plain and combination shield types are as follows: Quantities 1 to 11, 25 per cent.; 12 and over, 30 per cent.

Valve Remover List Price Higher By 10c

Toronto.

VALVE REMOVERS.—List prices on Atlas valve removers have been advanced 10c, now making selling price 90c. Regular discount on this line is 25 per cent.; in quantities of 24, 30 per cent., quantities of 96, 35 per cent. This is the second change to take place in this commodity within recent months, and in this respect has shared the upward tendency common to so many products.

Brake Rod Supports Increase in Price

Toronto.

BRAKE RODS.—A substantial advance has been made on brake rod supports through changing of list prices. They are now quoted at 80c per pair list, the former list price being 55c. In quantities of less than 12 discount is 25 per cent.; quantities 12, 30 per cent.; quantities 48, 35 per cent. Principle of this device is steel ball held in tension against brake rod which prevents vibration. Abco brake rod supports have advanced to 75c list, former price being 45c. Discount on latter line is 25 per cent.; quantities of 10, 30 per cent.; quantities 50, 35 per cent.

Clutch Release Device Higher in Price

Toronto.

AUTO ACCESSORIES.—An advance of 25c on list price of automatic clutch release for Ford cars, which makes the list price now 70c each. This device permits throwing out clutch and applying brake in one operation. Discounts applying to sale are 25 per cent. in quantities of less than 6; quantities 6, 30 per cent.; quantities 24 and over, 35 per cent. Apco clutch controls for Ford cars are now sold at 60c, former price being 40c. Discount 25 per cent.; quantities 10, 30 per cent.; quantities 50, 35 per cent.

Mechanical Starters Advance $4 on List

Toronto.

STARTERS.—A considerable advance has been recorded in price of Sandbo



mechanical starters for Ford cars, the increase amounting to $4 on list prices, making the list selling price now $18 each. Discounts remain unchanged at 25 per cent. in quantities less than 5; 30 per cent. in quantities of 5; 35 per cent. in quantities of 25 and over.

Tire Holders Show Considerable Advance

Toronto.

AUTO ACCESSORIES. — Higher prices have been announced on McKinnon line of tire holders. While higher cost is attributable in part to increase in cost of materials, new ideas are embodied in construction which accounts for part of increase. No. 160 rear tire holder for roadsters, single tire, shows an advance of $1 on list price over last year's prices, new price being $3 each. No. 165, for two tires, the price is $3.50, for roadster type. No. 180 rear tire holder for touring car, one tire, formerly $3, now $6. No. 185, rear tire holder for touring car, two tires, $6.50. No. 170, side tire holder, single tire, $3.50. No. 175, side tire holder, two tires, $4 each. Niagara rear tire holder is now quoted at $6, the price quoted formerly being $4.50. King rear tire holders are quoted at $6, former price being $5 list. Above tire holders are designed for use on Ford cars. In quantities of less than 6, discount to dealers is 25 per cent.; quantities of 6, 30 per cent.; quantities 24 and over, 35 per cent.

Engine Driven Pump Advances $3 on List

Toronto.

PUMPS.—An advance of $3 on list price has been announced by some accessory houses on Mayo spark plug engine-driven pump for Ford cars, which makes list now $10.50 each. Kellogg engine-driven pump for Ford cars has been advanced $2.50, and is now quoted at $16 list. Discount on pumps is 20 per cent. in lots of less than 6, and 25 per cent. in quantities of 6 and over.

Headlights, Side Lamps And Tail Lamps Up

Toronto.

AUTO LIGHTS, EXHAUST HORNS. —Substantial advances have been recorded on the price of Clasco headlights, side lamps and tail lamps for Ford cars. No. 1156 electric headlights are now quoted at $8.30 per pair, an advance of $1.10 on list price. No. 1156 Special are quoted at $8.80, an advance of $1.10 on list. Clasco No. 346 electric side lamps are quoted at $5.50 per pair, former price being $4.70. Clasco electric tail lamps No. 26 are quoted at $1.70 each, an advance of 35c on list, while No. 27 electric tail lamps are quoted at $1.65 each. No. 8 side oil lamps are now quoted at $6 pair, an advance of $1 on list price. No. 9 oil tail lamps are quoted at $3.50, an advance of 70c on list price. Jericho-Fogg exhaust horns are quoted higher at $9.50 each, former price being $6.75. Discounts on above lines are as follows: Less than 6, 25 per cent.; quantities 6, 30 per cent.; quantities 24 and over, 35 per cent.

Axle Braces, Column Braces, Axle Trusses Up

Toronto.

AUTO ACCESSORIES.—Apco line of axle braces, steering column braces and rear axle trusses for Ford cars show substantial advances over prices prevailing for last Spring. Front axle brace is now quoted $2.50 list, an advance of $1.10. Apco steering column brace for Ford cars is higher by 30c on list, making price $1. Apco rear axle trusses are higher by $1.40 on list prices at $3.50. Discounts on above lines: Less than 10, 25 per cent.; quantities 10, 30 per cent.; quantities 50, 35 per cent.

Oil Gauges, Accelerators, And Cut-Outs Advance

Toronto.

AUTO ACCESSORIES.—Apco glass crank case oil gauges are now sold at 50c each list price. Discounts: 25 per cent.; quantities 20, 30 per cent.; quantities 100, 35 per cent. Apco steel oil gauges are now quoted at 85c each list price, with discount of 25 per cent.; quantities 10, 30 per cent.; quantities 50, 35 per cent. Apco foot accelerators are now quoted at $1.10 each, list price, with discounts of 25 per cent. in quantities less than 10; quantities 10, 30 per cent.; quantities 50, 35 per cent. Muffler cut-out of Apco design are quoted at $1 each, an advance of 15c on list. Discounts on cut-outs: Less than 10, 25 per cent.; quantities 10, 30 per cent.; quantities 50, 35 per cent. All of above lines are designed for Ford cars.

Wheel Pullers, Crank Holders and Assemblies Up

Toronto

AUTO ACCESSORIES.—Adjustable wheel pullers for Ford cars are now quoted at 60c each list, an advance of 15c. Discounts: Less than 6, 25 per cent.; quantities 6, 30 per cent.; quantities 24, 35 per cent. Leather crank holders are slightly higher on list prices at 30c each, with discount 25 per cent. in quantities less than 10; quantities 10, 30 per cent.; quantities 50, 35 per cent. Ignition wiring assembly in metal dome. four-wire outfit, is 5c higher on list price at 90c. Ignition wiring assembly in metal dome, five-wire outfit. $1 each, an advance of 5c on list. Discounts on assemblies: Less than 10, 25 per cent.; quantities 10, 30 per cent.; quantities 50, 35 per cent.

Contact Points Have Declined In Price

Toronto.

CONTACT POINTS —Repair parts for Ford K.-W. coil upper spring with contact point is one of the few lines to register a decline during the week, and amounts to a substantial decrease. Formerly sold at 60c each list price, now sold at 35c list price. Same article for lower spring contact point formerly sold at 45c each list are now quoted at 27c. Discounts: Less than 10, 25 per cent.; quantities 10, 30 per cent.; quantities 50 and over, 35 per cent.

Gaskets Lower in Price; Switch Blocks Unchanged

Toronto.

GASKETS, SWITCH BLOCKS. — Cylinder head gaskets in copper and asbestos for Ford cars registered a decline of 5c on list price, making the price now 65c each. Easier price on this line was due to fixing of lower price on copper by United States Government. In quantities of less than 12 discount is 25 per cent., and quantities of 12 and up 30 per cent. Goodrich switch block, three keys, for Ford cars remains unchanged in price at same quotation as that given last year, $4.50 each. Discounts: Less than 10, 25 per cent.; 10 blocks, 30 per cent.; 48 blocks, 35 per cent.

Curtain Lights, Curtains, Compressors Go Higher

Toronto.

LIGHTS, CURTAINS, COMPRESSORS.—Three auto accessory lines for Ford cars to register advances include rear curtain lights, windshield and top connecting curtains, piston ring compressors. Celluloid rear curtain lights are now quoted at 90c each, an advance of 5c on list. Connecting curtains for windshield and top are quoted at $2 each list, an advance of 25c. Stevens' piston ring compressors are higher by 15c each on list prices at 75c. Discounts on above lines: Less than 10, 25 per cent.; quantities 10, 30 per cent.; quantities 50, 35 per cent.

CONSERVE YOUR TINPLATE AND OTHER SHEETS

H. K. Kearns, of the B. & S. H. Thompson Co., of Montreal, who spent several weeks in many of the large United States centres, has just returned. In speaking with a representative of HARDWARE AND METAL, Mr. Kearns said: "You may advise your readers to conserve their stocks of sheets and tinplate in view of the situation that is general at all the large producing centres. I was over a great deal of territory and visited Cleveland, New York, Buffalo, Pittsburg, and many points as far south as New Orleans. The mills are confronted with the absolute necessity of closing at least part of their plants, and with the severity of the weather affecting so many points that have never had such low temperatures confronting them before, they have been unable to overtake orders. Yards and tracks are blocked, and it is impossible to operate trains in many of the points visited." For the immediate future Mr. Kearns is satisfied that no improvement of this condition is possible. It was 13 degrees below zero at New Orleans recently, Mr. Kearns states.

Pruning Saws And Crosscut Saws Go Up

Toronto.

SAWS.—An advance of approximately 10 per cent. has been made effective on Disston line pruning saws. No. 10 are quoted at $24 dozen, D 24 x 16, $12.85 dozen; D 24x18, $14.30; D 24x20, $14.25. York State pruning saws are quoted at $15.25 dozen. No. 17 at $18 and No. 18 at $18.55. Simonds crosscut saws have been advanced slightly in price and prices on Lance and equal are as follows: 4-foot, $4.15 each; 4½-foot, $4.65; 5-foot, $4.95; 5½-foot, $5.85; 6-foot, $6.60. Compass saws of Disston brand are quoted as follows: No. 2 by 12 in., $6.65 dozen; No. 2 by 14 in., $6.95.

Plastering And Pointing Trowels Go Up

Toronto.

TROWELS.—Disston line of trowels have been increased in price to the extent of 10 per cent. Plastering trowels are quoted as follows: No. 2x11, $19.95 dozen; No. 2x11½, $21.35; No. 2x12, $22.80; No. 23 x 12 $17.60. Brick trowels: No. 10x11, $15.60 dozen; No. 10x11½, $16.25; No. 10x12 $16.90. Pointing trowels No. 15x4½ are quoted at $5.85 per dozen.

Oyster Shell Up 20c; Candles Advance 2c Dozen

Toronto.

SHELL, CANDLES.—An advance of 20c per hundred pounds has been made effective in the price of oyster shell, which makes the price now $1 per 100 pounds. Oyster grit has advanced in similar amount and is now quoted at 75c per 100 pounds. There is an excellent demand for this commodity at this season of the year from poultry raisers and others interested in fowl of various kinds. Wax candles have been advanced 80c per case, or 2c per dozen.

Heavy Tee And Strap Hinges Advance

Toronto.

HINGES.—A slight advance has been recorded in the price of heavy tee and strap hinges. Following are the net prices prevailing in accordance with the advance. Light tee and strap hinges remain unchanged at 20 and 2½ per cent. off list prices:

	Strap	Tee
4-inch, dozen pairs	$2.40	$2.05
5-inch	2.95	2.65
6-inch	3.20	2.90
8-inch	4.30	3.30
10-inch	7.70	5.85
12-inch	9.50	9.30
14-inch	11.00	9.50

Hay Wire in Coils Reduced in Price

Toronto.

WIRE NAILS.—Following the reduction in wire products noted last week, when base price on smooth steel wire was reduced to $6.25 per 100 lbs., there has been a reduction in three sizes of hay wire in coils. No. 13 is now quoted at $6.10, a decline of 70c; No. 14 at $6.15, a decline of 75c; No. 15, $6.25, a decline of 80c. The decline recorded applies to Eastern Ontario points and to Sudbury and North Bay districts. Wire nails are holding steady at the decline noted last week. A very important regulation has been made effective in the United States which may affect the situation in wire products in Canada. Stipulation has been made that an embargo has been placed on the shipment of wire for export trade.

Castor Oil Can No Longer Be Obtained

Toronto.

OILS, GASOLINE.—Some of the large dealers in oil advise that they are out of the market so far as English

castor oil is concerned. It is now impossible to get shipment of this commodity from England owing to the demand for war purposes. Recent quotations in this market were at 50c per pound. One buyer during the week offered to pay 60c per pound but could obtain none whatever from the source where he inquired as they were entirely out of the commodity. From this time forward there will in all probability be a great scarcity of castor oil. Gasoline held steady in price at 31½c per gallon. Coal oil was also unchanged at 17c and 20c per gallon f.o.b. Toronto.

Uncertainty in Market Over Probable Regulation

Toronto.

CORDAGE, TWINE.—There is an uncertainty in the market for cordage products at the present time owing to the possibility of the United States fixing prices on hemp. Manufacturers have been inclined to look for higher prices for rope in view of the raw material situation, in which prices are higher, and great difficulty is experienced in getting supplies from the Philippine Islands. Binder twine prices have not yet been announced, but with the probability of the United States Government fixing the price it is anticipated in some quarters that prices may be announced some time this month. The usual time for announcement of prices is toward the end of March or the first part of April.

Tap Soles Decline; Leather Belting Firm

Toronto.

BELTING.—There is a strong situation in the market for leather belting at the present time owing to the heavy demand for the particular kind of leather from which belting is made. There has been a heavy demand for leather from United States concerns who have contracts for artillery harness and other heavy harness. Lace leather is holding in steady market and based on the price of winter hides at the present time prices show an easier tendency. For the better grade of hide taken from the animals in the Fall the prices will in all probability hold steady for some time. There is a continued good demand for belting. Manufacturers point out that advances in this commodity since the war started have amounted to only about 30 per cent., while certain lines of leather and shoes have advanced fully 100 per cent. Tap soles have declined approximately 25 per cent. due largely to lack of demand. Men's half soles, No. 123, formerly quoted at $4.75 dozen now quoted at $3.80 dozen.

Milk Cans And Cream Cans Advance

Toronto.

STOVES, ENAMELWARE, TINWARE.—An advance in the price of railroad cans has been recorded, prices at which they are now quoted being 20 per cent. on list, while cream cans are also higher, being quoted at 25 per cent. on list prices. Gurney lines of stoves, ranges and furnaces have been increased in price to the extent of 5 to 10 per cent. Enamelware is holding in steady market with a fair sale reported.

Brushes Advance From 10 To 12 Per Cent.

Toronto.

BRUSHES, BROOMS.—Following the intimation made last week in these columns that brushes were in strong market and that an advance was probable in the near future, one manufacturer has already increased the price on all lines of brushes from 10 to 12 per cent. Increases apply to Boeckh line of brushes and include paint, kalsomine, household and stable brushes. Increases have been necessitated through the advance in cost of materials and through the scarcity of bristles. Brooms continue in very strong market owing to the difficulty of getting shipments of broom corn from the United States. At the present time there is an embargo on shipment and all field operations have been suspended.

Canadian Mills Better on Deliveries

Toronto.

IRON AND STEEL.—Dealers report that Canadian mills have been making fairly regular deliveries of iron and steel within recent weeks. The demand keeps up well and prices held unchanged during the week. Stocks coming from the United States have been greatly restricted owing to operation of embargoes on various lines of railways.

TORONTO—	Per 100 lbs.	
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	6 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Wrought Pipe Goes Higher By $2 Ton

Toronto.

WROUGHT PIPE.—An advance in the price of wrought iron pipe has been decided upon, which amounts to two points, or $2 per ton. At time of writing new prices had not been issued, but change becomes effective from February 5. Prices as given in current quotations are, therefore, cancelled. Announcement of new prices will be given next week.

Steel Sheet Situation Becomes More Acute

Toronto.

SHEETS, PLATES.—A recent regulation by the United States Government provides producers are forbidden to roll or manufacture sheet metal products for export except under license. This regulation applied previously to No. 10 gauge and heavier, but by the new regulation all gauges of black and galvanized sheets are affected. Furthermore, any stocks that are permitted to come through to Canada as a result of the export license granted by the United States Government cannot be sold in Canada until the importer has obtained permit from the Dominion Government. The situation thus created will in all probability mean a decided firmness in the market for existing stocks of black and galvanized sheets, and for those stocks which are to come forward on contracts previously made. If the situation continues for any length of time, higher prices would not be an improbability. Prices during the past week have held steady.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$	$10 00 $12 00
12 gauge	7 55	10 10 11 60
14 gauge	7 45	8 40 9 10
16 gauge	7 50	8 50 9 20
18-20 gauge	7 30	8 05 8 30
22-24 gauge	7 35	8 10 8 35
26 gauge	7 40	8 15 8 40
28 gauge	7 50	8 25 8 50
3-16-inch plate	10 25	....
¼-inch boiler plate	10 00	....
GALVANIZED SHEETS—		
10¾ oz.		$9 50 $10 50
U.S. 28		9 20 10 20
U.S. 26		8 90 9 90
22 and 24		8 75 9 75
18 and 20		8 60 9 60
16		8 45 9 45
14		8 35 9 35

Corrugated Sheet Prices Maintained

Toronto.

CORRUGATED SHEETS.—The situation as outlined above with respect to black and galvanized sheets will have a bearing on the market for corrugated sheets. With a restriction in the amount of galvanized sheets available there is pretty sure to be a firm situation in the manufactured article. Demand is somewhat light at this season of the year.

TORONTO—	Galvanized Per 100 Sq.	Painted Feet
No. 28 gauge	$ 8 25-$ 8 75	$6 75-$7 25
No. 26 gauge	9 00- 9 50	7 75- 8 25
No. 24 gauge	13 00-	10 50
No. 22 gauge	16 00-	13 25
No. 20 gauge	19 00-	16 50
No. 18 gauge	23 00-	20 00

Discount 7½%.

No Improvement In Tube Situation

Toronto.

BOILER TUBES.—Strict regulation of the sale of boiler tubes for domestic use still continues. Permits must first be secured to export from the United States, and when stocks arrive in this country permits must then be obtained from the Dominion Government to sell them in Canada. A tight rein is being kept on this commodity by the Governments of the two countries.

1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00

2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Prices of Lead and Zinc Products Hold Steady

Toronto.

LEAD AND ZINC PRODUCTS.—Prices were unchanged in lead and zinc products during the week. Demand is somewhat light, which is characteristic of this season of the year. In the primary market pig lead was in slightly firmer underton during the week although sales were sale ¼c down.

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 16
Lead sheets, 3 to 3½ lbs. sq ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.		0 12½

Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0 44½	0 45
Solder, strictly, lb.	0 41	0 43
Solder, commercial, lb.	0 37½	0 39¼
Solder, wiping, lb.	0 38	0 40½
Solder, wire, lb.	0 42½	0 46
Zinc sheets, per lb.	0 26	

Heavy Lead Pipe And Scrap Zinc Higher

Toronto.

OLD MATERIALS.—There was a firmer tendency with the higher prices in heavy lead pipe and heavy zinc during the week. Former is quoted ½c higher in prices being paid by wholesalers while heavy zinc is quoted firm at 6c. Heavy copper showed a firmer tendency at 21c to 21½c per pound. Country mixed scrap is quoted at $16 per ton. Movement of old materials is being hampered at present owing to snow. There has been a fair demand from consumers. All lines of old materials held steady in price.

Tea lead	$ 0 04½	....
Heavy lead pipe	0 07	....
Yellow brass	0 12	0 13
Red brass	0 20	....
Light brass	0 09	....
Heavy zinc	0 06	0 06
Heavy copper	0 21	0 21½
Stove plate, per ton	17 00	18 00
Old rubber boots and shoes	0 08¼	....
Old cast iron, per ton	23 50	25 00
Overshoes, trimmed Arctics	....	0 06¼
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	....	25 00
No. 2 railroad wrouhgt	....	15 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Tin Continues Most Active Of Metals

Toronto.

INGOT METALS.—Tin continued to be the most active of the ingot metals during the week. There is a better demand for spelter in local market. Trade in copper has settled into routin business.

COPPER.—There was a steadiness to the market for copper in view of the established price which is to rule until June 1. There is a heavy consumption of copper on this continent and for the export business but there is every indication that production will keep pace. In the local market business was not heavy and prices held unchanged at 30c to 32c for casting copper.

TIN.—The market for tin locally continues in a strong position. There is a good demand and prices were firmly maintained at 78c to 80c per pound. In the United States market further commandeering of supplies has been going on, stocks on two steamers having been taken in charge before they had a chance to reach warehouses.

SPELTER.—There was more interest in buying of spelter in the local market during the week, and prices were held steady at 9¾c to 10½c per pound.

LEAD.—The firm undertone to lead continued to be manifest in the primary market and the condition was reflected in the local market by an advance of ¼c per pound with some of the large dealers. Quotations are now made on the basis of 9¼c to 9½c per pound. Demand is light.

ANTIMONY.—The market is quiet with quotations unchanged at 16c to 18c per pound. Primary situation is one of steady firmness. Demand in the local market is not heavy.

ALUMINUM.—Quotations for aluminum were unchanged at 60c per pound. The demand is steady with little keenness manifest.

PIG IRON.—Transportation problems continue to be the big factor with the producers of pig iron. There is a fair demand but deliveries are greatly hampered through inability of railways to cope with storm and severe weather conditions. Quotations were unchanged at $49.50 per ton for foundry iron.

LONDON MARKETS

LONDON, Feb. 7.—Advances in hardware commodities have again been numerous and reflect the firm condition in the market. Included in the number are the new prices on Paris green, snow shovels, cant hooks, plaster of Paris, churns, carpenters' clamps, saw sets, grass catchers, expansive bits, alarm clocks, lamp chimneys, stovepipe dampers, stovepipes, wood handles, paint brushes, bucksaws, cobbler sets, solder. Business in this district is keeping up fine in spite of the very cold weather. Wood cutting and heating supplies are still in big demand. Collections continue to be good, indicating that money is plentiful.

New Prices On Paris Green Show 7c Advance

London.

PARIS GREEN.—Prices on Paris green for spring booking have been announced, which show an advance of 7c per pound over the opening prices of last spring. Following are the prices on Canada Paint Company line:—Half-pound packages, 66½c lb.; 1-lb. packages, 64½c lb.; 25-lb. drums, 62½c lb.; 50-lb. drums, 61½c lb.; 100-lb. drums, 61½c lb.; 250-lb. kegs, 61c lb.; 600-lb. barrels, 60½c lb.

Snow Shovels And Cant Hooks Go Up

London.

SNOW SHOVELS, CANT HOOKS.—Higher prices have been made effective on snow shovels and cant hooks. New list prices have been issued on snow shovels, to which a discount of 12½ per cent. applies. Following are list prices: D-handled socket, $15 dozen; King D-handled socket, $12; Queen, long-handled socket, $10; Prince, long-handled socket, $9; furnace scoops, D-handled and long-handled, $10 dozen. Figured on above basis the net prices are as follows: D-handled, $13.13 dozen; King, $10.50; Queen, $8.75; Prince, $7.88; furnace scoops, $8.75. Higher prices have been announced on cant hooks as follows: 3½-foot, $19.25 dozen; 4-foot, $20 dozen; 4½-foot, $20.50 dozen.

Plaster Of Paris, Churns And Clamps Go Higher

London.

CHURNS, PLASTER OF PARIS, CLAMPS.—An advance has been made effective in price of Lightning Sanitary churns, new prices for No. 1 being $13.50 dozen and $19 for No. 2. Higher prices have been made effective in plaster of Paris following advances recorded in other sections of the province, quotations now being made on basis of $2.70 per barrel. Star carpenters' clamps show an upward tendency in new prices made effective: 3-inch, $6.25 dozen; 4-inch, $8.25 dozen; 5-inch, $10; 6-inch, $12.50; 8-inch, $20; 10-inch, $27.

Saw Sets And Grass Catchers Advance

London.

SAW SETS, GRASS CATCHERS, BITS.—Taintor hand saw sets have been advanced $1 per dozen, which makes new price $13 per dozen. Galvanized bottom grass catchers show an upward tendency in price, due to higher labor costs and advancing costs of raw materials. No. 16 is quoted at $15.50 dozen and No. 10 at $20 dozen. Expansive bits have also recorded an advance, and new prices for small size are now $12 dozen, with large size at $16 dozen.

Alarm Clocks And Lamp Chimneys Up

London.

CLOCKS, LAMP CHIMNEYS.—An advance has been made effective in price of Big Ben and Baby Ben alarm clocks, which makes price to retail trade $2.92 each. New retail price in Canada has been set at $4 each. Rochester lamp chimneys are higher in price, due in large measure to the firm situation in the glass industry. No. 2 is quoted at

$1.50 dozen, with electric slim at the same price as No. 2.

Stovepipes And Pipe Dampers Higher

London.

STOVE PIPES, DAMPERS.—Cast stove pipe dampers show an advance in price during the week, which makes price for 6-inch $1.20 per dozen and 7-inch $1.30 per dozen. Easy-lock or patent stove pipes show an advance in price, with the following prices prevailing: 5-inch, $20.37 per 100 lengths; 6-inch, $20.37; 7-inch, $21.87 per 100 lengths. Stove pipes are packed 25 to crate.

Brushes Up 10%; Wood Handles Advance

London.

BRUSHES, HANDLES, BUCKSAWS.—By the changing of the discount on handles an advance has been made effective on all styles and qualities of handles. Quotations are now made on basis of 35 per cent. off list, the former discount being 40 per cent. off list. Paint brushes show a generally upward trend, with an advance of approximately 10 per cent. recorded. Good bucksaws have advanced 80c per dozen, which makes price on Prince Rupert lance tooth $12.50 per dozen and Disston lance tooth $12.50 dozen.

Crosscut Saws Firm; Cobbler Sets Higher

London.

SAWS, COBBLER SETS, SOLDER.—A very firm situation exists in the market for crosscut saws, which seems to indicate higher prices. There is a good sale of this line at present time owing to the demand for wood to take place of coal. Cobbler sets have registered an advance, Economy now being quoted at $9.75 per dozen, Home No. 1 at $1.75 each, and Home No. 2 at $1.25 each. Solder has been increased in price by 1c per pound; new price for half-and-half is 43c per pound.

Rope Continues Firm

The situation in rope continues to be one of firmness. No change in prices has been recorded as yet, as the manufacturers are evidently waiting to see what will come as a result of the proposed regulation of fibre by the United States Government. Pure Manila rope is quoted at 39c lb. base, British and New Zealand hemp rope at 33c lb., and sisal rope at 27½c lb. base.

Heavy Sale Of Oil Heaters Keeps Up

London.

HEATERS.—Severe weather conditions have resulted in a continued heavy demand for oil heaters. Manufacturers are behind with orders owing to the increased use to which these articles have been put. Perfection line is selling at list prices as follows: No. 520, $6.25 each; No. 525, $6 each; No. 530, $6.50 each; discount, 25 per cent.

Good Sale of Axes

Need for augmenting the coal supply by wood has resulted in good sale of axes. Hand-made are quoted at $15.50 dozen, Black Diamond at $16, Cherokee at $15, Keystone at $13.25. Handled axes are quoted: Boys, $12 dozen; Eagle, $15.75; Cherokee, $17.50.

Linseed Oil Firm; Turpentine Unchanged

London.

LINSEED OIL, TURPENTINE.—There is a firm market for linseed oil, due to difficulty of getting seed from the Canadian West. Quotations are unchanged at following prices: 1 to 2 barrels, raw $1.55 gallon, boiled $1.58; 3 to 5 barrels, raw $1.54, boiled $1.57; 6 to 9 barrels, raw $1.52, boiled $1.55. Turpentine holds unchanged at 73c per gallon in single barrel lots and 72c per gallon in 2 to 4-barrel lots. In five-gallon lots the price is 83c per gallon.

White Lead in Oil Steady

The market for white lead in oil held unchanged during the week at $15.70 per 100 lbs. in ton lots and $16.05 in less than ton lots. Elephant is quoted at $16.20 in ton lots and $16.55 in less than ton lots.

Nails Hold Unchanged

Market for nails holds unchanged at the decline recorded last week, new selling price being $5.20 per 100 lbs. base. Cut nails are quoted at $5.60 base per 100 lbs.

Glass Very Firm

A very firm situation prevails in the glass market, which points to higher prices in the near future. Single and double diamond are quoted at 40 per cent. off list, and cut lights at 25 per cent. off list.

WINNIPEG MARKETS

WINNIPEG, February 7.—Business for the past week has been fairly brisk as spring orders are beginning to move out. Advances for the week show a very heavy increase in axes and bamboo poles as well as advances in oil heaters, brush hooks, toilet clippers, steel squares and sad irons; while stove pipe shows a downward trend. With Winnipeg's annual Bonspiel opening on February 12, the hardware jobbers are looking forward to meeting many of the Western hardware dealers, some of whom owing to pressure of business are not able to visit the city at any other time.

Cordage Holds In Firm Market

Winnipeg.

CORDAGE.—Prices on all lines of cordage remain firm and reports indicate that no immediate change is anticipated; prices at present ruling are as follows: Sisal 27½c base; pure Manila, 38½c base; British Manila, 32½c base; African hemp, 32½c base; lath yarn, 27½c base; cotton rope ¼ in. and over, 55c lb.

Advances In Axes From $3.50 To $5.50 Dozen

Winnipeg.

AXES.—One of the most important changes for many months past has just gone into force on all lines of axes and represents an advance ranging from $3.50 to $5.50 per dozen. The heavy advance is accounted for by the fact that last June prices were advanced by the manufacturers but owing to fairly heavy stocks Winnipeg jobbers were able to maintain old prices; however, another advance by manufacturers last month and the necessity of replenishing stocks at to-day's prices makes the above advances necessary. The following prices now prevail, and for comparison old prices are also quoted:

	Old Price	To-day's Price
	Dozen	
Black Prince—		
Unhandled	$11 00	$14 50
Handled	14 00	17 50
Double bit, unhandled	14 00	19 50
"Diamond Edge," handled	12 50	16 50
Criterion—		
Unhandled	10 50	14 00
Handled	13 00	16 50
Hudson's Bay—		
Handled 3-4 lb.	14 50	18 00
Unhandled, 2	9 50	13 25
Do., 2½	10 50	14 00
Do., 3 to 4	11 50	15 00
Do., 4½	13 50	15 50

Revision Downward In Stove Pipe

Winnipeg.

STOVE PIPE.—Tinware houses have again revised their prices on stove pipe, etc., and although still higher than 1917 prices they show a reduction from the new prices issued in January of about 10 per cent., and the new prices now in effect are herewith quoted:

Riveted Pipe—6 in., $19.45 100 lengths; 7 in., $20.60 100 lengths.
Ready to Rivet Pipe—6 in., $18.50 100 lengths; 7 in., $19.75 100 lengths.
Patent Pipe—6 in., $20.25 100 lengths; 7 in., $21.40 100 lengths.
Taper Pipes—6 in., $2.85 doz.; 7 in., $2.85 doz.
Tee Pipes—6 in., $4.75 doz.; 7 in., $4.75 doz.
Elbows remain unchanged as formerly quoted.

Oil Heaters Show Slightly Higher Prices

Winnipeg.

OIL HEATERS.—Another small advance has just gone into effect on Perfection oil heaters. New numbers covering the different finishes are now being used as follows: Old number No. 125 Japanned finish will now be known as No. 525; No. 130 nickled is now No. 530 and No. 130 blue enamel is now No. 630. The following are to-day's marked prices: No. 525, $4.50; No. 530, $4.90; No. 630, $6.20 each.

Heavy Freight Rates Send Bamboo Poles Up

Winnipeg.

BAMBOO POLES.—Probably the heaviest advance recorded on any commodity handled by the hardware jobbers is shown in the new prices just issued on bamboo poles. This advance is due solely to the exorbitant freight rates between here and Japan, and with the present shortage of boats no reductions

are expected. The following are to-day's market prices and show from 150 to 200 per cent. of an increase over former prices both of which are quoted:

	Old price	New price
12 ft.	$ 4.00	$ 9.00 per 100
14 ft.	5.00	12.00 per 100
16 ft.	6.25	17.50 per 100
18 ft.	8.00	22.00 per 100
20 ft.	10.00	31.00 per 100

Steel Squares Higher; Brush Hooks Up

Winnipeg.

SQUARES, BRUSH HOOKS.—Steel squares again move up in price 5 per cent. being now quoted at 5 per cent. advance on list. Net prices on a few of the more familiar lines are as follows: No. 14 plain, $15.50 doz.; No. 14 galvanized, $20.50 doz.; No. 22 $10.50 doz.; No. 24 $11.55 doz.

Following the advance in axes, new prices have been established on Western brush hooks which represents a strong advance and are quoted to-day at $15.75 doz.

Sad Irons Increase 20 To 40 Per Cent.

Winnipeg.

SAD IRONS.—Prices on common sad irons and tailor's irons have advanced considerably after remaining firm for many months, showing an increase of from 20 to 40 per cent. due to increases in raw material. Prices now ruling are quoted herewith.

Common sad irons, 3, 4 and 5 lbs. 14c lb.; 6 lbs. and over 11c lb.

Common tailors' irons, 12 lbs. 14c, 14 and 16 and 18 lbs. 13c lb.; 20 and over 12c lb.

Clippers Advance; Bolts Remain Unchanged

Winnipeg.

CLIPPERS, BOLTS.—Slight revisions have been found necessary on some lines of toilet and horse clippers and new prices are herewith given on a few of the regular lines; toilet clippers "Yankee" $1.35 each, Success No. 1, $1.75 each, Liberty, $2.90 each, fetlock clippers 71, $1.50 each, horse clippers, "Coates," $3.00 each.

Bolts of all kinds continue in fair demand with prices on all lines holding firm, while stocks in general are well assorted. To-day's ruling prices are herewith quoted: Carriage bolts ⅜ and smaller 5 per cent. off; 7/16 and larger, 5 per cent. on list; machine bolts ⅜ and smaller 5 per cent. off; 7/16 and larger 5 per cent. on list; plow bolts, 5 per cent. on list; stove bolts, 50 per cent.; shaft bolts, 5 per cent. on list; tire bolts, 25 per cent.; sleigh shoe bolts, ⅜ and smaller, 5 per cent. on list; 7/16 and larger, 5 per cent. on list.

Turpentine Firm; Linseed Oil Unchanged

Winnipeg.

TURPENTINE, LINSEED OIL.—The turpentine market still continues firm with no advances in sight. Prices ruling are as follows: Barrels 80c gal.; ½ barrels 83c gal.; 5 gal. lots, 85c gal.; 1 gal. lots, 85c gal.; plus the usual charge for containers.

The linseed oil market remains unchanged despite the fluctuation in flax seed. However, manufacturers contend that if seed remains at the present high prices an advance will be necessary. In the meantime prices ruling are as follows: Raw, $1.65 gal.; boiled, $1.68 gal. in barrel lots.

PITTSBURG MARKETS

PITTSBURG, Pa., Feb. 7.—New business in iron and steel, except for the placing of orders by the Government, remains practically at a standstill, as transportation conditions have not improved. In a nutshell the situation is that the iron and steel industry is held by an incubus which it can do nothing to throw off and it is simply waiting until warmer weather dispels the incubus.

Weather Conditions Hold Up Country

Throughout the winter, or since late in November, the weather has been uniformly bad. There has been no particular spell that has been distinctly worse than the worst of previous winters, but the rapid succession of spells of bad weather, now zero temperatures and lower, now heavy snowfalls, has been altogether unprecedented. Illustrating the situation, last Sunday night there were extremely heavy snowfalls in the east, causing the entire annulment of many passenger trains, while at the same time there was a sleet storm in the Connellsville coke region, causing deposits of sleet more than an inch thick, breaking down many telephone and telegraph wires and further curtailing the production and shipment of coke. Incidentally it may be mentioned that Pittsburgh has had its own troubles. Located in the heart of the greatest coal producing region of the world it has been short of coal, because the railroads could not increase the service and the river coal on which Pittsburgh normally depends to a large extent has been practically altogether shut off since Jan. 3 by the Monongahela river being frozen. The three lower pools of the river are now clear of ice and steamboats are breaking the ice in the fourth pool, with many fourth pool mines all ready to start the moment the pool is cleared. Above Dam No. 5, at Brownsville, there is an ice gorge six miles long and 30 feet high in places, which there is practically no hope of removing. When the ice breaks up and the snows melt in the upper reaches of the Monongahela and Allegheny rivers, which form the Ohio river at Pittsburgh, a record flood is a possibility if not indeed a probability.

Light Operations

Steel mills in the Pittsburgh, valley and lake front districts made shipments during January equal to between 50 and 60 per cent. of their capacity. In the past week shipments have been somewhat lighter still. The greatest restriction has been due to the inability of the railroads to move the finished product. Almost the entire territory is plastered with embargoes, and permits to ship commercial steel through the embargoes are now rarely granted, and even when they are secured the time limit sometimes runs out before the necessary cars are secured. If the shipper makes sure of cars before seeking a permit demurrage usually results. Even war steel is not exempt from the embargoes in all cases. The shipments made in January were almost wholly war steel, the commercial steel shipments in the districts referred to probably representing no more than say 10 per cent. of productive capacity.

Production is no longer materially in excess of shipments as the storage capacity of mill warehouses and yards is already taxed. The difficulty in shipping commercial steel is illustrated by the situation in tin plate. This is essentially a war necessity, as it is important to have the greatest amount possible for taking care of the perishable food crops this summer and under direction of the Food Administration the tin plate mills have been striving to operate fully, the steel mills in turn endeavoring to supply them fully with steel. From the railroad viewpoint, however, tin plate is not a war material, hence it has received no preference and the tin plate mills have accumulated very large stocks, some having already been forced to shut down from their warehouse being full. The average storage capacity equals about six weeks of production. In the past week complete data have been assembled showing the destination of tin plate on order for use of the Food Administration which seeks relief from the railroad administration and an order is expected that will enable the tin plate mills to operate in full.

No Market Demand

There is practically no demand in the open market for pig iron or steel products for commercial purposes. There is practically no enquiry, buyers show no anxiety as to the shipment of material already ordered, and their specifications against current contracts are very light. They are in the grip of the transportation situation the same as are the producers. It is simply a case of everyone waiting until the passage of the weeks brings better weather and, with the aid of the various efforts made to improve railroad conditions, a freer movement of freight.

What will then occur with the makers is anyone's guess. Production of steel will, of course, greatly increase. The consumptive requirements may increase by the same amount, by more, or by less.

WEEKLY PAINT DEPARTMENT

Carrying a Full Line of Paint

Will be Easier When Range of Colors is Reduced—Getting in on Thrift Campaign—Use of Paint an Economy

THE merchant who carries a full range of colors and takes steps to see that stock is on hand to meet his customers' demands stands by far the best chance of securing the paint business in his territory. This applies to all lines in the hardware store, but is so essentially in the paint department.

The selection of paint very often is only completed after great thought on the part of your customers—they take color cards home with them and visualize the colors as they will appear when applied. It is easy, then, to imagine their disappointment if the merchant's stock is "just out," or he doesn't carry the shade selected. The substitution of another color is sometimes possible, but it is doubtful if it is desirable, and the customer usually tries another store.

Greater Concentration Possible

The action taken by Canadian manufacturers, outlined in full in last week's issue of HARDWARE AND METAL, in eliminating pint and half-gallon containers and the reduction in the number of shades that will be manufactured should result in the retailer being able to concentrate on his paint business with splendid results.

Will Benefit Retailer

The effect upon the dealers' stocks will be evident. It will materially reduce the investment required, inasmuch as the smaller the number of shades carried the less the number of dollars required to stock an assortment.

Likewise the elimination of some sizes of containers will reduce the amount of shelf and stock room space required, and will have its natural effect upon investment.

It costs no more to sell a gallon can than it does to sell a pint can of paint. The amount of the sale is materially increased. Hence the percentage of the total sale required to cover operating expenses of the store will be lowered.

Thrift and Paint Hand-in-Hand

The thrift campaigns now being conducted by Dominion, Provincial and Municipal Governments is one which can be utilized successfully by the hardwareman in selling paints. There is no question as to the economy of painting, and the public is to-day wide-awake to the desirability of conservation.

Those who would not heretofore listen to such a thing as paint being building insurance will be inclined to listen now. The Government is actively carrying to the people the message of the need of thrift and of the necessity of preventing waste and decay. Connecting up with this propaganda will not only be a patriotic privilege of the retailer of paints, but it will also be a source of increased business and profits.

PAINT POINTERS

In telling a customer that you are "just out" of the particular color she wants, you shake that customer's confidence in your store—keep the stock intact.

Concentration on the smaller range of paints should lead to greatly increased sales.

The thrift campaign concerns the paint salesmen. Paint insurance is real thrift—it is a subject which calls for the best efforts of the paint solicitor.

Economy is conservation — conservation is the essential function of paint.

Conservation Essential Function of Paint

The average property owner has been too apt to regard painting as a "movable feast," forgetting that this thin film of oil and pigment, the thickness of which is expressed in thousandths of an inch, is the only efficient shield for his structure against the ravages of the elements. Unprotected wood will rot, unprotected steel will rust; paint will safeguard both indefinitely. Thus a few dollars' worth of paint applied at proper intervals will preserve the most costly structures indefinitely.

This is realized by those responsible for the upkeep of the great Forth Bridge in Scotland, which from the time of its erection has been maintained in the same way. It requires three years for complete painting, consequently when the painters finish at one end they immediately go to the other end and start again. It is being exemplified in any number of instances, and the campaign of education on paint insurance is slowly but surely securing the ears of a hitherto incredulous public.

It is an easy practice to defer improvements or expenses of upkeep, but this is by no means a measure of economy. The time to maintain the highest standard of upkeep is when capital is hardest to get at and replacement costs are almost prohibitive. Properties to-day should be maintained in perfect condition, and this can only be accomplished by systematic repainting at regular intervals.

Paint, 25 Per Cent.; Labor, 75 Per Cent.

When it is considered that the cost of materials for any one job is about 25 per cent. of the total cost, the rest being labor, the relative price of the paint at any one time is negligible, and the property owner who delays painting because of fluctuations in the cost of materials, lays stress on an immaterial factor. This is a point which should be borne in mind by the retail merchant in view of the advance which has gone into effect in the prices of practically all lines. When it can be shown that the actual cost of paint is a negligible factor sales should be that much easier. The time to paint is when paint is needed, and there is no economy in delaying necessary repainting because of present conditions. Economy is conservation and conservation is the essential function of paint.

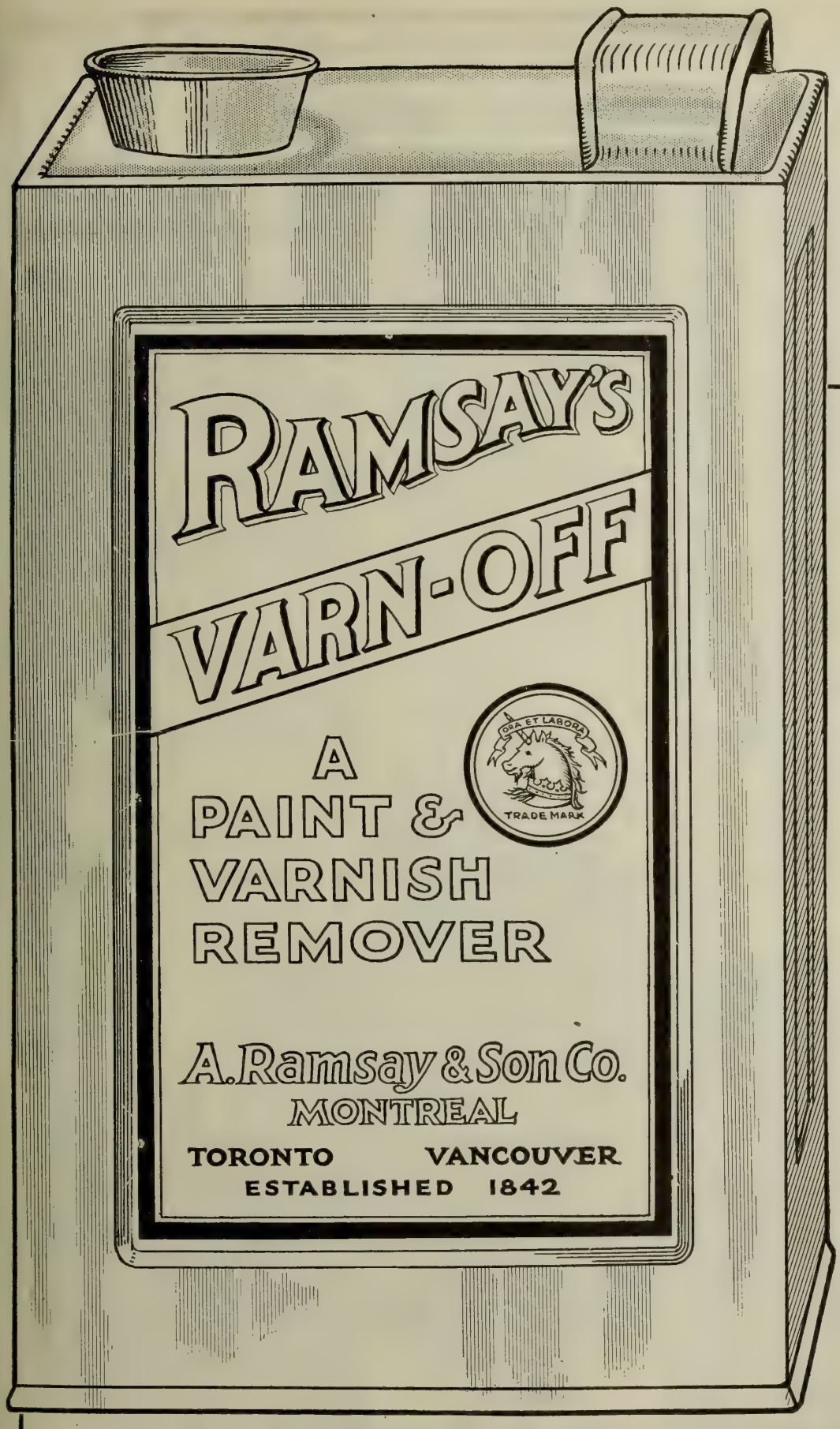
LONDON STORES DAMAGED BY WATER

City Water Main Bursts and Floods Hardware Stores

Owing to the bursting of one of the city water mains considerable damage was done to the stores of J. A. Brownlee and O'Dell & Mitchell, hardware merchants, London, Ont.

The cellar in the store of J. A. Brownlee was flooded and about $1,000 worth of Canada plate, besides coal oil, linseed oil, turpentine, etc., will represent a complete loss. Other items which suffered were building papers and nails. It is stated that the rope was so saturated with water and escaped oils that it could be squeezed like a sponge.

In O'Dell & Mitchell's store the most serious damage was to dry colors, nails and rope. Everything which could float drifted to the front of the store, and when the water receded, it is said, the floor was covered with about two or three inches of muck.



A General Purpose Varnish of High Quality

You Should Carry This in Stock

A. RAMSAY & SON COMPANY

Makers of Paints and Varnishes since 1842

Toronto MONTREAL Vancouver

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Feb. 7.—The paint makers are very busy for this season of the year, and all seem to be very much gratified with the outlook for spring. Orders are coming to hand well, and these indicate a general healthy condition in all sections of the country. The changes for the week are confined to a new schedule of prices, which have just been announced for Paris green and other insecticides. Linseed oil is very firm, and turpentine holds unchanged.

Flaxseed Rules Firm With Linseed Oil Up 2c

Montreal.

LINSEED OIL.—The market is very firm, and manufacturers are conserving supplies as much as possible for the needs of the usual winter activity in making up spring requirements. There is little disposition to seek any business. Seed is ruling strong in the local market, and is quoted around $3.30 per bushel. Of this little is moving at present owing to the serious conditions imposed by the weather. Quotations on oil are made for small lots only, and are 2c per gallon higher.

Linseed Oil—	Raw, Imp. gal.	Boiled, Imp. gal.
1 to 4 barre'ls	$1 52	$1 54½
5 to 9 barre'ls	1 51	1 53½
10 to 25 barrels	1 50	1 52½

Turpentine Steady Here With Decline In States

Montreal.

TURPENTINE.—The local market rules firmly, and, while prices are unchanged, there seems to be little likelihood of a downward revision in the immediate future, as supplies are not coming along freely. In the southern markets there has been a very steady market during the week. Little local business is passing, the requirements of the trade at the midwinter season being light.

Turpentine—	Per Imp. gallon
5 bbls. and over	$0.69-$0.72
1 barrel lots	0.70- 0.73
Small quantities	- 0.83

Mixed Paint Orders Coming Along Well

Montreal.

MIXED PAINT.—The volume of business coming along from the dealers throughout the country is seasonably good, and in most quarters a satisfactory situation is reported. Retailers are buying with due care and sorting as the requirements of their particular case may justify. With the new schedules to work out, there is considerable additional labor involved, and all are busy this week making the changes decided upon.

In last week's report the new differentials on varnish tins were not as clearly defined as those on paint containers. These are as follows: Half-gallons, 15c advance over gallons; quarts, 30c advance over gallons; eighths, 60c advance over gallons; sixteenths, $1.20 advance over gallons.

The report also stated that barn and bridge and marine paints were advanced 15 per cent. This should have read "an advance of 15c per gallon." The situation was fully covered last week in a special article on the changes.

Plate Glass Very Firm; Putty Prices Held

Montreal.

GLASS AND PUTTY.—While discounts on plate glass as yet remain unchanged, the tone of the market is firm and would indicate that a change of the discount may be made, which will probably increase the price from 5 to 10 per cent. Box and pane glass are still ruling in a firm market at unchanged prices. Futty is firm, and the prices are held as follows: Bulk, in casks, $4.10 per cwt. for less than ton lots; over tons, $3.90 per 100; 25 and 100-lb. drums, $4.95 per 100 lbs.; and 12½-lb. irons and bladder putty are both quoted at $5.20 per 100 lbs.

White Lead In Oil Holds Unchanged

Montreal.

WHITE LEAD IN OIL.—Little interest is manifested in the market locally, what orders there are being for shipment later in most cases. The tone continues firm, without change here. In the southern centres there is a somewhat easier market, but with a firm undertone for pig lead. Present business is very confined—that is, for immediate shipment. The quotations hold as follows: Five-ton lots, $15 per 100 lbs.; ton lots, $15.50, and less quantities, $15.85 per 100 lbs.

Prices Announced For Paris Green

Montreal.

PARIS GREEN, INSECTICIDES.—New prices have been issued for Paris green and other insecticides, and are as follows on C. P. line: Barrels, 60¼c per lb.; 200-lb. kegs, 60¾c; 50 and 100-lb. drums, 61¼c; 25-lb. drums, 62¼c; 1-lb. packages, 64¼c; ½-lb. packages, 66¼c; and 1-lb. tins, 66¼c. The terms are 1 per cent. 15 days or net thirty days, Montreal prices and for the Maritime Provinces; ¼c per lb. must be added for shipments to Toronto, Hamilton and London. There are also new schedules for other insecticides, which will be found hereunder. Several manufacturers have stated to HARDWARE AND METAL that there is a very limited supply of these products, and dealers will probably make provision for their needs early.

Following are prices of Berger's Paris green: Barrels, 600 lbs., 61c; arsenic kegs, 250 lbs., 61½c; 100 and 50-lb. drums, 62c; 25-lb. drums, 63c; 1 lb. packages, 65c; 1 lb. tins, 67c; ½ lb. papers, 67c; ½ lb. tins, 69c.

Arsenate of lime (calpoiso)—100 lb. kegs, 30c; 50 lb. kegs, 30½c; 25 lb. kegs, 31c; 10 lb. kegs, 31½c; 5 lb., 32½c; 1 lb., 34½c.

Dry lime sulphur—Barrels, 11¾c; kegs 50 lbs., 12¼c; 25 lbs., 14c; 10 lbs., 14¼c; 5 lbs., 14¾c.

Tuber tonic—Kegs 50 lbs., 51½c; kegs 25 lbs., 52½c; 10 lbs., 53½c; 5 lbs., 54½c; 1 lb., 55½c.

TORONTO

TORONTO, Feb. 7.—Interest in the paint trade during the week has centred around the way booking business has developed. Under the stimulus of recent advance with the provision that one spring booking order could be placed on old basis there has been a desire to cover for needs on part of dealers. Linseed oil is in very strong position due to the difficulties in transportation. Spring booking prices on Paris green have been announced which show an increase of approximately 7c per pound over opening prices of last year. Movements of travellers for paint manufacturers and wholesalers have been greatly handicapped during the week.

Linseed Oil Firm With Supplies Limited

Toronto.

LINSEED OIL.—A very firm situation has maintained throughout the week for linseed oil due in large measure to the lightness of seed arrivals from the Canadian West. Eastern crushers have been unable to get anything near like their requirements of seed. There has been a fairly good movement of seed in the Canadian West, as inspections showed in five days that 100 cars were moved. Presumably this seed is going South into the United States. Supplies of oil on

What is the Profitable Paint—from the Dealer's Standpoint?

Store Displays one of the 4 important factors in answering this question

IF you, as a hardware man, were about to stock a brand of paints, what factors would influence you most in favor of one Paint Manufacturer or another, all prices being about equal?

Would not the following four points form the basis for your final selection of the Paint you would feel most like placing on your shelves and pushing:

First—Is the paint pure, and certain to give satisfaction to all my customers?

Second—Is the line complete?

Third—Is it well known?

Fourth—What co-operation will its manufacturer give me when I have stocked it?

With these questions answered, you can make an accurate selection and go ahead strong.

How do we, the manufacturers of B-H Paints, "size" up?

As you possibly know, B-H Paints are Pure Paints, as well as being ideal for Canada's changing climatic conditions.

As no doubt can arise as to their quality the next point is this: "Is B-H a line complete in itself, so that when I have it, I will not also be forced to handle Smith's Varnish, and Jones' Enamel?"

The B-H line includes a Stain, a Varnish, Color or Outside Paint for every purpose. If you are the B-H Agent for your town, you are absolutely assured of being able to procure, by dealing with but one concern, an entire assortment of Paints, Varnishes, etc., at all times.

B-H Paints are the best-known, best-advertised brand in Canada. The B-H advertising propaganda includes huge painted signs in the large cities, billboards in the towns with the local agent's name thereon, and advertisements in "home-town" papers with the dealer's name inserted too. Also farm papers are carrying advertisements that are influencing the farmers in favor of B-H Paints. This advertising is only one of the methods we use to influence and create B-H users.

B-H Change and Improve Labels

Recently, we have created many new label designs for use on B-H cans. We consider them the most attractive labels on any line of paint in this country. They are new and attractive in appearance; attention-compelling, they possess true sales-developing power. These new designs are now a feature of the B-H line—they make the B-H cans show up right on the dealer's shelves.

To immediately familiarize B-H users with these new labels, we have prepared attractive window cut-outs, showing how the cans now actually appear.

Sales helps are available, not only for the Paints with new labels, but for every B-H Paint. In fact the Store Helps for Dealer's use are as complete as the B-H line itself. They include the following:

Paint Paddle Frames for each line.

Counter Cut-outs for each line.

Celluloid and Enameloid Display Signs for each line.

Enamel "flange" signs for outside of store, indicating that "This is the Agency for B-H Paints."

Color Cards for each line.

Special cut-out to help create sales for our new line—B-H Auto Enamel. A reproduction of the attractive sales helps for this product appears below.

Dealers should avail themselves of all this advertising material to "link up" with the big national advertising campaign, conducted by the company throughout the whole Dominion.

It will mean increased business, and increased business means more money in the bank.

Besides being business-bringers, these sales helps for the B-H lines will add "life" to the appearance of the store. They are the finest that money could buy—and they are offered to B-H agents without charge. BRANDRAM-HENDERSON LIMITED, Montreal, Halifax, St. John, Toronto, Winnipeg, Calgary, Edmonton and Vancouver.



spot are very light. One large dealer stated that he did not have any oil to offer in small lots but that on basis of present situation would ask $1.60 per gallon for raw oil in single barrel lots if he were in the market. There is a feeling among those interested in the oil trade that prices stand every chance of being much higher before spring. At the present time in the United States market linseed oil is quoted from $1.28 to $1.30 on carload basis. When the difference in size of gallon is considered this would bring price in that market to an equivalent of $1.54 to $1.56 per gallon for raw oil on carload basis. Flaxseed in the Winnipeg market showed a higher tendency during the week a net increase of 2c per bushel having been recorded over quotations for cash seed over Wednesday of last week. There are reported strikes in the Argentine which may interfere with shipment of seed later. There is still the possibility that the Argentine Government may commandeer supplies of flaxseed in that country. Demand for oil for future delivery has been active. Range of quotations held unchanged from those given last week.

	Raw, Imp. Gal.	Boiled, Imp. Gal.
1 to 2 bbls.	$1.50-$1.55	$1.52½-$1.58
3 to 5 bbls.	1.50- 1.54	1.52½- 1.57
6 to 9 bbls.	1.49- 1.52	1.51½- 1.55

Less than barrel lots 10c per gallon higher than single barrel price.

Turpentine Steady; Shipments Held Up

Toronto.

TURPENTINE.—The market for turpentine held steady during the week, quotations being unchanged. Arrivals of turpentine have been very light. Shipments have been on the way for some time past but owing to railway situation remain undelivered. With any noticeable increase in demand a scarcity would in all probability result. The market at primary points held remarkably steady during the week. There is a feeling in the United States primary markets that a good domestic demand should develop during the coming spring as industrial conditions are good and people will no doubt be inclined to spend their money.

	Imp. gal.
1 barrel	$0.70-$0.73
2 to 4 barrels	0.69- 0.72
5 gallon lots	0.77- 0.83

Stimulus Given To Booking Of Paint

Toronto.

MIXED PAINTS.—Under the stimulus of the advance recently recorded in the price of paint there has been an increased desire to book on the part of dealers, who have been accorded the privilege of placing one single order on the old basis. Booking business has been very satisfactory under the conditions. There has been a general acceptance of the increased price as warranted by the conditions. Reduction of number of colors and certain sizes of cans has also been commended.

White Lead In Oil Prices Maintained

Toronto.

WHITE LEAD IN OIL.—The basic materials contained in white lead in oil give evidence of a firm undertone. Linseed oil is scarce at present owing to difficulty of getting flaxseed from Canadian West, and there is free prediction among those interested in the oil business that prices are likely to be considerably higher before spring-time. Pig lead in the primary market maintains a firm undertone although prices were fractionally lower during the week. Prices on white lead in oil in the local market were firmly maintained during the week at $15.70 per 100 lbs. on ton basis and $16.05 in less than ton lots.

Glass Market One Of Much Strength

Toronto.

GLASS.—A very strong situation prevails in the glass market, which seems to indicate higher prices in the not distant future. Stocks of glass are being rapidly depleted, and are now at a very low ebb in some sizes. Dealers will sell only on the basis of sizes they have in stock, as there is small chance of getting additional supplies from the manufacturers in the near future. Production has been greatly curtailed in the United States as a war measure.

Whiting Goes Higher; Putty Market Firm

Toronto.

WHITING, PUTTY.—There is a scarcity of whiting in the local market and prices have advanced 50c per 100 pounds, making the price of plain whiting $2.50 in barrels and $3 for gilders' bolted in barrels. Importation of this commodity from England has been practically shut off. Only supplies available are those from United States, where they are scarce. In view of the situation in whiting the market for putty is firm. Prices, however, were maintained on the basis of $4.30 per 100 lbs. for bulk in casks, and $5.05 to $5.15 for 100-lb. drums.

Paris Green Prices Show Advance 7c Pound

Toronto.

PARIS GREEN.—Prices have been announced to the trade for Paris green for spring booking and show an increase of 7c per pound over the opening prices of last season. Scarcity of raw materials and high prices are assigned as the reason for the increase in price. Following are the prices:

	C.P.	Berger's
Barrels, 600 lbs.	$0 60½	$0 61¼
Kegs, 250 lbs.	0 61	0 61¾
50 and 100-lb. drums	0 61½	0 62¼
25-lb. drums	0 62½	0 63¼
1-lb. papers	0 64½	0 65¼
½-lb. papers	0 66½	0 67¼
1-lb. tins	0 66½	0 67¼
½-lb. tins	....	0 69¼

Prices are f.o.b. Toronto, Hamilton and London. Terms one month net or 1 per cent. in 30 days.

RESULT OF FUEL CONTROLLER'S EDICT

(Continued from page 32.)

ent on the United States for our supplies of coal, and there is no reason why they should go out of their way to supply us unless we show ourselves willing to sacrifice in as great measure as they have done. For that reason I would think that we should close down for at least the same length of time as our neighbors to the south have done, that is, five days, in addition to "heatless" Mondays.

"To what extent the closing down order will relieve congestion on the railroads is problematical. It really depends on the weather. If mild weather prevails over the week-end, there should be considerable relief, but extreme cold or excessive snow will minimize the good effects hoped for."

Will Be Able to Overcome Handicap

"We are making arrangements, in fact, have made arrangements, to close our plant up during the three-day period," said another paint manufacturer when questioned in reference to the order-in-council. There will not be much effect as far as the output of our plant is concerned and there will be no difficulty in catching up with orders. We are engaged principally in making shipments of spring orders, and there will be no appreciable holdup in getting these away sufficiently early for our customers' requirements. We will save some coal."

Shipments Seriously Delayed

Asked as to whether they were experiencing difficulty in securing their shipments, he stated that transportation was decidedly bad, and they could not figure at all on when their goods might arrive. "However, we must say that we have been fortunate in that our supplies have been anticipated sufficiently in advance to overcome any delays in operation of our plant which would result from a shortage of raw material."

The attitude generally is hopeful as to the best results being secured, and the weather will be an important factor in the railroads being able to clear their lines. The change to milder weather which is predicted will, if it materializes, be welcomed by all transportation companies.

LICENSES REQUIRED FOR ALL SHIPMENTS OF WIRE ROPE

In the United States export licenses are required for all shipments of iron and steel wire rope, cable, and strands consisting of six or more wires, whether or not the wires are painted, galvanized, or coated in any way, and it is necessary to obtain an export license for every shipment of this material. It should also be noted that the act of improperly classifying material in order that it may be exported without a license subjects the exporter to a penalty of the law.

CARTER'S

QUALITY THE BEST

Your customers will need Red Lead to protect the iron work around their homes. The Painters want a Genuine Red Lead for their work. Are you prepared for this demand? If not, put in a good stock of

Carter's Genuine Dry Red Lead
and
Carter's Genuine Powdered Litharge

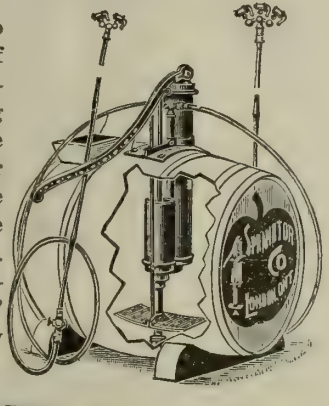
They are the best quality you can buy. Made in Canada from the best grade of Canadian Pig Lead.

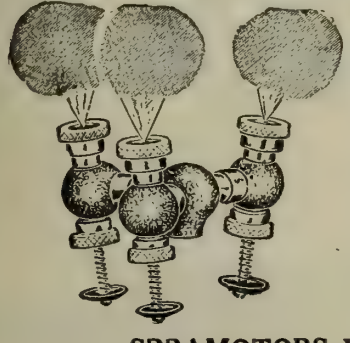
Do you know the quality of these goods? Your customers know it and will insist on using Carter's Brands. Look over your requirements and order now.

Manufactured by
The Carter White Lead Company
of Canada Limited
91 Delorimier Ave. Montreal

A Money-Making Line For Live Dealers Everywhere

Hardware dealers who are handling our line of SPRAMOTORS and accessories are making handsome profits. We make Spramotors for every purpose, from the small knapsack to the large power outfits. You will be able to supply your customers' needs, whatever they may be.





Accessories

of every description from nozzles to hose—each of the best quality, are always ready for you when you want them.

Made in Canada — no duty to pay.

Get in touch with us—we may want a special agent in your locality.

Write to-day for particulars of our proposition.

SPRAMOTORS LIMITED
5041 King St., London Canada
and 5051 Erie St., Buffalo, N.Y.

BERRY BROTHERS' CELEBRATED MADE IN CANADA VARNISHES

BRILLIANT DURABLE UNEXCELLED

WALKERVILLE, ONT.

THE great demand for Berry Brothers' Varnishes, Enamels and Stains grows greater as consumers realize their economy. They not only produce the most beautiful interiors, but their lasting quality offsets the high cost of labor, and as everyone knows labor is the chief item in finishing operations. It costs no more to apply Berry Finishes that last for many years and the kind that wears out the first year, and the difference in the price per gallon is nominal.

Liquid Granite Floor Varnish, Luxeberry Enamels (white, ivory and three shades of gray), Luxeberry Wood Finish, Luxeberry Wall Finishes Berrycraft Stain Finishes and Luxeberry Spar Varnish are a few among the many "Berry" products it pays to push because they make permanent customers.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
ESTABLISHED 1858
WALKERVILLE, ONT.

(651)

If interested, tear out this page and keep with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 10% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W. and 5, and 5½, 100, in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½% to 60 and 5%. London, 60%.

Ford's Auger Bits. 35 to 27½%.

Gilmour Auger Bits. 55 to 60%.

Gilmour Car Bits. 37½%.

Gilmour Eve Augers, 37½%.

Gilmour Ship Augers, 12½%.

Rockford Auger Bits. 50 and 10%.

Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.

London, 25%.

F.O.B. Toronto, Montreal London and Hamilton.

AXES

	Single Bit	Double Bit
Single Bits, doz.	$12 50	$16 00
Double Bit	16 50	19 50
Boys' Axes	10 50	12 00
Hunters' Axes	10 50	12 00
Bench—No. 2, doz.	10 95	11 25
No. 3, doz.	11 80	12 15
No. 4, doz.	12 60	13 05
Sager	$15 00	$20 00
Dominion Pride	14 50	19 50
St. Clair handled	15 50	....
Sager Boys	12 50	....
Kitchener Boys	12 00	....
Sager Hunters	11 50	....
Kitchener Hunters'	11 00	....

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.

Standard Quality, 40%.

Side Lace Leather, lb. $1.40-$1.75

Cut Lace Leather, lb. 1.60- 1.95

F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$ 4 00
No. 2 x 50 lb.	5 00
No. 3 x 60 lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.

Carriage Bolts ($1 list), 7-16 dia. and larger, net list.

Machine Bolts, ⅜ in. dia. and smaller, 10%.

Machine Bolts, 7-16 in. dia. and larger, net list.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 25%.

Skein Bolts, 20%.

Square Head Blank Bolts, net list.

Bolt Ends, net list.

Plow Bolts, net list.

Elevator Bolts, 5%.

Fancy Head Bolts, net list.

Shaft Bolts ($3 list), net list.

Step Bolts, large head ($3 list), net list.

Whiffletree Bolts, net list.

Nuts, square, blank, add to list $1.50.

Nuts, square, tapped, add to list $1.75.

Nuts, hexagon, blank, add to list $1.75.

Nuts, hexagon, tapped, add to list $2.

Stove bolts, 55%.

Tire bolts, 35%.

Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 12-13c

F.O.B. Montreal, London, Toronto.

BRASS

Per lb.

Spring sheets, 24 gauge and heavier, base $0 43

Rods, base ½ to 1 in. round. 38-40

Tubing, seamless base 45½-50

Tubing, iron pipe size, base ¾ in. and up to 3 in. 45½-50

Copper tubing, iron pipe size, base ¾ in. up to 3 in. 47½-53

F.O.B. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz.	$ 5 50
3 sections, 5 ft., doz.	7 00
3 sections, 6 ft., doz.	8 50

F.O.B. Stratford.

BOILERS (Range)

30-gal. extra heavy $14.50-$17

30-gal. Standard 13 00

F.O.B. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.

F.O.B. Stratford.

No. 1—18 in. x 24 in.	$ 7 35
No. 2—18 in. x 28 in.	8 10
No. 3—20 in. x 30 in.	8 85

Ironing Boards

Size 12 x 60 ins., doz.	$ 9 00
Size 13 x 66 in.	10 00
Folding, 14 x 58 ins., doz.	18 25
With sleeveboard attachment	22 00
Folding sleeveboards, per doz.	4 50

Boards, Stove

See list under Wares.

BOARDS (Wash)

	Tin Plate	Zinc
Pony, Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4.45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (glass)	....	5 50
Western King (enamel)	....	6 25
Wood, double faced	....	2 20

Subject to small discounts for quantities

F.O.B. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.

Triplex Spring Hinges, 20-10-5%.

Chicago Mortise Floor (5000), 33 1-3%.

Chicago Relax Floor (6000), 25-10-10-7½%.

Chicago Premier (4000), 16 2-3%.

Chicago Ajax (3000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.

Chicago Screen Door (2000), 40-7½%.

Chicago Screen Door (3000), 16 2-3 and 5%.

Non-Hold Back Screen Door, on application.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

American Proof Coil Chain, B.B.—3-16 in., $16.75 per 100 lbs.; 5-16 in., $12; ⅜ in., $11; 7-16 in., $10.75; ½ in., $10.50; ⅝ in., $10.35.

American Proof Coil Chain, B.B.B.—5-16 in., $12.75 per 100 lbs.; ⅜ in., $11.90; 7-16 in., $11.70; ½ in., $11.60.

Electric Welded B.B.B. Chain—¼ in., $11.80; 5-16 in., $11.30.

Above prices F.O.B. Toronto.

Canadian coil chain, 40 and 10% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.60 in carlots; $3.15 bbl. in small lots.

Paris plaster, five-barrel lots, $3.15; single barrel, $3.55.

F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—Montreal Toronto

No. 0	$15 20	$15 20
1	18 80	18 80
2	23 95	24 00
3	30 35	30 35
Russwin—		
No. 0		$17 70
No. 1		21 70
No. 2		24 95
No. 3		34 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. length	5 40
18—6-strand, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$42 50	$43 00
Plain sheets, base 16 oz. and heavier	46 00	40-44
Copper sheet, tinned, 14x60 in., 14 oz.	48 00	....
Copper sheet, planished, base 16 oz. and heavier	57 00	41-45
Braziers' in. sheets, 6x4 base	45 00	44 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	63-65
No. 7, lb.	62-64
Nos. 8, 9, 10, 12	61-63½

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

	Montreal	Toronto
Prices nominal.		
Ordinary, 52 sheets.	$11 75	$ 8 50

Galvanized

	Apollo	Crown	Gorbals
18x24x52	.....	....	....
60	.....	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base (nominal)	32 00
IXX, 20x28 base (nominal)	36 00
IXXX, 20x28 base (nominal)	40 00

F.O.B. Toronto

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	$40 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets 25 00

F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—

14x20 IC, base	$17 00
20x28 IC, double box	34 00

F.O.B. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50

F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.

Rd. Shk., 30 to 37½%.

Wood Drills, 37½%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.60 doz.

EMERY CLOTH

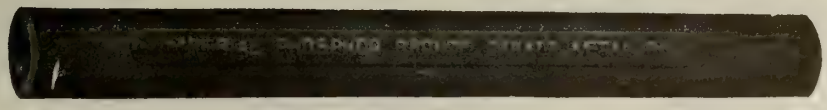
See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

WE MANUFACTURE

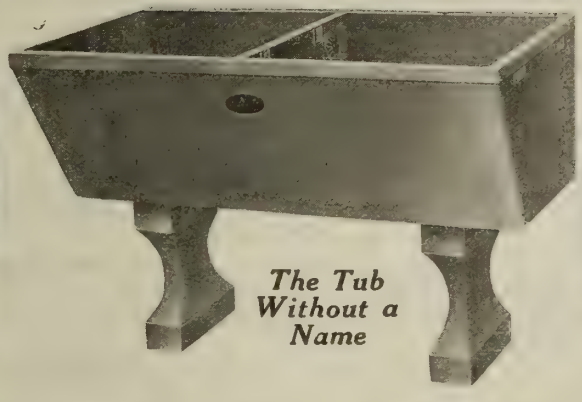
Imperial Phosphor Bronze Bars, Solid and Cored



We Manufacture
Imperial Soldering Paste



We Manufacture
Laundry Tubs



We Manufacture
Babbitt Metals



Pig Tin, Sheet Lead, Pig Lead, Ingot Copper, Zinc, Lead Pipe, Solder, Battery Zincs, Fuse Wire

THE CANADA METAL CO., LIMITED **TORONTO**

MOORE'S

House Colors



3 Good Reasons for making Moore's House Colors the Leader in your Paint Department

Salability-Quality-Profit

PROFIT

3 In pricing Moore's House Colors your big reason for being in business was not overlooked. There is a goodly margin for you—a profit which you can take without qualms of conscience for you know it's well earned in supplying the very highest quality of paints.
—And Moore profits are cumulative—they keep on growing—each sale paving the way to another, and each showing a good profit. 3

Benjamin Moore & Company
LIMITED
WEST TORONTO

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.O.B. Toronto, Montreal, London, and Hamilton.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick	1.90-2.00
Under 40 lbs.	2.00-2.50
Bi-Treadle, each	5 90

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$9.10-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12.50- 13.85
Hand sewn, no shank, 1 in.	16 20
Hand sewn, no shank, 1¼ in.	18 00

Halters (Sisal).

7-16 in. gross, $25; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All handles, neckyokes, whiffletrees and doubletrees, hay rakes and horse pokes, 35%.

Maple and ash pike poles, 35%.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 36
BT barn door track, round, per ft.	0 24
Discount from above, 45%.	
Atlas, No. 0	8 15-8 45
Atlas, No. 1	8 95-9 25
Atlas, No. 2	10 40-10 75
Stearns, 4 in.	7 40- 7 65
Stearns, 5 in.	10 25-10 65
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz.	10 25-10 65
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5-in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	7½
Extra hooks for above, ¾ in., per lb.	7¼

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 45	$4 00
No. 3, per doz.	4 00	4 50
No. 4, per doz.	4 60	5 10
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
Light iron	0-7	$6 25	$6 50
Long heel light iron	3-7	6 25	....
Medium iron	1-8	6 25	6 50
Heavy iron	6-8	6 25	....
Snow	1-6	6 50	6 75
New light "XL" steel	1-6	6 70	6 95
Featherweight "XL" steel	0-4	8 10	....
Special countersunk	0-4	8 60	....
Toe weight (front only)	1-4	9 10	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$15 75
Corrugated, ⅝ in., 100 ft.	18 75
Corrugated, ¾ in., 100 ft.	21 50
Corrugated, 1 in., 100 ft.	31 50

Less 5% for full reels, 500 ft.,

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots.	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1.70-1.75
Mrs. Potts, No. 50, nickel-plated, set	1.80-1.85
Mrs. Potts, handles, japanned, doz.	$1.15-$1.30
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons, each	3 75
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.	Per ft.
Shelf-lock	16c ft.
Ontario	21c ft.
Faultless	24c ft.
Mechanics	31c ft.
Hercules	28c ft.
Perfect	26c ft.
Faultless, extra heavy	29c ft.
Hercules, extra heavy	33c ft.
Mechanic, extra heavy	36c ft.
B.T. Standard	21c ft.
B.T. Economy	16c ft.
B.T. Iron Bound, 4-8 ft.	28c ft.
B.T. Iron Bound, 10-14 ft.	33c ft.
B.T. Iron Bound, 16 ft.	43c ft.
B.T. Iron Bound, 18 and 20 ft.	53c ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	19c ft.
34 to 44 ft.	21c ft.
46 to 60 ft.	31c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	15c ft.
18 ft. to 22 ft.	16c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

	Per doz.
Short Globe, doz.	$12 50
Jap'd Dash, doz.	15 00
Search Dash, doz. X-ray	15.75-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.	18.25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen	
Cold blast, short	1 00	1 10
Cold blast	1 00	1 10

3 doz. cases, 90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby	4.00-4.20	
Cold blast, common ruby	4.00-4.20	

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	7 50
B.T. Bonnie, style B	8 00
B.T. Ideal	11 00
B.T. Ideal Power	12 50
B.T. Ideal Water Motor	20 75
B.T. Cyclone	10 50
B.T. Vollmar, No. 2	10 60
B.T. Vollmar, No. 3	11 50
Forest City, engine-driven	37 50
Forest City, electric	80 00

Discount on B.T. goods, 27½%.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	8 40
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 3	1 55
Cast head mops, doz.	2 00
Crescent, doz.	2 00
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1½ inch	$1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.20 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.25 base.

Freight equalized on above points. Windsor, Walkerville, Sandwich, f.o.b. factory points, carload freight allowed, $5.32½.

Sault Ste. Marie, Port Arthur, Fort William, $5 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.65 base; London, $5.60; Hamilton, $5.65. No equalization of freights.

Roofing Nails — American, large head, keg, $8.25. London, $7.70. F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand	Per box of 25 lbs.
No. 3		$19 50
No. 4		9 50
No. 4½		8 25
No. 5		4 50
No. 6		4 25
No. 7		4 00
No. 8		4 00

Get Down To Brass Tacks On This Paint Question—

Now more than ever before it is necessary for you to have on your shelves a line of paints and varnishes that is absolutely dependable. Your customers are demanding fullest value—they want quality goods at moderate cost.

There is no line that will give as complete satisfaction to both you and your trade than

JAMIESON'S

Paints and Varnish

a full and complete line of everything that is needed for painting and varnishing. Every line tried, tested and proven.

It will be a pleasure to give you full details regarding our profitable agency plan. A line from you will not obligate you in any way and will bring particulars by return mail.



R. C. JAMIESON & CO., LIMITED,
Montreal

Calgary **Established 1858** **Vancouver**

Owning and Operating P. D. DODS & CO., Limited

If interested, tear out this page and keep with letters to be answered.

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.
F.o.b. Montreal, Toronto, Hamilton, London

"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs
3	1⅝"	$19 00
4	1¾"	9 00
5	1 15–16"	4 00
6	2⅛"	3 75
7	2 5–16"	3 50
8	2½"	3 50
9	2 11–16"	3 25
10	2⅞"	3 25
11	3 1–16"	3 25
12	3¼"	3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY
List prices per roll of 50 lineal yards. Adopted March, 1909.
2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾-inch mesh and 20 ga. wire)

24 inch...	$10 50	36 inch...	$15 00
30 inch.....	12 75		

½-inch mesh and 22 ga. wire)

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.
Toronto, London, Canadian netting 15% off list.
Montreal, 15% off list.
American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)	$21 50
U.S. Navy (unspun)	20 75
Clipper (unspun)	21 50
U.S. Navy, Eng., unspun	20 00
U.S. Navy, Eng. (spun)	21 00
Plumbers (spun)	$8 50 $10 50

F.o.b. Montreal, Toronto.

OIL	Montreal	Toronto
Royalite	0 18	0 17
Palacine	0 21	0 20
Gasoline, gal.	0 32½	0 31½
Castor oil, per lb.	0 55	0 50
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 18	0 15½
Cylinder Green, med.	0 55	0 56
Canital cylinder	0 50½	0 49½
Machine oil, regular grades	25½-42	29½-30
Standard gas engine oil	38¼	38¼-37½
Paraffine	0 21	0 21
XXX machine	0 24½	0 28
Fuel oil, bbls.	0 14	0 13
Fuel oil, tank cars	0 12½	0 11½

OLD MATERIALS
See weekly report.

PACKING	Per lb.
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 70
Surprise Fibre	0 66
Tarred felt, per cwt.	3 25-3 35

Asbestos sheeting (per 100 lbs.)	$12-$15
Carpet Felt, 16 oz., per 100 lbs.	$4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—	
5 to 6 lbs., doz.	$ 9 00
6 to 7 lbs., doz.	9 65
7 to 8 lbs., doz.	10 30
8 lbs. only	10 55
Rock	
5 to 6 lbs., doz.	9 00
7 lbs., doz.	10 80
8 lbs., doz.	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT
Prices withdrawn pending new prices.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 6 00	$ 8 00
¼ in.	5 10	7 23
⅜ in.	5 10	7 23
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00
Standard Lapweld.		
2 in.	29 28	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	88 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.
Prices—Ontario, Quebec and Maritime Provinces.
While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES
4" and under, 40-45%.
4½" and larger, 40%.
4" and under, running thread 25%.
Standard couplings, 4" and under 35%.
4½" and larger, 15%.
Terms 2% 30 days. Approved credit Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10 ft. lengths, list	21 30

Discount 10%.
F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD
See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	35 2½
6" soil pipe	35	30
Medium and extra heavy fittings, 6" and under	50	40, 2½

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	40%
Cistern Pumps	40%
Set Lengths	40%
Brass Lined Cylinders	40%
Brass Body Cylinders	40%

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS
Iron rivets, blacked and tinned, 15%; Iron Burrs, 15%.
Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.
F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	1 90
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	$5-$5.50
Roofing Pitch, 75 to 85c per cwt.	

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1¼c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ¾ in.	61¼-67
5-32 in.	60½-65½
3-16 in.	57 -62
¼ in. and up	56 -61

F.o.b. Toronto Montreal Brantford, London, Hamilton.

SANDPAPER
B. & A. sandpaper, 15% to 20% on list.
B. & A. emery cloth, 5% to 20% on list.
B. & A. sandpaper in rolls 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge.
F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS
Net list.

SCREWS
Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws	
Dozen	$7 00

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED

Premier Galvanized	Per 100 lbs
10¾ oz.	$9 50
U.S. 28	9 20
U.S. 26	8 90
22 and 24	8 75
18 and 20	8 60
16	8 45

F.o.b. Hamilton and Toronto.
Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 8 35
16 gauge	12 05	8 45
18-20 gauge	10 30	8 60
22-24 gauge	10 45	8 75
26 gauge	....	8 90
28 gauge	....	9 20
10¾ ozs.	11 05	9 50

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$ 8 70
18-20	12 55	12 55	8 85
22-24	12 25	12 25	9 05
26	12 25	12 25	9 25
28	13 00	13 00	9 65
10¾ oz.	.....	.....	10 00

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES	Per sq.
Standard galvanized	$10 25
Shipping weight, 90 lbs.	
Standard painted	8 00
Shipping weight, 80 lbs.	

Discount 7½%.
F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL	
Standard galvanized	$8 75
Standard painted	7 00

Discount 7½%.
F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS
Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR
See Weekly Report.

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	5 00

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 520 (120), each	$6 25
No. 525 (125), each	6 00
No. 530 (130), each	6 50
No. 630 (230), each	8 25

Discount 25% off list.
F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

Kyanize KY-AN-IZE Products

Make Your Store The Motorist's Store

The automobile owner is a most desirable patron—he purchases often and abundantly. Assured of highest quality, he is eager to become a permanent customer and a booster pre-eminent for your store.

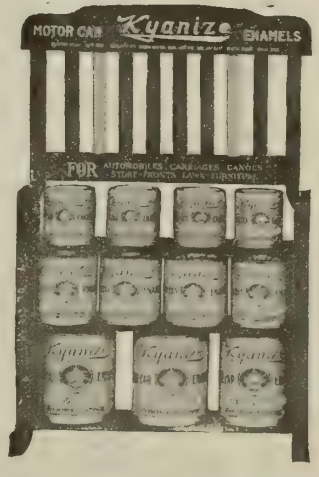
Many motor car owners have tried Kyanize Varnishes and Enamels in their homes with the usual perfect results—those that have not tried them have heard of the wonderfully satisfying results to be obtained with these products. All would welcome a Kyanize Product to use on their car,—and here it is.

Kyanize KY-AN-IZE

Motor Car Enamels



A trial of these fine products will make the "tryer" a permanent user. We have the plan to induce the motorist to try Kyanize Motor Car Enamels—a typical Kyanize business-producing plan—an original plan, the very novelty of which is irresistible and will capture the business.



The Free Glove Offer

If there is now no Kyanize Exclusive Agency in your locality and you want to grasp the livest, snappiest, highest grade proposition in the varnish and enamel business, get this plan at once—to-day—tell us you want particulars on the Kyanize "Free Glove" offer.

Boston Varnish Company

KY-AN-IZE

The J. H. Ashdown Hardware Co., Ltd., Calgary, Winnipeg, Saskatoon.

Sturgeons, Limited, 91 Church Street, Toronto.

Everett Station, Boston, U.S.A.

If any advertisement interests you, tear it out now and place with letters to be answered

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	.....	net list
Hollow Back No. 2 Shovels	30%	.....	5%
Hollow Back Sand Shovels and Coal Shovels	30%	.....	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	—Per Dozen—		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	17 80	.....	14.80
Coal Shovels, No. 3 Black	22.00	.....	14.50
Sand Shovels, No. 3, black	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black	19.00	18.00	17.00

For polished goods the following net extras apply:
Full polished .....$1.00 per dozen net
Half polished .....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET — Bissell's

American Queen, nic'd trim, ball bearing, Doz.	$39 00
Club, nic'd trim., "Cyco" bearing	32 00
Champion, nic'd trim	30 00
Champion, Jap'd trim	27 00
Elite, nic'd trim., B.B.	41 00
Grand Rapids, nic'd trim., B.B.	36 00
Grand Rapids, Jap'd trim., B.B.	32 00
Parlor Queen, nic'd trim., B.B.	42 00
Princess, nic'd trim., B.B.	37 00
Standard, nic'd trim	32 00
Standard, Jap'd trim	29 00
Universal, nic'd trim, "Cyco" bear.	34 00
Universal, Jap'd trim., "Cyco" bear.	30 00

F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim	$1 00
Household, Jap'd trim	67 00
Superba, nic'd trim	96 00

F.o.b. Toronto, Hamilton, London.

TACKS — Discount

Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917—Net list.	
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount. Samson, 20% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10		

Discount 10%.
F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) — Doz. with chain

Victor No. 1	$2 05
Jump, No. 1	2 65
Hawley & Norton, No. 1	3 15
Newhouse, No. 1	4 30

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder) — Per lb.

500 ft.	?
550 ft.	
600 ft.	
650 ft.	

In 5-ton lots ½c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.
F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb.	52½-65½
4-ply wrapping, lb.	56 -72½

F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz.	$16 50
No. 1, per doz.	14 25
No. 2, per doz.	12 00
No. 3, per doz.	10 50

F.o.b. Newmarket

VALVES — %

Ground work	50
Compression work, standard	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	net
Radiator valves, standard	15
High grade	7½
Globe, angle and check valves, standard	10
Do., high grade	7½
Patent quick opening valves	35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 30%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list ,plus 25%.
Railroad Cans, list, plus 20%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 60%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.
F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 75
Sectional, ½ lb., per 100 lbs.	4 45	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS

Navvy, steel wheel, doz. 37.50-51.50
Garden steel wheel, doz. 51.00-75.00
Light garden, doz. 37.00-54.00
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS
F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 35
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Hay Wire in Coils

No. 13	6 10
No. 14	6 15
No. 15	6 25
No. 16	7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire.

	Toronto
Barb	$5.50-$6.20
No. 9 pl. galv.	4.70- 5.90
No. 12 pl. galv.	4.85- 6.00
No. 13 pl. galv.	4.50- 6.15
No. 9 coil sp.	5.00- 5.90
No. 12 coil sp.	6.20

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 50
Fence staples, galvanized. $6.25-6.50
In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.

Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.....10%
Brass wire, 3 to 24 gauge, add.40%
25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 00
In 50-ft. rolls 3 05
Bronze, sq. ft. 0 14
F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$34 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	135 00
Favorite 511E	105 30
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

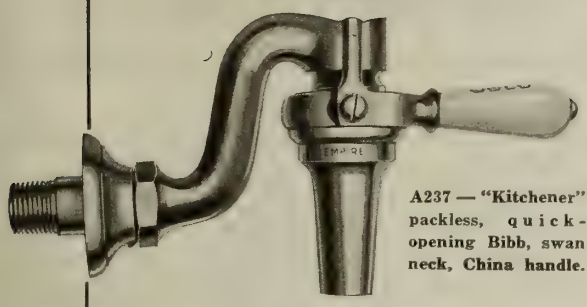
Trimo—	Doz. net		Doz. net
8 in.	$14 00	18 in.	$31 20
16 in.	15 60	24 in.	45 25
14 in.	21 85		

Coes—	Doz. net		Doz. net
6 in.	$13 00	15 in.	$31 20
8 in.	15 60	18 in.	41 60
10 in.	18 20	21 in.	50 70
12 in.	23 40		

Stillson—	Each	Dozen Net	
6 in.	$1 10	$12 00	$12 50
8 in.	1 25	13 50	14 00
10 in.	1 40	15 00	15 60
14 in.	1 95	21 00	21 85
18 in.	2 75	30 00	31 20
24 in.	3 95	43 50	45 25
36 in.	....	81 00	84 25
48 in.	....	....	124 80

ZINC

For zinc products and zinc sheets See weekly report.



A237 — "Kitchener" packless, quick-opening Bibb, swan neck, China handle.

When you see "Empire" you're sure of Quality.

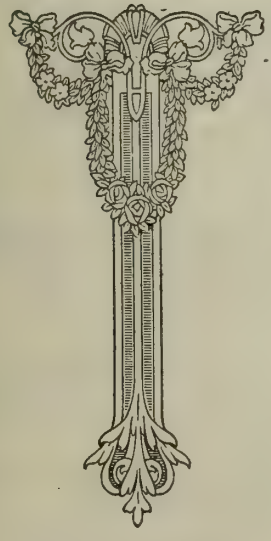
Good Money in "Kitchener" Bibbs

The "Kitchener" Quick-opening, Packless Bibb for kitchen, slop sink and laundry tray has proven a good seller wherever shown. Its ease of operation and quick action, together with the big, smooth, splashless stream it delivers have made it a general favorite with householders.

The "Kitchener" is made of full Empire Quality red metal. It is standardized, which means big business for the dealer who lays in a stock of parts.

EMPIRE MANUFACTURING COMPANY, Limited

LONDON TORONTO



Every order is a RUSH order with us

When you send your order for Electrical Supplies and Auto Accessories to us you have this assurance that it will be filled promptly and shipped immediately.

We work on the assumption that what you want you want quickly—that you're always in a hurry to get goods—that you have a customer waiting.

And so we give you speed. Not speed that disregards everything else, but a highly developed efficiency that gives you exactly what you want in the shortest possible time.

We don't want you to believe this. We want you to know it. Send an order that will test our service.

Great West Electric Company Limited Winnipeg

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX Per lb.
Small quantities $0 45
Larger quantities 0 40
F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID
Bronzing liquid, No. 1. $1.50-$2.00
Banana oil, gal..... 3.50- 4.25
F.o.b. Montreal, Toronto.

BRUSHES
Weighted, 15 lbs., each. $1.35 $2.00
Weighted, 20 lbs., each.. 1.60- 2.25
Acme, 15 lbs., each..... 1 75
Acme, 20 lbs., each..... 2 00
Acme, 25 lbs., each..... 2 35
F.o.b. Toronto.

COATING
Cement Coating $3 00 $3 75
F.o.b. Montreal, Toronto.

COLORS (DRY) Per lb.
Raw Umber, 100-lb. kegs... 7-15c
Burnt Umber, 100 lbs..... 7-15c
Raw Sienna, 100-lb. kegs... 7-15c
Burnt Sienna, 100-lb. kegs... 7-15c
Imp. green, 100 lb. kegs.... 0 23
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k.. 0 12
Indian red, 100-lb. kegs.... 0 15
Indian red, No. 1, 100 lb. k.. 0 06
Venetian red, best bright... 0 04
Venetian red, No. 1 ..... 0 02½
Drop black, pure dry..... 0 15
Golden ochre, 100 lb. kegs.. 0 06½
White ochre, 100 lb. kegs.. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 2½-3¼
Spruce ochre, 100-lb. kegs.. 4c-6c
Canadian red oxide, bbls....2 -2¼
Super magnetic red..... 2¼-2½c
Vermilion 0 40
English vermilion 0 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE
Venetian red, 1 lb. tins, pure 0 15
Indian red 20-26
Chrome yellow, pure 45
Golden ochre, pure 22
French spruce ochre, pure.... 16-18
Chrome green, pure 18-26
French permanent green, pure 24
Signwriters' black, pure 25
Marine black, 5 lb. irons.... 0 17
Lampblack 0 24
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Duralite 7 15
Albagloss 6 05

GLUE Per lb.
Brantford All Round Glue—
Case No. 7—50-lb. pkgs. $28 00
Case No. 8—100 ½-lb. pkgs.. 31 00
Case No. 9—200 ¼-lb. pkgs.. 38 00
Discount.
French medal (prices withdrawn)
English common sheet 30-35
English prima 0 38
White pigsfoot 0 50
Cake bone, 112-lb. bags 0 35
Hide, 112-lb. bags 0 45
Gelatine, 112-lb. bags 45-60
Ground glues, 112-lb. bags, No. 1 30-32
Ground glue, No. 2, 112-lb. bags 28½-24
Do., No. 2, less than bags.. 25

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$10 75	$15 60
26 to 34	11 20	16 85
35 to 40	11 70	17 85
41 to 50	15 40	20 35
51 to 60	16 10	20 80
61 to 70	17 20	22 05
71 to 80	19 35	24 10
81 to 85	....	29 85
86 to 90	....	31 95
91 to 94	....	32 80
95 to 100	....	38 05
101 to 105	....	42 00
106 to 110	....	48 55

F.o.b. Montreal. Discount 5% on box glass.

Discount from pane list 15 and 5%

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount box glass, 40%.
Cut lights, 25%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE
Discounts below apply to plate glass list.
Montreal city price, 10% off list; country, 5%.
Toronto, Hamilton, London, 20%.
For shipments of glass outside of Toronto, Hamilton or London, 10% discount from the list. Freight charges paid to destination, provided the gross list value of the glass is $75 or over. Under $75 in value, 10% discount from the list, f.o.b. Toronto. These prices apply to glass under 90 inches in height. Over 90 inches, then special flat car rates apply.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.52 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE
(Ground in oil.)
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure $15 50		$15 70
Crown Diamond ... 15 50		15 70
Crown Pure 15 50		15 70
Green Seal 15 50		15 70
Tiger Pure 15 50		15 70
Ramsay's Pure ... 15 50		15 70
Moore's Pure 15 50		15 70
O.P.W. Dec. Pure.. 15 50		15 70
Red Seal 15 50		15 70
Decorators' Pure .. 15 50		15 70
O.P.W. English ... 15 70		15 90
Elephant Genuine.. 16 10		16 20

B.B. Genuine Lead, less than tons, $17.40 Toronto; $17.20 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

	Montreal	Toronto
Genuine, 560-pound casks, per cwt.....	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.....	14 75	15 50
Less quantity	16 00	17 00

F.o.b. Montreal. Toronto.

LEAD, ARSENATE OF

	Dry, Pound	Paste. Pound
Barrels, 600 lbs...	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52½	0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO
Tints, 5-lb. packages, per 100 lbs., $7.20; white, 5-lb. packages, $6.60
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report

PAINTS, PREPARED
Price per gallon

Elephant, white	3 70
Elephant, colors	3 30
B.H. English, white	3 80
B.H. English, colors	3 55
Minerva, white	3 65
Minerva, colors	3 50
Crown Diamon, white	3 55
Crown Diamond, colors	3 30
B.H. Frescouette, white	3 30
B.H. Frescouette, colors	3 10
Moore's House Colors, white..	3 50
Moore's House Colors, colors.	3 40
Moore's Egyptian Paint, all colors	2 75
Moore's Floor Paint	2 90
Moore's Sani-Flat	3 00
Jamieson's Crown Anchor....	3 30
C.P.C. Pure, white	3 80
C.P.C. Pure, colors	3 55
O.P.W. Can. Brand, white...	3 35
O.P.W. Can. Brand, colors...	3 10
O.P.W. Can. Brand, floor....	2 70
O.P.W. Flat Wall, white	3 05
O.P.W. Flat Wall, colors....	2 85
Ramsay's Pure, white	3 65
Ramsay's Pure, coors	3 35
Martin-Senour, 100%, white..	3 80
Martin-Senour, 100%, colors.	3 55
Martin-Senour, Porch Paint..	3 55
Martin-Senour, Neutone, white	3 35
Martin-Senour, neutone, col..	3 10
Senour's Floor Paint	3 00
Sherwin-Williams, white	3 80
Sherwin-Williams, colors	3 55
Flat Tone, white	3 30
Flat Tone, colors	3 10
Lowe Bros. H.S., white.....	3 80
Lowe Bros. H.S., colors	3 55
Mellotone, white	3 35
Mellotone, colors	3 20
Sanitone, white	3 30
Maple Leaf, white	3 80
Maple Leaf, colors	3 55
Maple Leaf, floor	3 00
Maple Leaf, flat wall.....	3 10
Pearcy's Prepared, colors.....	2 75
Pearcy's Prepared, white.....	3 15

F.o.b. Montreal, Toronto.

PARIS GREEN

	C.P.	Berger's
	Per lb.	
In barrels, about 600 lbs.	0 60¼	0 61
In arsenic wegs, 250		
In 50 lb. and 100 lb. drums	0 61¼	0 62
In 25 lb. drums.....	0 62¼	0 63
In 1 lb. packets, 100 lbs. in case.....	0 64¼	0 65
In ½ lb. packets, 100 lbs. in case	0 66¼	0 67
In 1 lb. tins, 100 lbs. in case	0 66¼	0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY

	Standard Montreal	Less than tons Toronto
Bulk, in casks $4 10		$4 30
Bulk, 100-lb. drums. 4 95		5.05-5.15
Bulk, 25 lb. drums.. 4 95		5 15
Bulk, 12½-lb. irons. 5 20		5 40
Bladder, in bbls.... 5 20		5 40

Ton lots standard are 20c per hundred pounds less.
Pure Putty, $1.75 cwt. advance.
London and Hamilton prices same as Toronto.

SHELLAC
Pure White, gal., $4.40-$4.50.
Pure Orange, gal., $4.15-$4.25.
Gum Shellac, TN, 70-74c lb.; finest orange, 83-86c; bone dry white, 80-83c.
F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER
Taxite, 1 gal. cans..... 3 00
B.H. Vanisher $2 75
Cumoff 3 00
O.P.W. Presto 2 65
Lingerwett 2 80-3 25
Solvo 3 00
F.o.b. Montreal, Toronto.

TURPENTINE
See weekly report elsewhere in this issue for prices.

SLATING Gal.
Liquid Slating, B.B. $2 20

VARNISHES Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins .....$1.33-$1.45
B.H. Stovepipe Varnish, ½ pints, per dozen 1 54
Elastilite 2 75
Depend-on, list 3 25
B.H. Maritime Spar, list.... 7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.
Elastilite 2 50
Granitine 2 64
Hydrox Spar 3 47
Sun Varnish 2 64
Sun Spar 4 59
Sun Waterproof Floor 3 02
Jasperite Interior and Exterior 2 64
Jasperite Pale Hard Oil..... 1 92
Jasperite Floor Finish 2 64
Jamieson's Copaline 3 02
M-S Marble-Ite Floor 3 29
M-S Wood-Var 3 29
M-S Double Spar 4 57
M-S Finest Interior 3 86
Elastic Interior 2 64
Mar-not 3 52
Quick Action House 2 47
Rexspar 4 62
Sear-Not 3 34
Kyanize Spar 4 95
Kyanize Cabinet Rubbing .. 3 85
Kyanize Interior 3 85
Luxeberry light 3 30
Luxeberry granite 3 52
Luxeberry spar 4 95
Ramsay's Universal 2 64
F.o.b. Montreal, Toronto.

WATER PAINTS
Opalite, 300 lb. bbls..... 0 13½
Opalite, 100 lb. kegs..... 0 14
1 gal. packages, per pkg... 0 75
½ gal. package, per pkg. 0 40
Coralite, 5-lb. pkgs., white 0 05½
Coralite, 5-lb. pkgs., colors 0 06
B.H. Frescota, 5 lbs. white, $6.50; colors 7 00
F.o.b. Montreal, Toronto.

WASTE
Extra Quality XXX.....$0 20
XX Quality 0 18
X quality 0 15
F.o.b. Toronto

WHITE WIPING
XXX Extra 0 21
X Grand 0 19¾
XLCR 0 18½
X Empire 0 17¼
X Press 0 16

WASTE, COLORED WIPING
Quality I 0 14
Quality 1A 0 12
Quality 1B 0 10
No. 5 ..... 0 15
No. 6 ..... 0 13
No. 7 ..... 0 12
Japanese 13½

WIPING WASTE, COLORED
Fancy 16½
Lion 15
Standard 13½
Popular 12
Keen ....
This line subject to trade discount for quantity.

WAX Per lb.
C. & B. Floor Wax.....$0 35
B.H. Wax 0 35
Ronuk Floor Wax lb. 0 38
Berry Bros. 0 34
Imperial Floor Wax..... 0 30
Anchor 0 33
O.P.W. Lion Brand 0 30
Old English 0 45-0 55
Johnsons 0 45-0 55
Jamieson's liquid wax, gal.. 2 75
Gold Medal 0 42
Ramsay's 0 30
S. & W. 0 40
F.o.b. Montreal and Toronto.

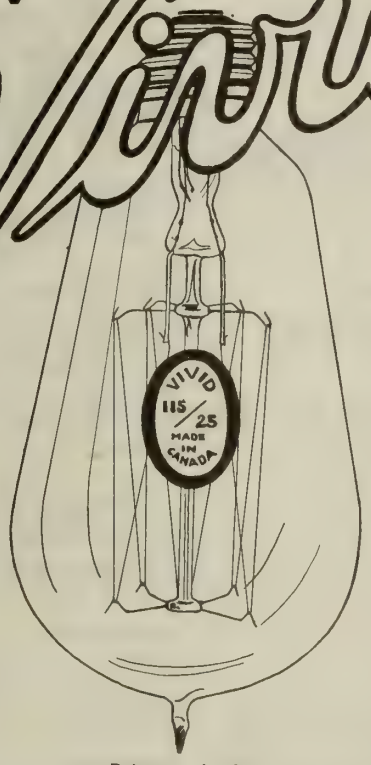
WHITING
Plain, in bbls $2 50
Gilders, bolted, in bbls..... 3 00
F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL Per gal.
In five gallons .....$1.80-$1.90
In barrels ....- 1.70
$4 extra for barrels
F.o.b. Montreal, Toronto, London.

The New Vivid Lamp

Fully guaranteed

Highest Perfection of Manufacture



Its use will prove our assertion

Churton & Taylor
HEAD OFFICE:
53 Yonge St. TORONTO
Phone Ad. 5487

Prices on Application

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.30; ball, $20.50.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regal Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $41; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Singl Bit	$14 50	$18 00
Double Bit	16 50	19 50
Broad axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen			
3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin 20%
Gilmour 60%

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.05 base; other sizes, $5.60 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 33 1-3%; over 6 in., 20 and 10%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOARDS—Wash

	Doz.
Improved Globe	$4 00
Diamond King, Glass	4 75
Western King, Enamel	4 75

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	35
3 x 3 in.	37
3½ x 3½ in.	38
4 x 4 in.	47
4½ x 4½ in.	68
5 x 5 in.	80

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil. 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; ¾, $7.25; Logging, 5-16, 11c; ⅜, 10c; ½, 9¾c; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 55

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks

8, 9, 10 .....62c lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 3 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe	Discount 45%
Nicholson Gen.	Discount 35%

FITTINGS

Malleable	Black	Galv.
Class B	$ 26	$ 36½
Class C	17	26
Bushings	25%	..
Unions	35%	..
Nipples 4" and under	45%	..

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. barrels, 30c lb.; 100-lb. barrels, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$10 50	$15 25
26 to 40	11 50	17 25
41 to 50	15 00	19 50
51 to 60	15 50	20 50
61 to 70	16 50	22 00

GLASS (Plate)

5% off list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $7.25; No. 2 and larger, $7; snowshoes, No. 0 to No. 1, $7.50; No. 2 and larger, $7.25; steel, No. 0 to 1, $7.70; No. 2 and larger, $7.45; featherweight, $8.85.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED

	Apollo and Premier	"Fleur de Lis"
10¾ oz. or 28 Eng.	$11 20	$11 20
28 Am. or 26 Eng.	10 90	10 90
26 Am. or 26 spec.	10 60	10 60
24	10 45	10 45
22	10 45	10 45
18 and 20	10 30	10 30
16 Am.	10 20	10 20

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set. $1 80
Mrs. Pott's No. 50, set. 1 90

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $2 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain $13 00
No. 25, Dash-board 17 50
Short Globe, doz. 13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 00
3	2 70
4	4 75
Barn Door	
5	2 70
8	2 90
9	4 10

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$4 75
New Century B	10 15
New Idea	11 35
Snowball	8 50

MATTOCKS

Pick, $10; cutter, $10.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	4 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$7 75	$8 25
Empress	10 00	10 60
Daisy	6 15	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING—POULTRY

Net Prices Per Roll		
1 in. mesh x 24 in.		$5 95
	30 in.	7 20
	36 in.	8 50
2 in. mesh x 24 in.		2 90
	30 in.	3 40
	36 in.	4 05
	48 in.	5 25
	60 in.	6 55
	72 in.	7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots, all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 35c; Family safety coal oil, 23½c; "Engoline" engine coil oil, 19½c; Summer black oil, 22½c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 46c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $19; less quantities, 20c.

PICKS, Clay, 6-7, $9.60 per doz.

POLISH—

	Doz.
O-Cedar—	
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page.)

Stephens'
REGISTERED TRADE MARK

Every can of Stephens' Paint must satisfy

We realize that our business as well as the business of our dealer-agents is built on the good-will of the public. Therefore we back up our agents with paint that we can and do guarantee. This means that our agents, besides being fully protected against possible loss, have the use of a sales-argument that is usually irresistible. Competition of any kind has no fears for the dealer who can say to his customer, "This paint **will** do what the makers claim for it, **it's guaranteed.**"



And then we make Stephens' Paint so carefully and test it so frequently that we're sure that every can of it will back up all we say and make paint selling increasingly easy for our agents.

If we haven't an agent in your locality we would appreciate hearing from you.

G. F. STEPHENS & CO., LTD.
PAINT and VARNISH MAKERS
WINNIPEG and CALGARY

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18x21 per box, half polish, $10.25; full polished, $11.75; 18x24, half polished, $10.25; full polished, $11.75; 20x28, half polished, $10.25; full polished, $11.75.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 30
1½-lb. tins	0 09

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope, ¼ and over, 55c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell).

Net list.

SAWS, BUCK

Happy Medium, $9.00; Watch Spring, $9.40; Lance Tooth or Lightning Blades, $10.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 loop	11 50
Bush	13 00

SWEEPERS, Carpet—	Each
Bissell's Grand Rapids, jap'd.	$2 85
Bissell's Grand Rapids, nick.	3 20
Bissell's Vacuum	8 00

STEEL SHEETS, BLACK

10 gauge	$8 50
12 gauge	8 50
14 gauge	8 40
16 gauge	8 50
18-20 gauge	8 80
22-24 gauge	8 85
26 gauge	8 90
28 gauge	9 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30. Black Cat and Crescent Scoops—No. 4, $15.80 doz.; No. 6, $16.80; No. 8, $17.80; No. 0, $18.80; Moose & Jones Scoops, No. 4, $16.90; No. 6, $17.80; No. 8, $18.70; No. 10, $19.60.

SOLDER. Per pound, 43 to 44c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $7.50; machine, $8.00 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.80 base.

STEEL HOOPS

½ in., $9.75; ⅝ in., $9.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TRAPS, GAME—	Doz. Victor	H.& N.	Jump
No. 0	$1 80	....	....
No. 1	2 12	$3 25	$2 75
No. 1½	3 17	4 88	4 12
No. 2	4 44	6 83	6 05
No. 3	5 90	9 10	8 05

TUBS—	Wood	Fibre
No. 0	$18 30	$19 75
No. 1	15 65	16 95
No. 2	13 20	14 10
No. 3	11 45	12 00

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply	$0 60
Cotton, 4-ply	0 65

Dozen

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.

Scotch Grey, 40, 12½% discount.

Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, 17½% discount.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.15; less than ton lots, $16.50.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Fort William, $5.10; Winnipeg, $5.50; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 00
8 in.	7 20
10 in.	8 40
12 in.	10 80
15 in.	14 40
Perfect Handle—	
6 in.	13 00
8 in.	15 60
10 in.	18 20
12 in.	23 40
15 in.	31 20
18 in.	41 60

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 13
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 60
36 in.	6 75
Trimo—	
10 in.	$1 45
14 in.	2 00
18 in.	2 90
24 in.	4 15

Dozen

Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Royal Canadian, $51.90 per doz.; Eze, $56.10 per doz.; Bicycle, $63 per doz.; Ajax, $125.80 doz.

Write to our WAREHOUSE DEPT. regarding your needs

BOILER TUBES

We have a large stock of BOILER TUBES of all sizes for immediate shipment.

Reinforcing Bars for Concrete

Shipment from Mill or Stock.

BAR IRON

Carried in all sizes and lengths for immediate shipment. Special prices on certain sizes.

STEEL SHEETS

A complete range from 10 gauge to 16 gauge, for immediate shipment.

SMALL ANGLES

From ¾" x ¾" x ⅛" to 2" x 2" x ¼" in all sizes, thicknesses and lengths.

STEEL PLATES

All sizes from 3/16" to 1" thick, in stock now.

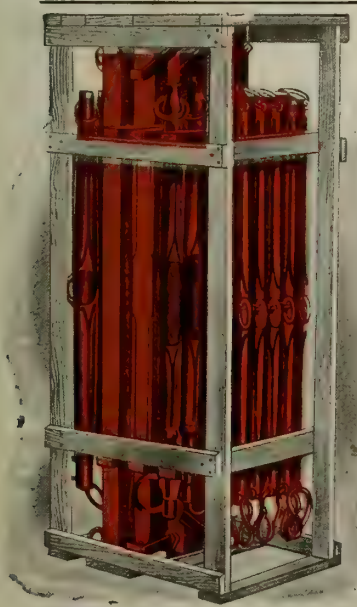
Now is the time to protect yourself against the ever-increasing prices.

We carry on hand, ready for immediate delivery, a 5,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

SEND FOR MONTHLY STOCK LIST.

Manitoba Bridge & Iron Works, LIMITED

WINNIPEG MANITOBA



It Pays to buy Westwo REG'D Wagon Sets in Crates

The Dealer who orders Westwo Wagon Sets in crates secures to himself the extra advantage of having sets perfect in every detail— no bruised woods—no marred finish—just as good-looking as when they left the factory. It costs very little to be assured of this perfection, and having it to add weight to the Westwo absolute guarantee, makes selling easier and business more profitable. Get the Westwo folder which illustrates and describes Westwo Sets, Hitches and Eveners for Wagon, Implement and Plow.

D. Ackland & Son, Ltd.

Winnipeg—Calgary

GUARANTEE

All Westwo Sets are guaranteed, and any defective part will be replaced free.

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If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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The Carborundum Co., Niagara Falls, N.Y.
Canadian B. K. Morton Co., Montreal.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
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Louis McLain Co., Ltd., Winnipeg, Man.
Ware Mfg. Co., Oakville, Ont.

Ammunition
Thos. Birkett & Son Co., Ltd., Ottawa.
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Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

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Thos. Birkett & Son Co., Ltd., Ottawa.
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Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
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Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian Carbon Co., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
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Canada Metal Co., Toronto.
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Empire Mfg. Co., London, Ont.
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Bends, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Bibbs, Basin and Bath Cocks, Fuller
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

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Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets and Rods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boilers, Heating and Range
Empire Mfg. Co., London, Ont.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Bone Grinders
Toronto Lock Mfg. Co., Toronto.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
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Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Builders' Hardware
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.
The Stanley Works, New Britain, Conn.

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Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Specialties
Vol-Peek Mfg. Co., Montreal.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Faultless Caster Co., Evansville, Ind.
Landers, Frary & Clark, New Britain, Conn.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Crowbars
B. J. Coghlin & Co., Montreal.



If you are building a new store or remodeling your old one

It will pay you to investigate the line of "Duluth" Sectional Hardware Store Fixtures. Any arrangement of **Sectional Cabinets** or **Bases** can be made to fit every purse and every stock of merchandise. Whether your store is large or small, we can equip it at a small investment.

Write for our Catalog No. 10C. The largest, finest and most complete catalog of hardware shelving.

Duluth Show Case Company
DULUTH, MINNESOTA

"RETAIL ADVERTISING—COMPLETE"

By

Frank Farrington

Here's the book that you have been looking for to help you solve your advertising problems. No retailer should be without a copy.

It contains lively and instructive chapters on window dressing, sample advertisements, interior advertising, outdoor advertising, business making propositions, advertising special sales, newspaper advertising and many other ideas and suggestions that you can turn into money.

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For Front Doors
For Verandah Furniture
For Motor Boats

DOUGALL'S
Transparent Spar Varnish

will withstand the baking sun, extreme cold, rain and wind, even salt water will not harm it.

It gives long service and is cheapest in the end.

GET PARTICULARS AND TELL YOUR CUSTOMERS ABOUT IT.

The Dougall Varnish Co., Limited
MONTREAL

THE BUYERS' GUIDE

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.
Conductor Pipe, Hooks, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.
Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Cordage
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., Toronto.
Cultivators
J. E. Gilson Mfg. Co., Port Washington, Ill.
C. S. Norcross & Sons, Bushnell, Ill.
Cutlery
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
John Chatillon & Sons, New York, N.Y.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).
Culverts, Corrugated Metal
Winnipeg Ceiling & Roofing Co., Winnipeg.
Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.
Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.
Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.
Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.
Display Racks and Stands
Cameron & Cameron, Toronto.
Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.
Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.
Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.
Door Hangers
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.
Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.
Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.
Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Dusters
Channell Chemical Co., Toronto.
Dynamite
Du Pont American Industries, Wilmington, Del.
Dry Cells
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.
Spielmann Agencies, Ltd., Montreal, Que.
Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.
Egg Cases
Walter Woods & Co., Hamilton.
Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg.
Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg.
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.
Electric Fixtures
Barton Netting Co., Windsor.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.
Electric Grates
Toronto Lock Mfg. Co., Toronto.
Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.
Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Electrical Toys
A. C. Gilbert Co., New Haven, Conn.
Electro-plating
Toronto Lock Mfg. Co., Toronto.
Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Emery Glass and Papers
John Oakey & Sons, London, Eng.
Expansion Tanks
Pease Foundry Co., Ltd., Toronto.
Explosives
Du Pont Powder Co., Wilmington, Del.
Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Extinguishers, Fire
Booth-Coulter Co., Toronto.
Northern Electric Co., Montreal.
Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.
Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.
Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.
Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.
Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.
Ferrules, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Files
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.
Fire Door Fittings
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.
Fire Department Supplies
Booth-Coulter Co., Toronto.
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.
Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co, Winnipeg.
Garden Cultivators and Weeders
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.
Garage Hardware
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.
Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.
Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.
Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Glass, Window, Plate, Ornamental
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.
Glue, Sheet and Ground
Brantford Glue Co., Brantford, Ont.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.
Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.
Glass Benders
Toronto Plate Glass Importing Co., Toronto.
Glaziers' Diamonds
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.
A. Ramsay, Son & Co., Montreal, Que.
Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.
Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.
Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works, Ltd., Hamilton, Ont.
Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.
Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.
Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.
Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
Hangers, Door
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Machinery & Supply Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.
Hangers, Door and Track
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Ferrules, Brass, Iron, Lead
Empire Mfg. Co., London, Ont.
Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg.
Interstate Electric Novelty Co., Toronto.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.
Floor Stands
Jenkins Bros., Ltd., Montreal.
Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.
Flint Cloths
John Oakey & Sons, London, Eng.



The Canada Paint Agency Proposition

The Biggest Business Getter ever offered to Merchants in Canada

It not only increases your trade in paints, varnishes, stains, enamels, etc., but also increases your business in other lines, such as Hardware, etc.

It is a well-known fact that the successful merchant in any district will be found to be C.P. Agents—The confidence which your customers have in C.P. products insures a ready trade for you.

Your customers have used at some time, one or more products manufactured by The Canada Paint Co. with satisfactory results. When they require another line for some other object, it requires very little energy on the part of your clerk to sell them a C.P. product, as they know what these goods will do. There is a line manufactured by The Canada Paint Co. to answer every requirement, and the extensive advertising done by this Company means that C.P. products are in the minds of your customers when they enter your store.

Be a full-line Agent and reap the benefit of the C.P. consumer advertising and dealers' helps. If you are not a C.P. Agent, write us regarding our proposition to-day, and if you have not a full line of C.P. products on your shelves, see that you have a supply to meet the demands of your customers.

The Canada Paint Co., Limited

Makers of the famous

Elephant Brand White Lead

572 William St., MONTREAL **112 Sutherland Ave., WINNIPEG**

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire
Canada Metal Co., Ltd., Toronto.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Hardware Specialties
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Louis McLain Co., Ltd., Winnipeg, Man.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.

Heaters
Beauchamp, J. E., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ice Scrapers
James Bros. Co., Perth, Ont.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Boards
J. E. Beauchamp & Co., Montreal.

Iron, Corrugated
Metallic Roofing Co., Toronto and Winnipeg.
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron Sheets, Black and Galvanized
Dominion Sheet Metal Co., Ltd., Hamilton.

Iron and Steel Bars
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.

Jack Planes
National Machinery & Supply Co., Hamilton.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extension, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.

Lath, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Spielmann Agencies, Ltd., Montreal.

Lamps, Lanterns, Electric, Hand
Canadian Carbon Co., Toronto.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Spielmann Agencies, Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago, Ill.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.

Lace Leather
Wm. Taylor, Parry Sound, Ont.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Mantels and Grates
Barton Netting Co., Windsor.

Marine Brass Work
Empire Mfg. Co., London, Ont.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mendets
Collette Mfg. Co., Collingwood.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Monel Metal
International Nickle Co., New York.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oil Cups
Canadian Winkley Co., Windsor.

BRANTFORD

The Superior All Round

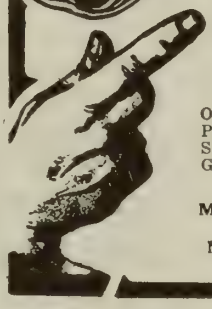
GLUE

You'll find that Glue sold in packages meets with much favor with the consumer—that's "Brantford" Glue. Very economical. Put up in ¼, ½ and 1 lb. packages. Buy from your jobber.

CANADA GLUE CO., Limited - - Brantford, Ontario.

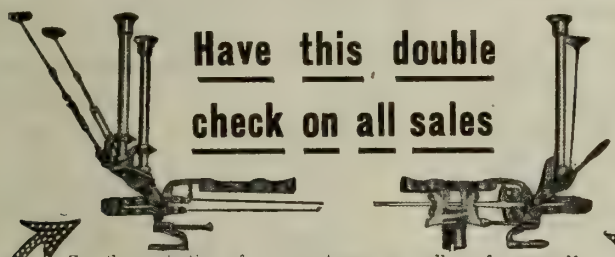
GERMANTOWN

LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA
Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

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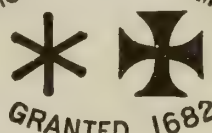
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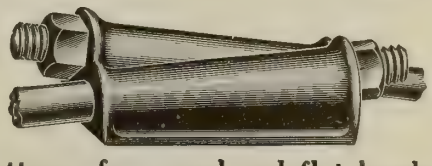
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Metallic Roofing Co., Toronto and Winnipeg.

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McGregor, Banwell Fence Co., Ltd., Walkerville.

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McGregor, Banwell Fence Co., Ltd., Walkerville.

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Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

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Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
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Benjamin Moore & Co., Toronto.

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Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

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Climax Baler Co., Hamilton.
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Dominion Sewing Machine-Phonograph Co., Winnipeg

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Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
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Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto

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Metallic Roofing Co., Toronto and Winnipeg
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Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg

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Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

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D. Ackland & Son, Winnipeg

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Canadian Consolidated Rubber Co., Montreal

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Empire Mfg. Co., London, Ont.

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National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

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Goodell-Pratt Co., Greenfield, Mass.

Poles, Electric Light
Northern Electric Co., Montreal

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Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

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A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
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North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

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R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

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Empire Mfg. Co., London, Ont.

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Jenkins Bros., Ltd., Montreal

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Jas. Morrison Brass Mfg. Co., Toronto

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Jas. Stewart Mfg. Co., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Wrought Iron Range Co., Toronto

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Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.

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Butterfield & Co., Rock Island, Que.

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Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

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Soren Bros., Toronto

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Toronto Lock Mfg. Co., Toronto.

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Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

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Harrington & Richardson Arms Co., Worcester, Mass.

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Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.

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Canadian General Electric Co., Toronto.

Sinks
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Empire Mfg. Co., London, Ont.

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Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Solder
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Empire Mfg. Co., London and Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

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Canada Metal Co., Toronto

Solderall
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Northern Electric Co., Ltd., Toronto
Eclipse Mfg. Co., Indianapolis, Ind.

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Stanley Rule & Level Co., New Britain, Conn.

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Eureka Planter Co., Woodstock

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Beatty Bros., Fergus, Ont.
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Toronto Lock Mfg. Co., Toronto.

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Clare Bros. & Co., Preston
Findlay Bros., Carleton Place
Gurney Foundry Co., Toronto
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock

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Louis McLain Co., Ltd., Winnipeg, Man.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

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Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
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Dominion Sheet Metal Co., Ltd., Hamilton

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Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
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Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
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Martin-Senour Co., Ltd., Montreal
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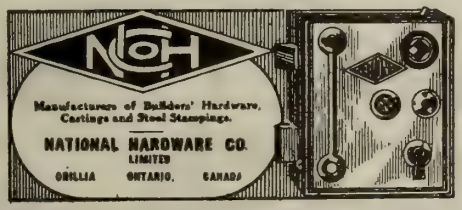
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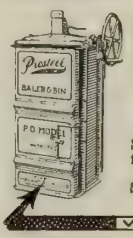
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Sweat Pads
American Pad & Textile Co., Chatham

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Montreal.

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Empire Mfg. Co., London, Ont.

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Dominion Sewing Machine & Phonograph Co., Winnipeg

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Empire Mfg. Co., London and Toronto
National Equipment Co., Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

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Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
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Pratt & Whitney Co., Dundas, Ont.
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Caverhill, Learmont & Co., Montreal
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Landers, Frary & Clark, New Britain, Conn.
Wrought Iron Range Co., Toronto

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Barron Netting Co., Windsor

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Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber Co., Toronto.
McGraw Tire & Rubber Co., East Palestine, O.

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Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Ward & Payne, Sheffield, Eng.

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Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

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D. Ackland & Son, Winnipeg.

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Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

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Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Traps, Game
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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Ward & Payne, Sheffield, Eng.

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Stanley Rule & Level Co., New Britain, Conn.

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Canadian Laco-Phillips Co., Toronto

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R. C. Jamieson & Co., Montreal
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Wheels, Well
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Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal

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Metallic Roofing Co., Toronto and Winnipeg

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Northern Bolt Screw & Wire Co., Owen Sound, Ont.
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London

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Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Dowswell, Lees & Co., Hamilton.
J. H. Connor & Sons, Ltd., Ottawa
Lewis Bros., Ltd., Montreal

Zinc, Bar
Canada Metal Co., Ltd., Toronto

THOS. BIRKETT & SON CO.
LIMITED
Shelf and Heavy Wholesale Hardware
Ottawa, Ontario

Every Article in Hardware Kept Constantly in Stock.
We Solicit Your Valued Inquiries.

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

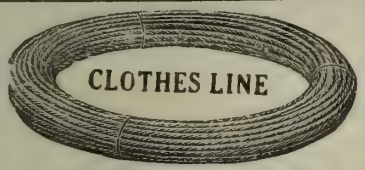
London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS

Manitoba — Bissett & Webb, Limited, Winnipeg

British Columbia—McPherson & Teetzel, Vancouver

Reliable QUALITY



Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE

Smoothest and most pliable made.

Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT.

"Write for HARDWARE and METAL Electro Booklet"

SHARRATT & NEWTH'S

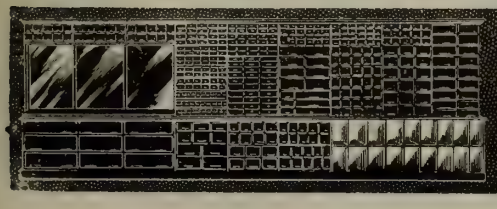
GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal



Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL, Manufacturers
Toronto, Canada

The men who use files every day



Do they buy from you?

They know files—those machinist boys—and they're almost as particular in buying them as you'd be in buying a car. They know what a file should do—what it can do if it's made right.

That's why they always buy "Delta" Files when they can get them. And they buy a lot of other articles you handle—their good-will is worth striving for.

A stock of "Deltas" will put you in a position to get this "professional" business as well as the business of the "amateur" who likes to feel that he's buying the same files that real mechanics use.

We'll help you sell "Delta" Files if you'll take the agency for your district. We use tried methods that bring the business. You think it over and in the meantime ask us for further particulars.

TRADE MARK
DELTA

DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg.

ALL LEADING JOBBERS

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

Acme Waste Mfg. Co.

Cotton and Wool Waste Manufacturers

482 Wellington Street West, Toronto, Ont.
5 Queen Street, Montreal, Que.

Western Representatives:

P. A. C. McINTYRE & CO.
206 Scott Block, Winnipeg, Man.

Write to any one of these places when in need of waste.

AUTO RIMS



Any size you may require in any quantity. We have a strong line of Auto Bumpers, Lock Washers, Auto Curtain Fasteners, Handles and Locks, Tie Chains, Auto Springs, Auto Clips, Enamels, Varnishes, Japans, Bolt Ends, Turn Buckles, Carriage, Machine and Stove Bolts, Nuts, Rivets and Washers.

C. KLOEPFER, LIMITED
44-50 Wellington Street East, TORONTO
And at Guelph

Arctic Metal

QUALITY

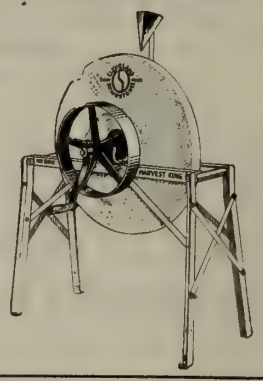
should be the first consideration when purchasing Babbitt Metal. Order Arctic Metal and satisfaction is assured.

"We guarantee what we make"

Tallman Brass & Metal Co.
HAMILTON ONT.

CLEVELAND GRINDSTONES

IT'S IN THE GRIT



Just as there is coarse and fine sandstone, so, too, we have hard and soft sandstone, depending upon the firmness with which sand particles are bound together by Nature.

Let our experts select right hardness for your trade.

Send for catalog and tell us your jobber's name. Write for folder, "Selection and Care of a Grindstone."

The Cleveland Stone Co.
Leader-News Bldg., Cleveland, Ohio

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

LACE LEATHER

in

Sides, Backs and Cut;
Raw-Hide and Tanned

W. TAYLOR
TANNER
PARRY SOUND, ONT.

How Often Do Your Customers Come Back?

What makes Customers come back?"

Fair dealing, courtesy and selling an article with a steady demand.

Does selling wheelbarrows or lawnmowers bring customers back often?

No.

What line can the Hardware dealer handle that will keep him in constant touch with a larger number of customers?

Automobile Oils and Greases.

Why?

Because they are articles of steady consumption. Every year brings a bigger increase in the already large army of motorists who are buying automobile lubricants. By stocking Polarine Automobile Lubricants you can make the motorists in your town or vicinity patrons of your store. You can not only add profit to your business by selling them their motor oils, but it offers you an opportunity to increase your business in your regular Hardware lines.

Automobile Lubricants are a real business-builder with the best kind of patron—the motor car owner.

What is a good motor oil to handle?

POLARINE.

It is made in two grades, POLARINE and POLARINE Heavy, and is put up in barrels, half barrels, 1 and 4 gallon cans. There is also a special half gallon size for the Ford car, and a 12½ gallon steel keg equipped with a reversible faucet.

Polarine is already the best known motor lubricant made. It is consistently advertised each year in a large list of newspapers, farm journals and motoring magazines throughout Canada.

Our dealers' proposition offers you a profit of 33 1-3% or more, according to the quantity you sell.

Write to Imperial Oil, Limited, Room 704, Imperial Oil Building, Toronto, for full particulars.

Polarine
FRICTION REDUCING MOTOR OIL

IMPERIAL OIL, LIMITED

BRANCHES IN ALL CITIES

MACLEAN'S MAGAZINE for FEBRUARY

John Bayne Maclean Robert W. Service
Agnes C. Laut George Bernard Shaw
Archie P. McKishnie Alan Sullivan, *et al.*

The Ending of the War—When? How?

JOHN BAYNE MACLEAN writes with amazing courage and information about the war situation, past and present, in the February issue of MACLEAN'S MAGAZINE. He tells of the bungling of politicians in Britain and elsewhere—men of Cabinet rank who baulked the military and naval leaders, and in his exposures he includes some military and naval men. What Colonel Maclean writes rubs some men the wrong way—those who have "ostrich minds." But the whole English-speaking world is Colonel Maclean's debtor for publicly stripping away the concealments of truth, and letting the world see things as they actually are. Colonel Maclean's contribution is entitled "Why We Are Losing The War."

The Eternal Irish Question

this time dealt with by that surprising, bold-thinking, unharnessed man, *George Bernard Shaw*. Mr. Shaw puts the Irish Question forward in a fresh way, and proposes a novel—yet not impracticable—solution. Writing in trenchant style, and always sensibly, Mr. Shaw is worth reading. MACLEAN'S MAGAZINE shares with a London (England) daily paper the right to publish this article by Mr. Shaw. In passing, we desire to suggest to you that the class and quality of articles and contributors which MACLEAN'S MAGAZINE is securing are matters for all Canada to have pride in.

It scarcely needs to be said that such a wealth of good reading matter, much of it of first-class current interest, makes MACLEAN'S MAGAZINE take its place fairly alongside the best magazines in the world.

FICTION

THE WINNING OF YOLANDE

A delightful love story, the third and last of a series by Ethel Watts Mumford.

IN THE SHADOW OF OLD CREATION

A strong story of adventure by Archie P. McKishnie.

THE PAWNS COUNT

Another long instalment of the secret service serial by E. Phillips Oppenheim.

THE MAGIC MAKERS

Second instalment of the strong Canadian serial story by Alan Sullivan.

ALL THE USUAL DEPARTMENTS

The Business Outlook.
The Investment Situation.
Books.
Women and Their Work.
Review of Reviews.

THE BEST NUMBER YET.

At All News-Stands 20c.

Ford ONE-TON TRUCK

COUNTRY-WIDE interest and comment have followed the recent appearance on the market of the new Ford One-Ton truck.

It is now possible to get a serviceable commercial car of one-ton carrying capacity that also embodies the desirable qualities of Ford sturdy construction and low up-keep expense.

The Ford passenger car has proved itself the most economical and serviceable automobile in the world. And this latest Ford model differs from the standard Ford chassis only in being constructed for heavy-duty service.

The frame is built of heavy steel, and the wheel base has been lengthened to 124 inches. A worm drive is used, and rear wheels are equipped with solid tires. Front tires are pneumatic. The standard Ford motor, transmission and ignition are embodied in the truck.

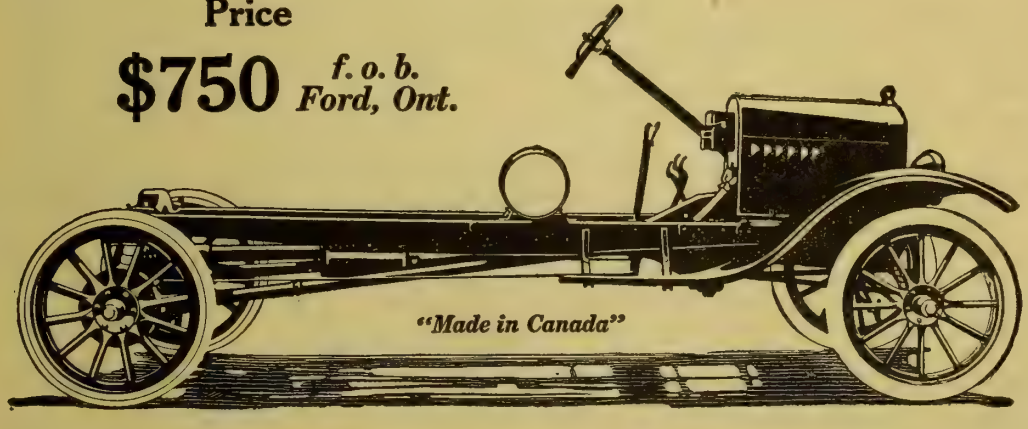
The Ford truck is supplied as a chassis only. This allows the purchaser to equip his car with any style of commercial body to suit the individual requirements of his business. It is an easy matter to get this equipment, for many of the leading body builders of Canada already have developed standard bodies of the various styles, made specially to fit the Ford truck.

Ford service has contributed in no small way to the reputation of the Ford car for day-in-and-day-out dependability. This same universally satisfactory service is available to owners of Ford trucks—an important thing to consider.

Realizing that a Ford model of the popular one-ton capacity would find immediate favor, this new truck is announced. Don't fail to see it on exhibit at the Ford service station in your town.

Price

$750 *f. o. b. Ford, Ont.*



See any Ford Dealer in Canada, or write for a catalog

Ford Motor Company of Canada, Limited
Ford, Ontario

SHALER

5 Minute Vulcanizer



Mends Tubes in 5 Minutes

EASY TO USE---EASY TO SELL

Every buyer of a SHALER 5-Minute Vulcanizer becomes a booster! Every motorist who buys one shows it to his friends—gives them a demonstration—because it is such a wonderful thing.

This means big sales for you. As soon as you start selling the SHALER 5-Minute Vulcanizer, your customers will spread the news. You will quickly notice new faces in your store—new customers passing their money across your counters.

Complete Outfit With 6 Round and 6 Oblong Patch Units $2.00 in Canada

The dozen patches and combustible discs that go with the vulcanizer are soon used up—and the motorist comes back to you for more. He pays you 75 cents for every dozen of these units. You make a good profit.

Can you realize what a big repeat business this means for you? Can't you see how it will bring car owners into your place for additional "ammunition"—who will also buy other goods? And that is what you need to build up your business.

Place Your Oraer With Your Jobber NOW!

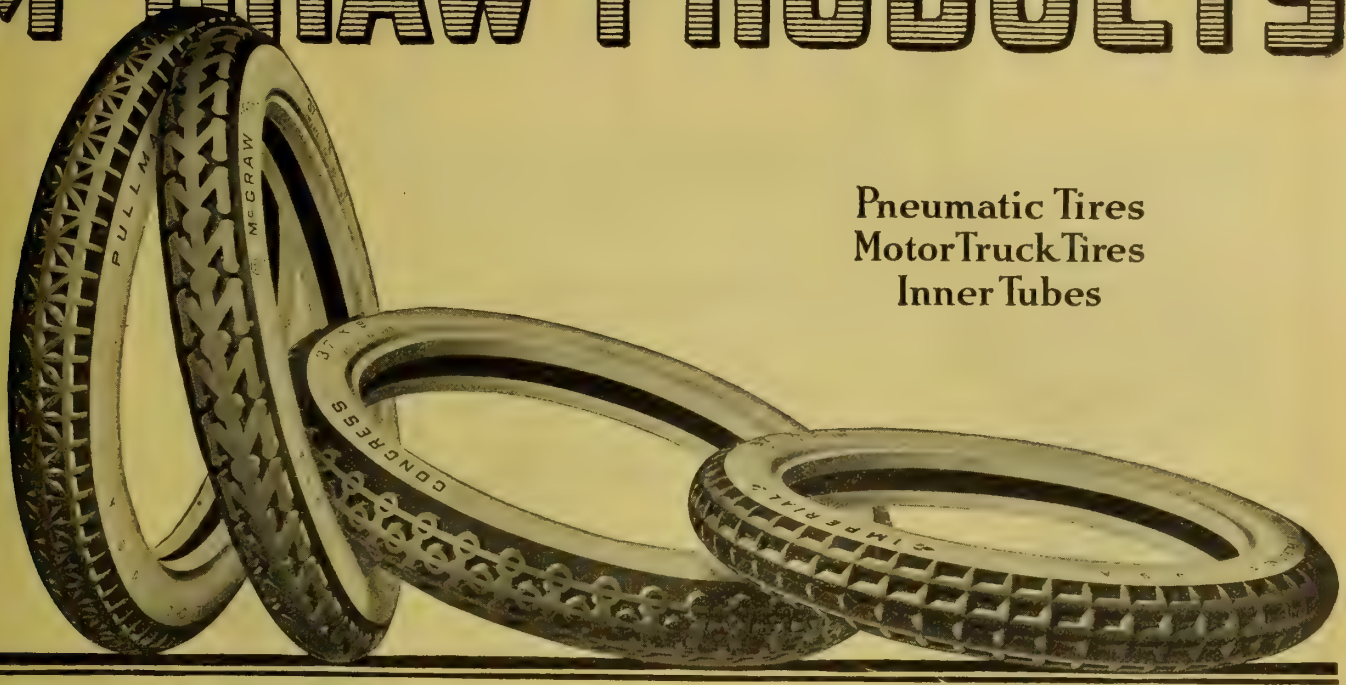
Don't delay! The enormous demand for SHALER 5-Minute Vulcanizers has exceeded our factory capacity to make deliveries. We are building a large 3-story addition to our plant. But—to make sure of prompt shipments—place your order with your jobber now—specifying date of shipment desired.

Complete catalog of full line of SHALER Vulcanizers for Motorists, Garages and Repair Shops mailed on request

C. A. Shaler Company, 1500 Fourth Street, Waupun, Wis., U.S.A.

If interested, tear out this page and keep with letters to be answered.

McGRAW PRODUCTS



Pneumatic Tires
Motor Truck Tires
Inner Tubes



Coöperation

COÖPERATION with distributors has been a prime factor in the rapid and steady growth of the McGraw business.

In addition to an efficient field service, we maintain a merchandising department to assist dealers in making frequent turn-overs of their stocks and to enable them to develop a profitable, permanent tire business.

The McGraw system of district warehouses assures the dealer of quick delivery and efficient service from our jobbing distributors.

Let us tell you the details of our selling plan and methods of dealer coöperation and service.

The McGraw Tire & Rubber Co.
East Palestine, Ohio

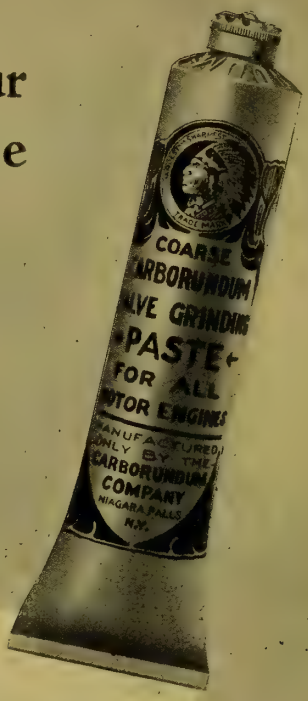
Distributing Warehouses . . New York . . Atlanta . . St. Louis . . San Francisco

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To be added to your line of automobile accessories —

Carborundum Valve Grinding Compound



A Carborundum product well worthy of the name—a well advertised sales and profit producer.—Add it to your accessory line.

Carborundum Valve Grinding Compound is an absolutely uniform mixture of Carborundum grains and a high-grade grease.—It cuts clean and fast, leaving a true, unscored valve seat, and it does its work quicker—better.

¶ In handy combination cans and tubes for the car owner. In one- and five-pound tins for the garage man.

When you order be sure that you ask for our display sales helps

THE CARBORUNDUM COMPANY

NIAGARA FALLS, N. Y.

Fairbanks-Morse

AUTOMOBILE ACCESSORIES

Inland Piston Rings

Thermoid Brake Lining

Bethlehem Spark Plugs

Car Lighting Systems

Spring overhauling of cars brings more business—if you have the goods.

Fairbanks-Morse Auto Accessories give excellent dealer profits. Our Dominion-wide warehousing facilities back up the dealer with prompt deliveries.

Get your name on our mailing list for a copy of our 1918 Catalogue.

THE CANADIAN FAIRBANKS-MORSE COMPANY, LIMITED.

CANADA'S DEPARTMENTAL HOUSE FOR MECHANICAL GOODS

St. John Quebec Montreal Ottawa Toronto Hamilton Windsor
Winnipeg Saskatoon Calgary Vancouver Victoria

IVER JOHNSON

Safety Automatic **REVOLVER**

Unprecedented Sale of Revolvers Continues

There's not a sign of a let-up in revolver sales. Dealers everywhere tell us they have never seen anything like the tremendous continued demand for good, small arms. Don't slack up a bit after Christmas! A little extra drive on Iver Johnson revolvers in January should bring in a nice, clean, quick profit.

Have you a *full* line? No stock is complete without several Iver Johnson Hammer and Hammerless models fitted with Regular, "Perfect" Rubber or "Western" Walnut grips. Order from your jobber.

Iver Johnson's Arms & Cycle Works

330 River Street, Fitchburg, Mass

New York: 99 Chambers Street
San Francisco: 717 Market St.



The popularity of the "SPHINX"



affords an excellent argument why you should sell these world-renowned plugs.

You should sell them because they are guaranteed (without reservation or time limit) to give the fullest measure of satisfaction, remembering that satisfied customers are an asset.

To refer your customers to the Sphinx guarantee is to clinch the sale every time.

Write me, and I will quote you the trade prices which ensure abundant profit on every deal.

Sole Agent for the Dominion :

WM. T. EVANS

1684 St. Urbain St. Montreal

Manufacturers:

SPHINX MFG. COMPANY

BIRMINGHAM, ENGLAND



Bedrock in Auto Tire Prices

¶ No other **standard** make of tires can be purchased at lower prices than Dunlop Tires sell at. (If so, they must be "seconds.")

¶ No other **standard** make of tires can show reasons why they should be purchased at higher prices than Dunlop Tires sell at.

¶ Tires lower-priced than Dunlop mean a loss to you **in the end.**

¶ Tires higher-priced than Dunlop mean a loss to you **at the beginning** and **no gain to you in the end.**

¶ If anybody tells you they have lower-priced tires than Dunlop, tell them possibly so but more than likely their tires are Unknown and Untried.

¶ If anybody tries to sell you higher-priced tires than Dunlop, ask them to name a single virtue in their product not found in Dunlop Tires —"Traction Tread," "Special," or "Plain."

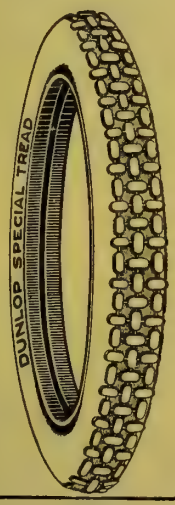
¶ Dunlop prices are standardized prices for standardized Quality. Dunlop Tires have been made in Canada since 1894. Therefore, Dunlop means "Dean of the Tire Industry."

ELASTICITY, QUALITY

Both are permanent with

DUNLOP SEAMLESS TUBES

Made by a patented process. It costs you no more to get the most in Auto Tube Merits.



The Dunlop Catalogue A. IA. gives a first-hand idea of the completeness of the Dunlop Line. You should have a copy that you may not only know more about Dunlop Tires and Tubes, but that you may also further appreciate the excellence of Dunlop Accessories.

Dunlop Tire & Rubber Goods Co., Limited

HEAD OFFICES AND FACTORIES: TORONTO

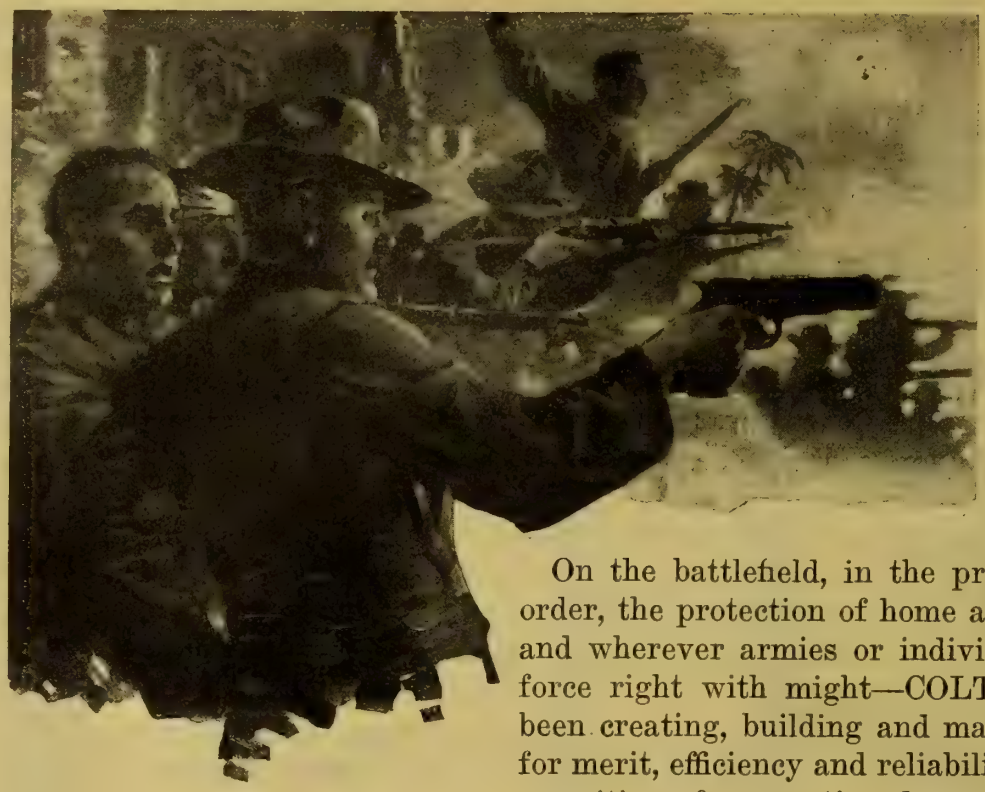
Branches: Victoria, Vancouver, Edmonton, Calgary, Saskatoon, Regina, Winnipeg, London, Hamilton, Toronto, Ottawa, Montreal, St. John, Halifax

Makers of High-Grade Tires for Automobiles, Motor Trucks, Bicycles, Motorcycles and Carriages; and High-Grade Rubber Belting, Packing Fire Hose and General Hose, Dredge Sleeves, Military Equipment, Mats, Tiling, Heels and Soles, Cements, Horse Shoe Pads and General Rubber Specialties.



DUNLOP TIRES

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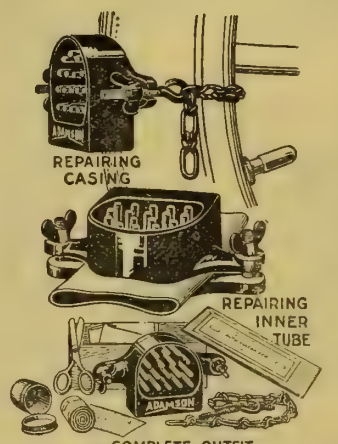
COLT

Firearms

"THE PROVEN BEST BY GOVERNMENT TEST."

On the battlefield, in the preservation of law and order, the protection of home and country—whenever and wherever armies or individuals have had to enforce right with might—COLT'S FIREARMS have been creating, building and maintaining a reputation for merit, efficiency and reliability that has resulted in a position of unquestioned superiority.

Colt's Patent Fire Arms Mfg. Co., Hartford, Conn., U.S.A. or A. MacFarlane & Co., Coristine Bldg., Montreal



COMPLETE OUTFIT

For all casings and tubes.
Model "U" $3.50

ADAMSON



5-Minute Vulcanizer. Model E

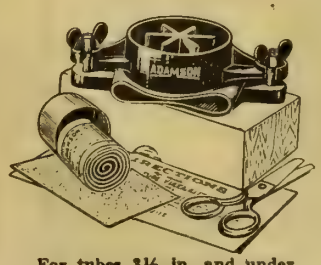
Meets the demand for a light and handy outfit for the quick repair of tube punctures.

Uses common gasoline—the most convenient and dependable fuel. Will vulcanize your tubes *anywhere* in five minutes.

Designed on the same proven principles that have made ADAMSON Vulcanizers the most practical and largest selling line in the world.

Sells complete with a box of a dozen "Adamson" 5-minute Repair Gum Patches, for $1.50. Extra box of 12 patches only 25c each.

DEALERS: This outfit will be a tremendous seller—Order now from your Jobber.



For tubes 3½ in. and under.

Sold by all Jobbers

ADAMSON MANUFACTURING COMPANY

Hamilton, Canada



Adamson Repair Gum.

If interested, tear out this page and keep with letters to be answered.



Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins


"Oil Cup"


"Ratchet"



"Plain"


"D"


"N"


"M"

Catalogues and Prices
Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.

Automobile SKATES

are not for hockey players only. There are Automobile Models for pleasure skating and figure skating which are as perfectly adapted for these purposes and as popular as Automobile hockey skates.

Canada Cycle & Motor Co., Ltd.

Makers of Good Bicycles and Automobile Skates

Montreal Toronto WESTON Winnipeg Vancouver



Mr. Local Dealer,





Selling "North Star Multiples" will effect a splendid increase in your Battery business and pay you a good immediate profit.

Specially designed for:—
Automobile Ignition and Lighting
Motor Boat and Gas Engine Service.

Selected cells put up in an attractive blue moisture proof case. Every cell is insulated from the case and from the other cells. Heavy copper ribbon soldered to the terminals is used for connecting the cells, which are surrounded by a waterproof insulating compound. Just connect two wires to the binding posts and the battery is then ready to operate. A convenient handle is provided for carrying.



Made in several sizes to give various voltages and capacities.

Make sure your jobber understands it's "North Star" Multiples you want.

The Western Battery for the Western Need.

CANADA DRY CELLS, LIMITED
WINNIPEG

If interested, tear out this page and keep with letters to be answered.

ANNOUNCING THE

H & R Self-Loading (Automatic) Pistol

Caliber .32 (7.65 M/M)



A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

LEADING HARDWARE AND SPORTING GOODS JOBBERS CAN SUPPLY.

HARRINGTON & RICHARDSON ARMS COMPANY

715 PARK AVENUE, WORCESTER, MASS., U.S.A.

Johns-Manville Fire Extinguisher

Tell your customers to protect both car and cargo

Your customer's truck is probably insured—but how about his cargo? With the country at war a burned cargo is more than a commercial loss, it's an advantage to the enemy.

Not one cargo, but every load that the truck carries is adequately protected when there's a Johns-Manville Fire Extinguisher aboard.

It's the only one-quart extinguisher with a two-way method of operation—discharged either by pumping, or in tight corners by air pressure previously pumped up.

Entitles car owners to 15% reduction in automobile fire insurance premiums.

Trade details sent on request.

THE CANADIAN H. W. JOHNS-MANVILLE CO., LIMITED

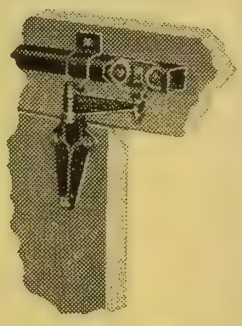
Montreal Toronto Vancouver Winnipeg
London Hamilton Ottawa

Price in Dominion of Canada, Brass or Nickel Finish, Bracket included, $12.00 East of Calgary; Calgary and West, $12.50.



If interested, tear out this page and keep with letters to be answered.

WAGNER



All Hangers Equipped with Roller Bearings.

Barn Door Hangers and Track

SELF-CLEANING EASY RUNNING

Write for catalogue and prices

Garage Door Hangers and Track

Cushman Motor Works of Canada, Limited

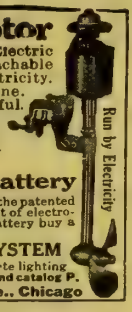
Builders of Famous Light Weight Engines

Winnipeg, Canada

Electric Row Boat Motor



Make your Row Boat an Electric Launch. Buy a Jewel Detachable Row Boat Motor run by electricity. No odor or dangerous gasoline. Simple, noiseless and powerful. Attaches to any Row Boat and runs on two six volt Batteries. This is our 5th successful season.



Open Window Battery

Look inside your storage battery through the patented open window. See condition of plates and height of electrolyte. If you need a new automobile starting Battery buy a Jewel and save money. 6-60 Special $8.50.

MOTORCYCLE ELECTRIC LIGHTING SYSTEM

The Jewel Generator Motorcycle Storage Battery and complete lighting system is in great demand. **Agents wanted. Write for prices and catalog P.**

JEWEL ELECTRIC COMPANY, 112 N. Fifth Ave., Chicago

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to **Retail Advertising Complete**

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1 00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., Maclean Publishing Co.
TORONTO

"Write for HARDWARE and METAL Electro Booklet"

TRADE **MARBLE'S** MARK
Safety Axes

Marble's Safety Axes are famed the world over because of their QUALITY and practical usefulness. They are not only advertised everywhere, but they have the QUALITY that makes every customer a booster. That's why sales show steady increase every year. The experienced sportsman sticks to Marble's Axes, Knives and other Specialties because he KNOWS there are no better made—and he advises others to follow his lead.

Trade Supplied by Jobbers See YOUR jobber or write to-day for complete catalog and liberal discount to dealers.



GUARD FOLDED

No. 2 Safety Axe

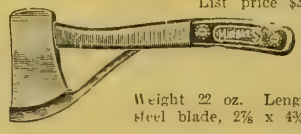
Steel handle. Weight 20 oz. Length 11 in. Solid steel blade, 2⅜ x 4 in. List $2.50.



GUARDED

No. 3 Safety Axe

Steel handle. Weight 27 oz. Length 12 in. Solid steel blade, 2½ x 4⅜ in. List price $3.00.



No. 6 Safety Axe

Weight 22 oz. Length 12 in. Hickory handle. Solid steel blade, 2⅜ x 4¾ in. List price $1.50.

MARBLE ARMS & MFG. CO.

000 Delta Ave. ***Gladstone, Mich.***

Service Life

The initial short circuit reading of a dry cell has no bearing on the amount of actual service obtained.

It is not difficult to produce a high amperage battery—say one reading 30-35 amperes—for all that has to be done is to decrease the internal resistance. For example, if you leave out a portion of the active material and replace with a low resistance inactive material, you reduce the internal resistance and raise the short circuit amperage, but this cuts down the service capacity—meaning short life.

Test after test of batteries in actual service has proven that for ignition or heavy current drain a battery around 26-28 amperes is most economical. For telephone or where current drain is light 22-24 amperes.

20% higher amperage does not mean 20% more service. Reverse this and you are nearer correct.

Canadian Carbon Co., Limited

Manufacturers of "Master" Batteries and Flashlights

96 King St. W. **Toronto**



THE "MASTER"



FIRE PROOF

BOWSER ESTABLISHED 1885

PAINT OIL STORAGE SYSTEMS

Are you satisfied with your present method of storing and handling paint oils? Is it safe? If not, you can make it so, by installing the Bowser Paint Oil Storage System. Bowser Systems not only remove the danger of fire, but place the handling of paint oils on a clean, profitable and systematic basis.

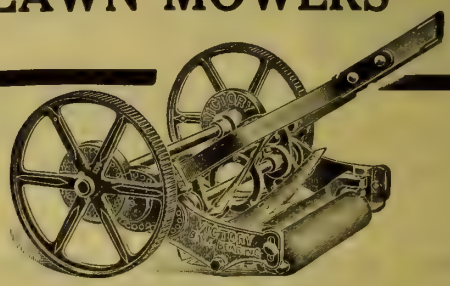
Write for interesting literature. No obligation.

S. F. Bowser & Co., Inc., Toronto, Ont.

SALES OFFICES IN ALL CENTRES.
REPRESENTATIVES EVERYWHERE.

TOWNSEND'S

LAWN MOWERS



BUILT LIKE A WATCH

TOWNSEND MOWERS are superior in every feature of design and construction. In strength, durability and high character of work they do, they have no rivals.

No Noise but the Swish of the Blades

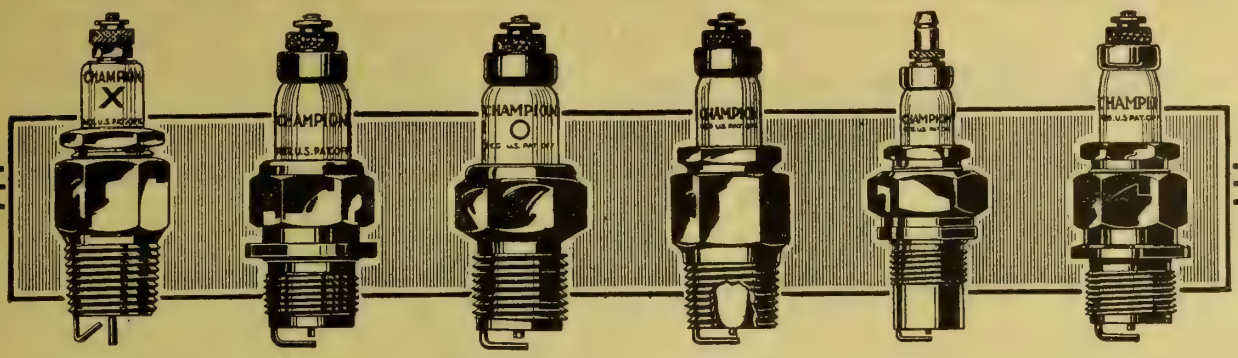
All Blades are of crucible steel, oil tempered. **Ball Bearings** originally adapted to lawn mowers by Mr. Townsend, insure easy, quiet operation. **Triple Compound Gears** permit of maximum strength with minimum weight. They are entirely enclosed and prevent dirt or grass clogging the pinions. Handsomely finished in colors and gold.

We manufacture a full line of mowers for use on Golf Courses. Send for complete illustrated catalogue and trade terms.

S. P. TOWNSEND & CO.

ORANGE **NEW JERSEY**

If interested, tear out this page and keep with letters to be answered.



Champion "X" for Ford cars. Price 75c.

Champion "Heavy Duty" for medium powered cars. Price $1.

Champion "O" for Overland cars. Price $1.

Champion "Conical" for Studebaker cars. Price $1.

Champion "Long" for McLaughlin cars. Price $1.

Champion "Regular" for Maxwell cars. Price $1.

Protect Your Spark Plug Profits

Guard each element which enters into your sales of spark plugs—carry the plugs that move quickly, plugs that bring the most business and the most profits.

The normal sale of

Champion

Dependable Spark Plugs

yields the dealer more profits than the forced sale of any other line. An appreciative buying public together with the development of a Champion Dependable Spark Plug for every kind of motor has placed Champions in the fore.

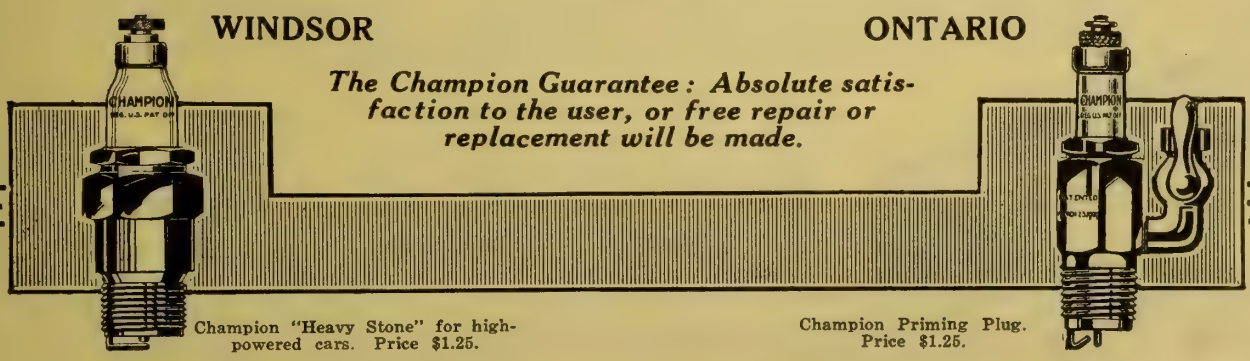
To-day more Champion Spark Plugs are manufactured and used than all other makes combined. A full line on your shelves means satisfied customers and more profits for you, for no matter what car your customer owns there is a Champion developed to get the maximum power out of it.

A full line of Champions backed by a little selling effort is full protection of your spark plug profits. Order from your jobber to-day and get the maximum benefit of our consumer advertising.

Champion Spark Plug Co. of Canada Limited

WINDSOR **ONTARIO**

The Champion Guarantee: Absolute satisfaction to the user, or free repair or replacement will be made.



Champion "Heavy Stone" for high-powered cars. Price $1.25.

Champion Priming Plug. Price $1.25.

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HOYT METALS

MEMO

February 9th

for your Babbitt Metal file

QUALITY

looms as large in alloys as in anything you buy or sell. That's why it means so much to you to sell those high quality Babbitt Metals — "Nickel Genuine," "Trojan" and "Frost King." Quality of raw materials and extreme care in the mixing have always been considered of paramount importance in the manufacture of Hoyt Metals. It is a point of pride that Hoyt Babbitts have in all cases stood up handsomely under all tests to which they have been subjected.

You will readily understand the importance of passing on to your customers metals which are so perfectly made and so uniformly effective under all conditions.

We would like you to look over our price list. Shall we send it?

HOYT METAL CO., Toronto

NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.

Wanted

SIUTATIONS VACANT

WANTED—TINSMITH FOR COUNTRY SHOP —must be competent, reliable, exempt from military service. Good salary paid to right man. Apply Drawer A, Rocanville, Sask.

WANTED—A SOBER, ENERGETIC HARDware salesman for retail store. A man who can fill this position can draw a manager's salary and assume management as soon as he proves good. Apply Frank McLagan, Prelate, Sask.

WANTED—CANADIAN IRON FOUNDER TO manufacture cast iron rainwater pipes with ears. British patterns. Diameters 2", 2½", 3" and 4". Weights, 16, 20, 23 and 32 lbs. per 6 ft. length overall. Diameter of pipes are measured in to out. Hugh Girvan, 120 Cannon St., London, E.C. 4, England.

WANTED — THOROUGHLY COMPETENT foreman for tinshop in Maritime Provinces. Man with some knowledge of cornice work preferred. No boozer need apply. Apply A. B. C., care of Hardware and Metal, Toronto.

WANTED—BY OLD ESTABLISHED MANUfacturers' agent in Montreal, bright young man with some hardware and metal experience, speaking French and English preferred, as assistant and traveller. References as to character, ability and experience required, also state salary expected. Box 738, Hardware and Metal.

POSITION WANTED

WANTED—POSITION AS MANAGER FOR retail store, in city or country, or as city or country salesman; 15 years general hardware experience. Box 737, Hardware and Metal.

MARRIED MAN, 35 YEARS OF AGE, SEEKS permanent position with good salary to start and sure prospects for future. Over twelve years' experience in hardware, wholesale and retail. Capable of managing large concrn. Prefer large town or small city. Send your proposition in detail. I will satisfy you as to my ability. Apply Box 734, Hardware and Metal, Montreal Office.

FOR SALE

FOR SALE — HARDWARE, FURNITURE, stove and tin business. Good farm trade. R. McClanahan, Belwood, Wellington County.

HARDWARE BUSINESS FOR SALE—IN AN Ontario marine town; $4,000 stock at a discount. Owner wishes to retire. Box 735, Hardware and Metal.

FOR SALE — HARDWARE STOCK AND buildings, living rooms over. Machine agency in connection. In Saskatchewan. Stock about $5,000. Good terms to right man; must have some cash. Good reasons for selling. No city property wanted. Apply Box 732, Hardware and Metal.

FOR SALE, AT A LIBERAL DISCOUNT—2 National cash registers, cost $210.00 cash; 1 Taylor safe, cost $150.00; 1 oval glass counter show case, cost $30.00; 1 set of tinners' tools, cost $250.00. J. H. Millard, Melfort, Sask.

FOR SALE—A NUMBER OF MACHINES for use in tinshop. These are second-hand but in good repair; will be sold cheap. T. I. Thomson, Limited, Owen Sound, Ont.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

FOR SALE

FOR SALE—BUILDING AND HARDWARE stock in good live Saskatchewan village. Stock on hand about $6,000. Living rooms above. Good opportunity and terms for right man. Box 726, Hardware and Metal.

HARDWARE BUSINESS FOR SALE—IN A Northern Ontario town of 8,000 population. Stock of shelf and heavy hardware, in excellent condition. Stock can be reduced to about $15,000.00. Will sell or lease premises. Owner has been in business over twenty-five years and wants to retire. Box 730, Hardware and Metal, Toronto, Ont.

MISCELLANEOUS

WANTED—TO REPRESENT A GOOD LIVE proposition in Manitoba or Western Canada. Headquarters now in Winnipeg, where a good connection is already established. Fifteen years' experience in general hardware, stoves and paints, and can furnish first-class business and bank references. Apply Box 731, Hardware and Metal.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

OWL BABBITT METALS

YOU can success fully handle Babbit Metals if you always specify Owl Brand Made in the West.

OWL METAL COMPANY LTD.

WINNIPEG MAN.



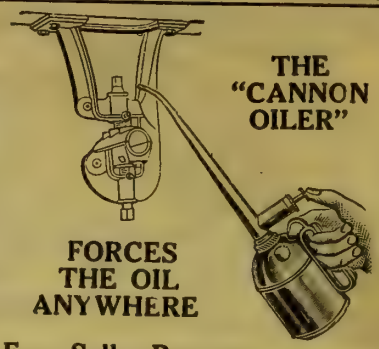
Milbradt Ladders



will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write to J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Marshall-Wells Co., Ltd., Winnipeg, or direct for catalog giving prices of a large number of styles we manufacture, suitable for all kinds of shelving.

John Calander Mfg. Co
155 E. 13th St.
St. Paul, Minn., U.S.A.



THE "CANNON OILER"

FORCES THE OIL ANYWHERE

Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver.

Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.

A sure good sale and splendid profit. Order it now.

THE CANNON OILER CO.
Successor
R. E. BLOOMER, Keithsburg, Ill., U.S.A.
Mfrs. The Original and Genuine "Cannon Oilers"

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

VOL-PEEK

WILL STOP THE LEAK



People In Your Town Have Leaky Kettles

They'll buy "VOL-PEEK" on sight because it makes a $1 leaky kettle as water-tight as new.

It is like a stiff putty, easily applied with the fingers; hardens in two minutes.

Comes in attractive display stands which will attract the attention of your customers. Sells quickly and gives you a good profit. From your wholesaler, or write us direct.

H. NAGLE & CO.
Box 2024 MONTREAL

15 cents

HERE'S A PROFITABLE SIDE LINE.

The Pantaphone will occupy little space on your floor, and no one who comes into your store can pass its beautiful cabinet without displaying pleased interest. And anyone who is interested will be quickly won over by the full, resonant, beautiful tone reproduction. Many hardware merchants have sold Pantaphones as a side line with a minimum of trouble. You too can do it. Its price helps. Find out more about it.

Canadian Phonograph & Sapphire Disc Co., Limited, 408 Builders Exchange, Winnipeg

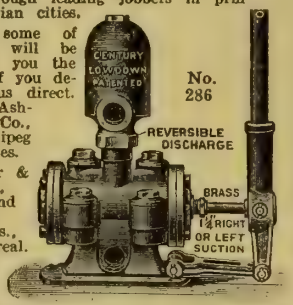


MYERS PUMPS

This will help you remember that you can purchase the famous Myers Anti-Freezing Cog Gear Glass Valve Seat Pumps through leading jobbers in principal Canadian cities.

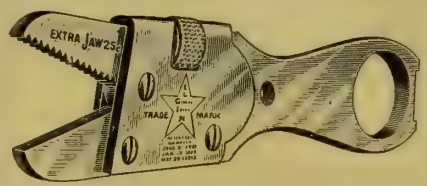
Here are some of those who will be glad to sell you the Myers, or, if you desire, write us direct. The J. H. Ashdown Hdw. Co., Ltd., Winnipeg and Branches.

E. G. Prior & Co., Ltd., Victoria and Branches. Lewis Bros., Ltd., Montreal. And many others.



F. E. MYERS & BRO., Ashland, Ohio

Elgin Adjustable Wrenches



Convenient to use, easy to carry, effective in results. The convenient wrench for inconvenient places. Excels in appearance and efficiency.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

NOW!

You've been going to send in that ad for weeks, so why not mail it now for next issue?

HARDWARE AND METAL
Classified Advertising Section
143-153 University Ave. Toronto

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

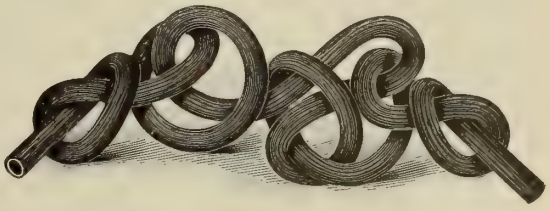


MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

"Multiped"

The Garden Hose That Doesn't Kink



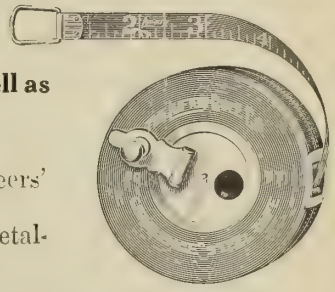
A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY

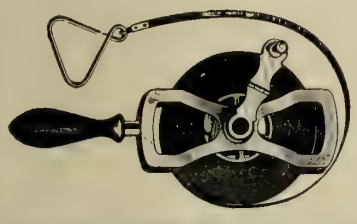
GUTTA PERCHA & RUBBER, LIMITED

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

LUFKIN MEASURING TAPES



Stand on a Record of Performance as well as a Guarantee



FROM THE

Common "Ass Skin" Tape to the Finest Engineers' Patterns

Instantaneous Readings, Nubian (dark) Finish, Metal-lined Cases, Improved Reels, Etc.

Stocked by Hardware and Supply Jobbers.

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

Send for Catalog

TINKER TOM'S TALKS.



Talk Number One Hundred and Thirty-Five

Remember, old man, from now on until next fall "A bundle of Premier Galvanized Sheets on hand is worth a dozen on order." You know how it was in your town this winter about coal? Well, be wise!

TINKER TOM.

Look for Talk No. 136 next week.

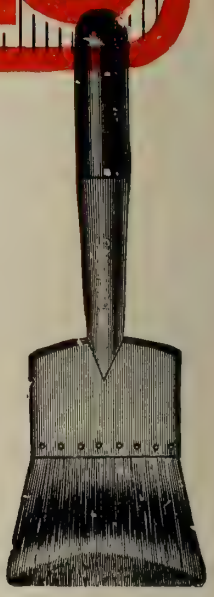
DOMINION SHEET METAL CO., Ltd.

HAMILTON, CANADA

MEAKINS BRUSHES











"Brushes that you'll be proud of"

The Meakins line has just the right flexibility for easy manipulation and there are no falling bristles to agitate the user. Meakins quality assures your customers an extra measure of ideal brush service—and it means a steady flow of re-orders for you.

Write for our catalog (it shows a very extensive line), pick out the line you want, then order from your jobber.

MEAKINS & SONS
LIMITED
HAMILTON, ONTARIO
Warehouses: Winnipeg, London, Toronto, Montreal

HARDWARE AND METAL

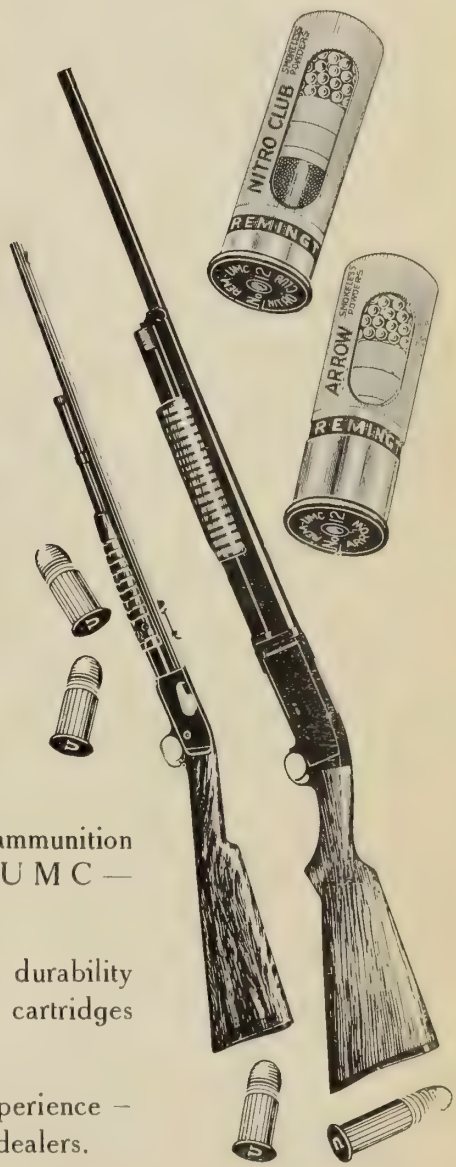
Vol. XXX PUBLISHED EVERY SATURDAY SINCE 1888 February 16

No. 7 1918

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

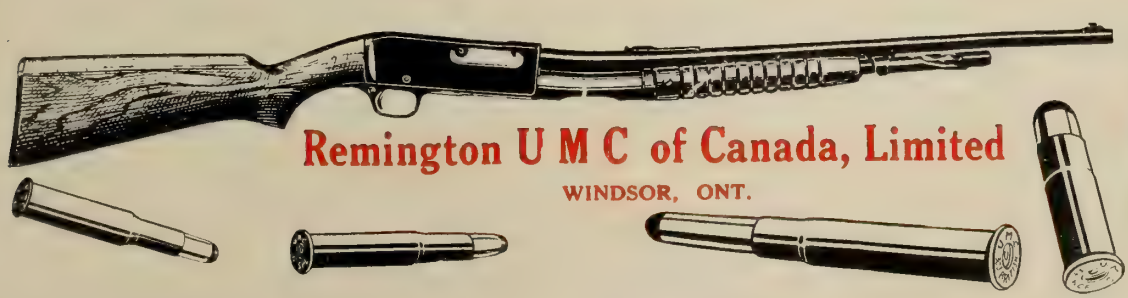




THE more particular the shooter becomes in his choice of arms and ammunition the closer he is to becoming a permanent customer for Remington U M C — "the line complete."

Everywhere you'll find old timers praising the remarkable accuracy and durability of Remington U M C fire-arms, and the uniform reliability of our cartridges and loaded shells.

And as the discriminating amateur is quick to profit by the old timer's experience — the result is a solid, steady, profitable business for Remington U M C dealers.



Remington U M C of Canada, Limited

WINDSOR, ONT.

SPORTSMEN'S HEADQUARTERS
REMINGTON UMC
FIREARMS & AMMUNITION

Circulation of Hardware and Metal has been audited by the Audit Bureau of Circulations.

The Reputation is Established So is the Demand

THE Dowswell, Lees & Company Washers and Wringers are favorably known throughout Canada. The material could not be better and the workmanship is unexcelled.



Your customers will buy the Dowswell, Lees & Company goods on the strength of their reputation. If electric power is available show them the Seafoam Washer and Wringer.

The Seafoam is equipped with Robbins & Myers one-eighth horse-power universal motor and mounted on Ball Bearing castors.

The Seafoam is simple, durable and trouble proof.

Send for prices and discounts.

Dowswell, Lees & Company, Limited

HAMILTON, CANADA

Western Representative:
H. J. Moulden, Winnipeg

Eastern Representative:
John R. Anderson, Montreal

Yale Products



made in Canada

Padlocks

Door Closers

Night Latches

Builders' Hardware

Your customers have more confidence in you if they have confidence in the goods you sell. The Yale line creates confidence and assures profit.

The name "Yale" helps make the sale.

Canadian Yale & Towne Limited, St. Catharines, Ont.

"P.&W. Co."
SMALL TOOLS

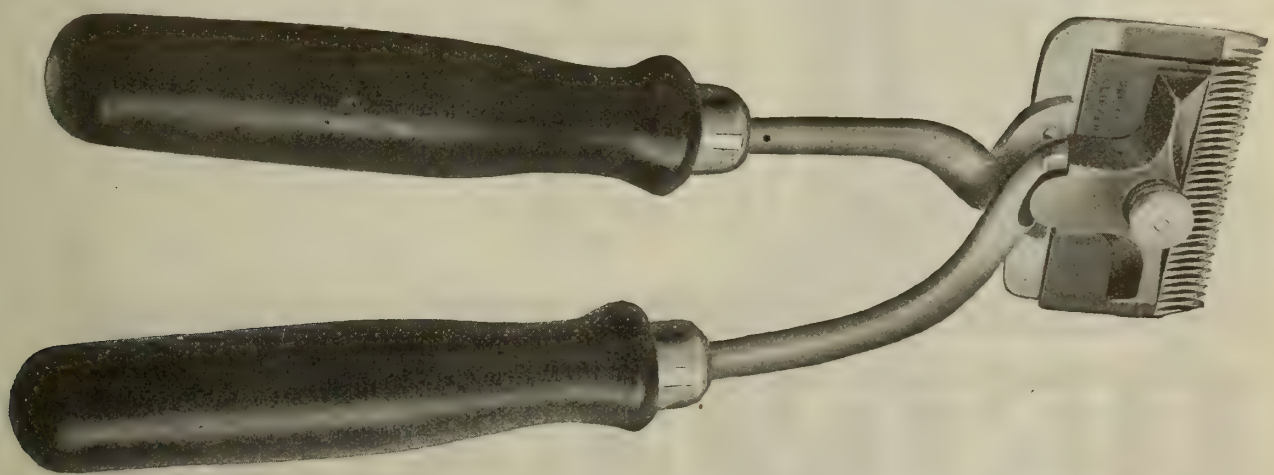
Taps, Dies, Reamers, Milling Cutters, Drills

Highest Grade Materials—Expert Workmen—Quality absolutely guaranteed.

PRATT & WHITNEY CO., OF CANADA, LTD.

Dundas Ontario Canada

Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.



Priest's Horse Clippers

The line of Priest's Clippers is so complete and varied that you simply can't help but find something that will suit both as to style and price.

A. MacFarlane & Co.
Montreal, Canada

Selling Agents

Wiebusch & Hilger, Ltd.
New York City

If interested, tear out this page and keep with letters to be answered.

A Cost Cutter In Making Butter



MAKES
TWO POUNDS
OF
MERGED BUTTER
FROM
ONE POUND OF
BUTTER
AND
ONE PINT OF
MILK

HOW IT IS DONE

Pour one pint of sweet milk into the "Universal" Merger and add one pound of butter shaved in thin slices and one teaspoonful of salt. Place the jar in warm water to soften the butter. Do not melt it. Put jar back in churn frame and churn for two to three minutes until thoroughly mixed. Butter and milk are now ready to put in a cool place to harden.

UNIVERSAL

TURNS · EVERY · TRYER · INTO · A · BUYER ·

LANDERS, FRARY & CLARK, New Britain, Conn.

Canadian Representatives: A. McFARLANE & COMPANY, LTD., MONTREAL

If interested, tear out this page and keep with letters to be answered.



When It Comes To

Files

and

Rasps

You Can't Do Better Than Stock

T *THE*

V *VERY*

B *BEST*

THEY ARE ALL THAT THE BRAND IMPLIES

We guarantee that our Files and Rasps carrying this brand

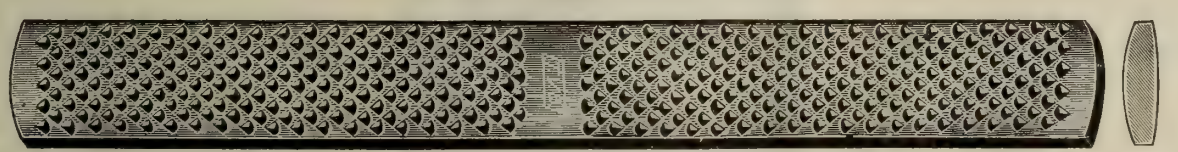
T *THE*

V *VERY*

B *BEST*

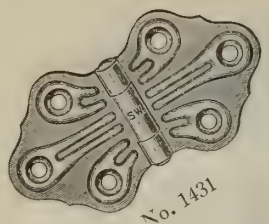
are made from crucible cast steel of the very best quality and are strictly guaranteed. Generally speaking, Files are very scarce, and while we are short some kinds and sizes we have been told that our stocks are better assorted than that of any other jobber in Canada.

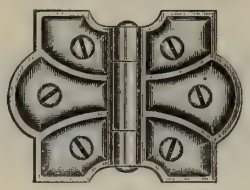
For further particulars please refer to No. 50 Catalogue.

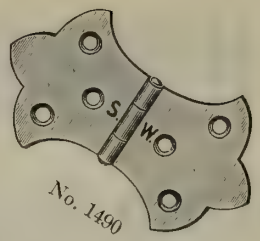


LEWIS BROS., LIMITED, MONTREAL

If interested, tear out this page and keep with letters to be answered.


No. 1431


No. 1475



No. 1490

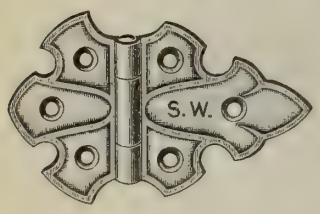
Centre Your Interest On

Canada Steel Goods Co. Butts and Hinges. Not only will you add to your profits by increased sales of Butts and Hinges by pushing this reliable, well finished line, but each sale assures a satisfied customer and repeat business.

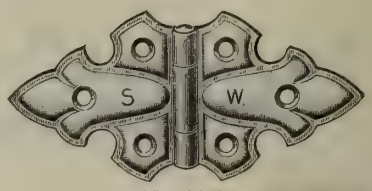
The ornamental hinges illustrated are supplied in all finishes and are only a few of many profit makers manufactured by

Canada Steel Goods Co.

Hamilton, Ont.



No. 1480



No. 1482

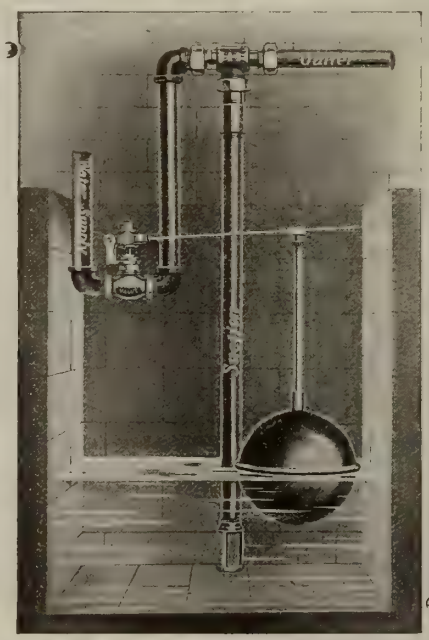
THE "MORRISON"

Automatic Cellar Drainer

For ease of operation and simplicity of construction, this cellar drainer has no equal. It can be installed easily and takes up very little space. No complicated cams or levers to get out of order, and all working parts are placed above water.

This is a very important feature in cellar drainers, because when such an appliance is submerged, it is liable to get dirt into the moving parts.

No such trouble for you if you instal a "Morrison."



No part of a sanitary system can cause so much damage as can a poorly constructed cellar drainer. The whole contents of a basement are liable to damage.

Building foundations are protected and all other assets below the ground floor when a Morrison cellar drainer is installed. We have been established over 50 years, and all our experience stands behind the "Morrison." Let us furnish you with full particulars and prices before you decide to buy your next lot of cellar drainers.

James Morrison Brass Manufacturing Co., Ltd.

93-97 ADELAIDE STREET WEST, TORONTO

If interested, tear out this page and keep with letters to be answered.

Will you send for your copy of the "National" Catalog for 1918?

There's a copy of the National Hardware Catalog for 1918 set aside for you. If you will send your address your copy will be mailed to you right away.

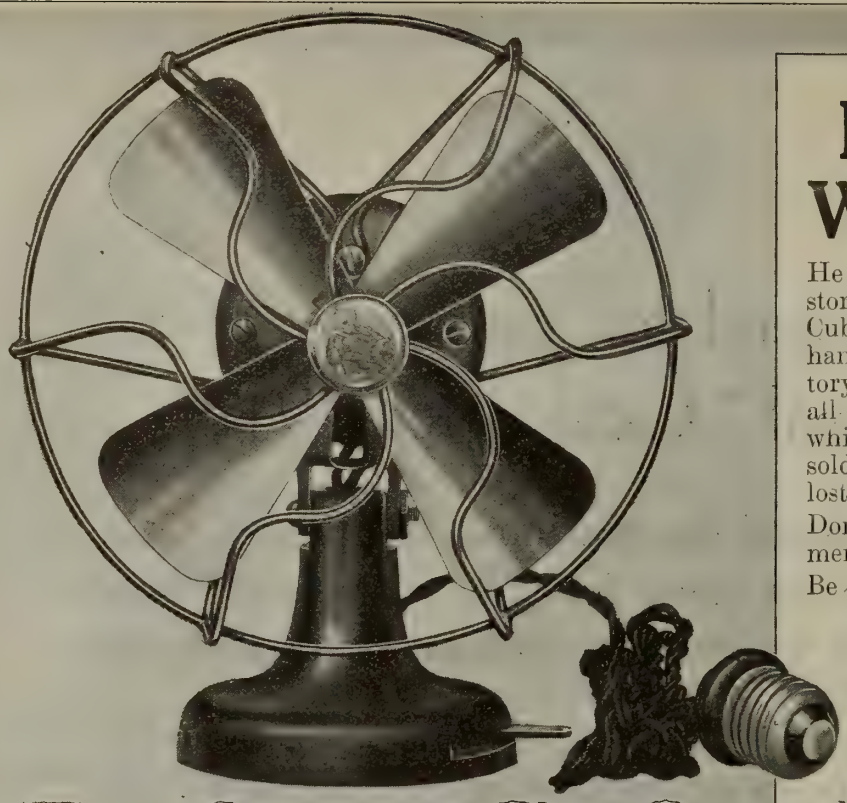
Whether or not you are handling National Hardware you will find the 1918 Catalog of decided interest. Besides the excellent illustrations of "National" goods and the complete descriptions there is valuable information on packings, finishing and distribution. The illustrations are all from photographs and the descriptions are ample and suggest good sales arguments that you can use every day.

Aside from its informative value the catalog is a handsome specimen of typographical art well worthy of a place in your business library.

Just send your address. A postal card will do.

National Manufacturing Co., Sterling, Ill.

If interested, tear out this page and keep with letters to be answered.



Polar Cub Electric Fan

REG. U.S. PAT. OFF.

Polar Cub Warns You!

He remembers how, last summer, stores everywhere sold every Polar Cub Electric Fan they had on hand—and were wiring the factory for more. But they couldn't all get them—'twas too late. So while hundreds of thousands were sold, thousands of more sales were lost.

Don't lose those profits this summer.

Be prepared for the hot-weather demand. Be prepared to cash in on the big sales-making 1918 Polar Cub advertising campaign. Place your order early. Guard against last-minute delays.

1918 Features:

Motor—Beautifully nickel-plated.
Blades—Black Japan.
Mica filled Commutator.
Two speeds and stop.
Die-cast frame.
Bearings are integral part of die-casting.
Cannot get out of alignment.
Fan adjustable to any angle.
Equipped with 8-ft. cord and plug.
Many other refinements.

All exclusive features above for retail price of $8.50 on the 6" Fan.

Polar Cub Nine-inch Fan

with same exclusive features, only larger motor and stand, retail price $12.00.

The A. C. Gilbert-Menzies Company, Limited
439 King St. West
Toronto, Ontario

$8.50



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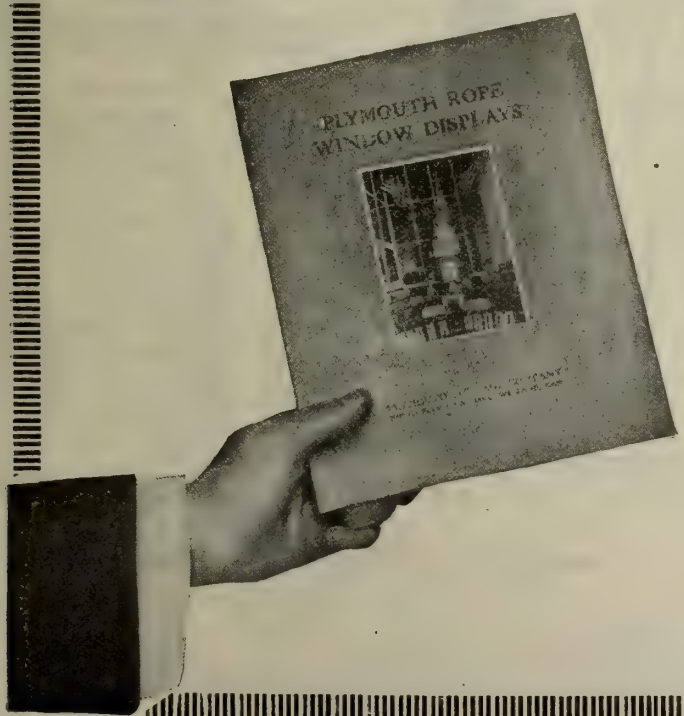
Store Window of the Thos. Laughlin Co., Portland, Me.

YOUR WINDOW

Make it your best salesman. Combine your window trimming ability with our free display material and you will be surprised at the attention your window will attract.

Use the decorative possibilities of Plymouth Rope to your best advantage. Many a regular customer has been secured by a Plymouth Rope Window.

There is a Plymouth Rope for the farmer, the painter, contractor, liveryman, yachtsman —for every need from clothesline to heavy hawser.



And, don't forget, Plymouth Rope is "Sold-by-the-foot." No waste of time making a coil small enough to fit your scale, no weighing, no calculating; just cut off the length required and refer to "Dealers' Selling Schedule."

Our Booklet, "Plymouth Window Display," may interest you.

PLYMOUTH CORDAGE COMPANY

North Plymouth, Mass.
Welland, Canada

INDEPENDENT CORDAGE CO.,
LIMITED
TORONTO, CANADA
Canadian Sales Agents

PLYMOUTH TRADE MARK 1824

If interested, tear out this page and keep with letters to be answered.

"YANKEE"

PLAIN RIGID DRIVERS

Cabinet Style No. 95
Standard Style No. 90



They cannot loosen in the handle in use or abuse.

You have our guarantee.

They are as durable as the high-grade steel that composes them, and will render faithful service for generations. The comfortable handle and various lengths of blades make them suitable for all classes of work.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

MENDETS
A PATENT PATCH

are needed in every home

"Mendets," the patent patch that makes a permanent job every time, will be welcomed in every house in your district. "Mendets" will mend a thousand and one household articles without use of heat, solder or rivets, and wherever they've been used they are declared indispensable.

The following wholesale hardware merchants sell Mendets: Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P. E. I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, Nova Scotia; Caverhill, Learmont & Co., Montreal; A. Chown & Co., Kingston; The Gray-Harvey Co., Limited, Ottawa, Ont.; H. S. Howland Sons & Co., Limited, Toronto; Mills Hardware Co., Limited, Hamilton; Caverhill, Learmont & Co., Montreal; Revillon Wholesale, Ltd., Edmonton, Alta.

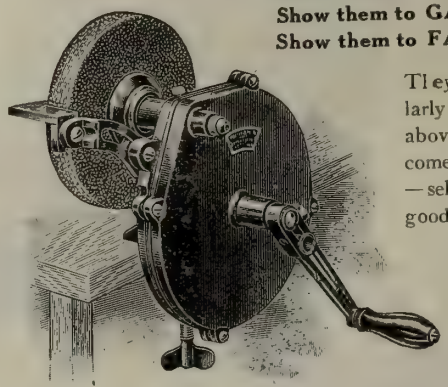
Collette Mfg. Company
Collingwood, Ont., Canada



Now is the time for Canadian dealers to display in windows and stores

"AMERICAN
SELF-OILING
GRINDERS"

Show them to MACHINISTS
Show them to CARPENTERS
Show them to GARAGE MEN
Show them to FARMERS



They will appeal particularly to the needs of above classes. They come in different sizes—sell at fair prices—at good margin of profit.

Sold and catalogued by Leading Jobbers

Manufactured by

American Grinder Mfg. Co. - Milwaukee, Wis.

Western Agents:—Merchants Hardware Specialties Co., Calgary, Alta.: Eastern Agents:—John H. Graham Co., 113 Chambers St., New York City: Winnipeg and Manitoba Agent:—D. Philip, 138 Portage Ave., East Winnipeg, Man.

If interested, tear out this page and keep with letters to be answered.



If interested, tear out this page and keep with letters to be answered.

Remember, the ladies are your best customers for cutlery. When they want Silver-Plated Ware they ask for



Beautiful Patterns

Used in the Best Homes

Order through

CAVERHILL, LEARMONT & CO.

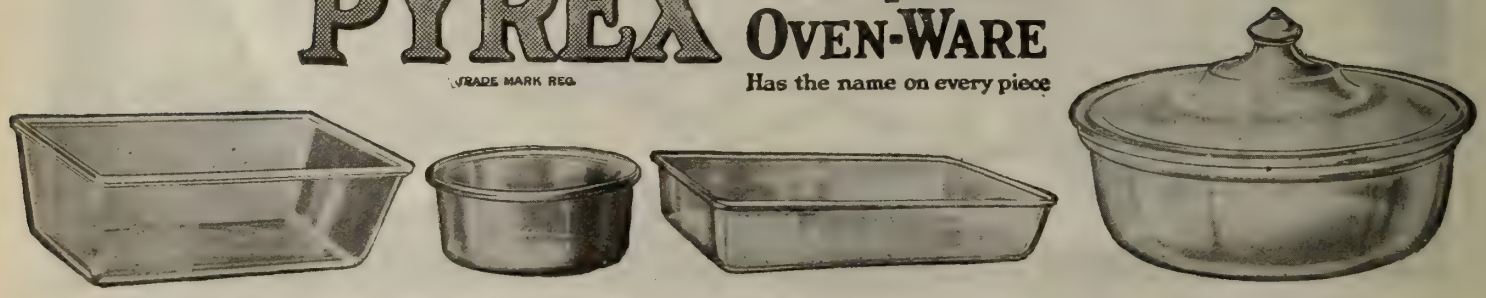
MONTREAL

WHO ALSO DISTRIBUTE THE NEW

PYREX Transparent OVEN-WARE

TRADE MARK REG.

Has the name on every piece



If interested, tear out this page and keep with letters to be answered.

CANADA FOUNDRIES & FORGINGS LIMITED

ORIGINAL PRODUCERS AND DISTRIBUTORS

SMART'S TOOLS



No. 21

No. E 51

No. 64

CARPENTERS' NAIL HAMMERS

We show only three styles, but we make a very complete line that will enable you to satisfy all demands.

The HEADS are all carefully forged, hardened and tempered, being made of special steel.

The HANDLES are of selected second growth hickory.

We also manufacture HAMMERS for Machinists, Bricklayers, Farriers, Blacksmiths, Boat Builders and Engineers.

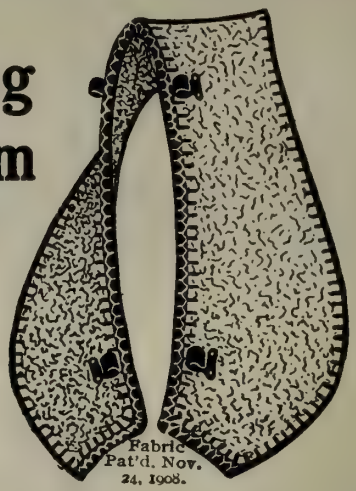
PRODUCED AT

JAS. SMART PLANT

BROCKVILLE, ONT. - WINNIPEG, MAN.

If interested, tear out this page and keep with letters to be answered.

Help to keep every horse working —That's real patriotism



Right now every working horse is an asset to the Empire.

Every horse that is "laid off" on account of gall sores is a distinct loss to us and our Allies.

TRADE-MARK Ventiplex PADS

Do your bit to keep every horse working by preaching the merits of "Ventiplex" Sweat Pads, Housings and Saddle Blankets.

"Ventiplex Pads" are effective, economical; never get hard or "bunchy," and can be washed and kept thoroughly clean.

"Ventiplex" protects the shoulders and backs of horses that are "doing their bit" for the Empire, keeps them "fit" and in good temper, and enables them to do more and heavier work.

You do horse-owners a real service when you introduce them to "Ventiplex" Pads.

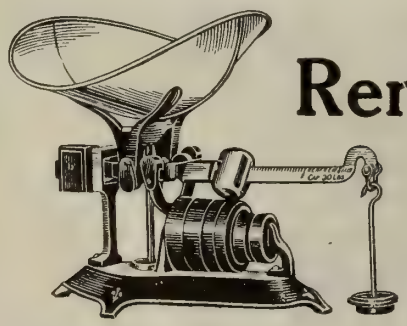
Burlington Windsor Blanket Company, Limited
793 King Street West, Toronto

Kills The Losses

Why should housewives take **all** the risk in regard to honest mistakes in weighing? It certainly is easy to convince her she shouldn't, and that a Renfrew scale will save not only risk but many actual losses. That builds up sales for **you.**

An ordinary, doubtful scale would only add useless disputes. The Renfrew is accurate for every weight from ½ oz. to 30 lbs., and its owner can prove her weights every time by means of the Government Inspector's Certificate which goes with every Renfrew.

The Renfrew is made in black finish, or in all-nickel finish suitable for candy stores or homes desiring something a little bit better. Write for literature and attractive selling proposition.



The **Renfrew** Household Scale

Guaranteed to weigh accurately Capacity: ½ oz. to 30 lbs.

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

Eastern Branch: Sussex, N.B.

Western Representatives:

P. A. C. McIntyre & Co., 206 Scott Block, Winnipeg, Man.

Foundry Products, Ltd., Calgary, Alta.; Crandall Co., Ltd., Vancouver, B. C.

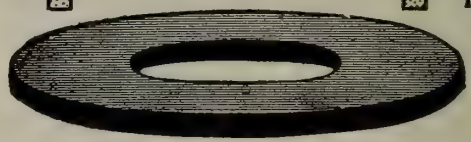
Our other lines: "Renfrew" Cream Separators; 2,000-lb. farmer's truck scale, tractors, wood-saws, grain grinders, etc.

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

If interested, tear out this page and keep with letters to be answered.

"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

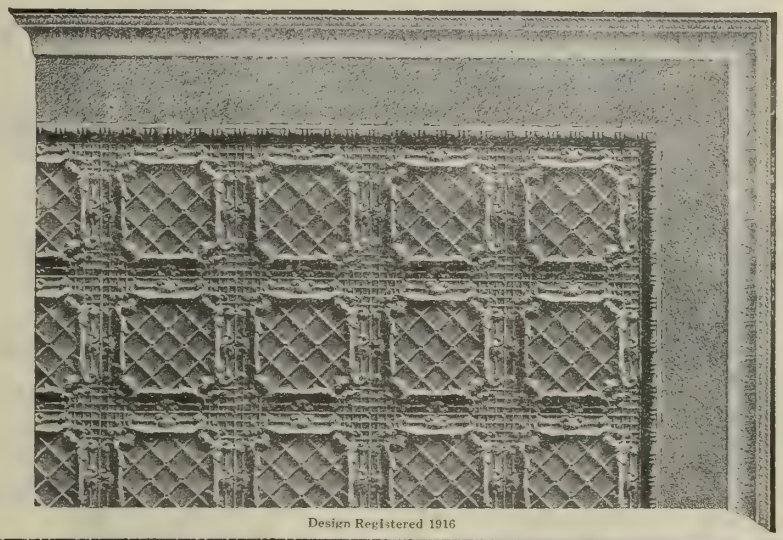
"Metallic" never cracks or falls off

In being put up it doesn't fill the place with dirt, muss, fuss and dust like lath, plaster and wall-paper. And "Metallic" is *easy* to put up—it's clean, sanitary, washable, paintable and permanent.

We help you land the business. Write to-day for catalogue and full information.

Stock carried by

GEO. W. REED & CO., LTD.
37 St. Antoine Street, MONTREAL

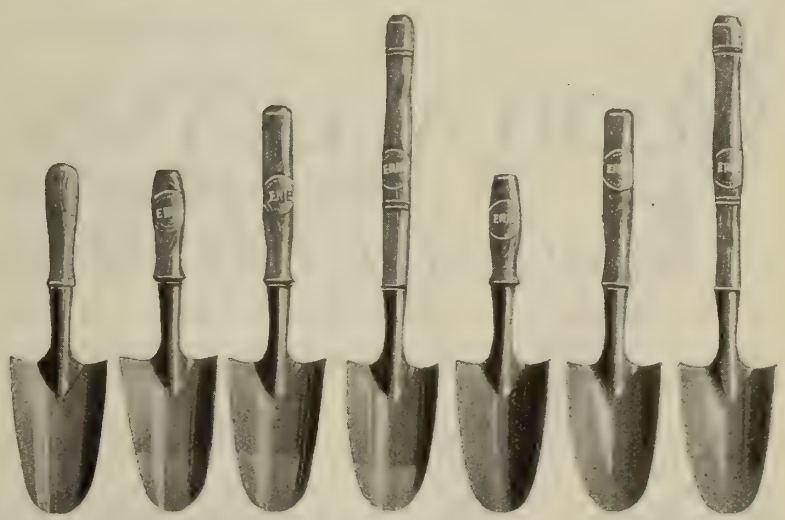


Design Registered 1916

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

Are You Ready for These New Gardeners?



For all the new gardeners who will be working this spring be prepared with a line of tools that embodies new ideas and is up-to-date in every way.

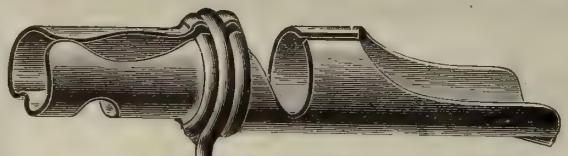
Here is a line of nicely-finished, well-made tools that includes everything used by the best professional gardeners in Trowels, Transplanting Trowels and Forks, both twisted and straight tines. In addition there are Ladies' Spades and Spades suitable for carrying in an automobile. This line is constantly being added to and will be found always up-to-the-minute with new ideas.

We would like to tell you more about this line. May we?

ERIE IRON WORKS, Limited, St. Thomas, Ont.

If interested, tear out this page and keep with letters to be answered.

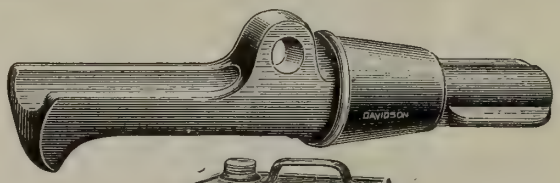
DAVIDSON'S SUGAR MAKERS SUPPLIES



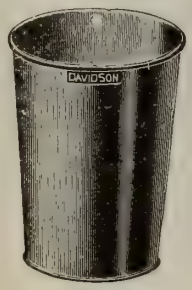
"Eureka" Steel Spout



Perfection Spout



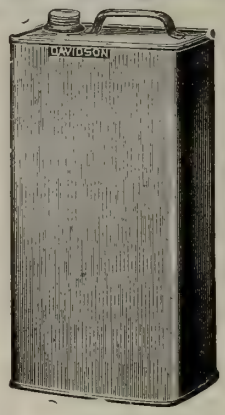
Sap Buckets



Quarts
4, 5, 6, 8, 12

Order Now to be certain of prompt shipment

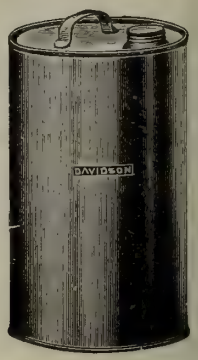
" eaver" Sap Spout



Square Syrup Gallons Special

Maple Cans
½, 1
8 lbs.

Gallons
¼
½
1



Prices forwarded on application

Round Maple Syrup Cans

The Thos. Davidson Mfg. Co., Limited,

TORONTO
MONTREAL
WINNIPEG

ESTABLISHED 1849

WOOD, ALEXANDER & JAMES

Successors to WOOD, VALLANCE & CO.

WHOLESALE HARDWARE MERCHANTS

SHELF AND HEAVY HARDWARE

CONTRACTORS' and MILL SUPPLIES

BAR IRON AND STEEL

BUILDING PAPER AND ROOFINGS

AUTOMOBILE ACCESSORIES

BRANCHES: Toronto Office, 25 Front Street East; Wood, Vallance, Limited, Winnipeg, Man.; Wood, Vallance & Leggat, Limited, Vancouver, B.C.; Wood, Vallance Hardware Co., Limited, Nelson, B.C.; Wood, Vallance & Adams, Limited, Calgary, Alta.

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SPEED

in Hack-Sawing



It's not "How much did the hack saw cost?'

But "How fast will it cut?"

Only a fast-cutting saw saves a mechanic's time.

Some saws clog because they are not suited to the material or shape being cut.

Some dull quickly because the "quality" isn't there.

Some break without provocation because too brittle.

Save valuable time by using

Starrett Hack-Saws

CUT QUICKER—LAST LONGER

You know this if you have compared "Starrett" with other saws—if you haven't used them, try a few—you may feel safe in doing so for

Starrett Hack Saws are Unexcelled Just as Starrett Tools are Unexcelled.

Catalog No. 21MA shows what numbered saw will give real speed—save time.



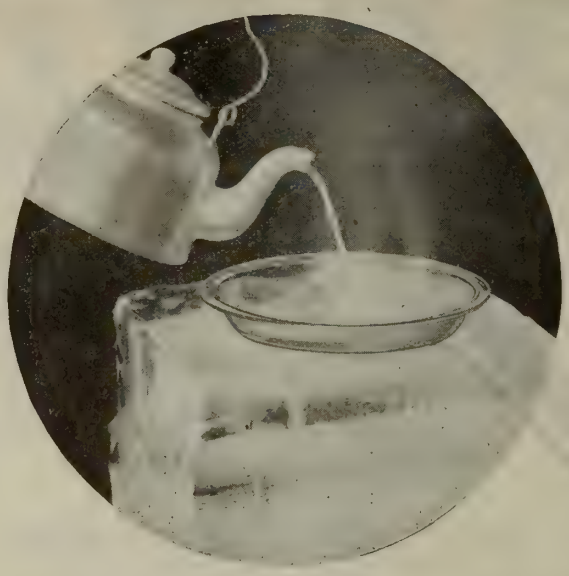
The L. S. Starrett Company

The World's Greatest Toolmakers

ATHOL, MASS.

NEW YORK LONDON CHICAGO 42-756

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This is a photograph of a Pyrex pie plate standing on ice and subjected to boiling water. Pyrex dishes stand this test without cracking. This proves how safe they are in the hottest oven heat

From freezing to boiling without breaking

PYREX transparent cooking dishes are made of a material that stands even such violent change of temperature as is pictured above. They are guaranteed not to break in the oven.

Why Pyrex sales are increasing so rapidly

Sixty per cent. more heat is transferred to food cooked in Pyrex than to food cooked in any kind of metal pan! This is proved by scientific tests. It means that Pyrex cooks food more thoroughly, more evenly, makes it noticeably more delicious. It means, too, a big saving in fuel!

Pyrex transfers the heat so evenly that food cooked in it burns far less readily than it does in any other utensil.

"No more black, greasy pans to scrub!" This is another reason women prefer Pyrex.

Pyrex never chips, rusts, discolors, crazes or absorbs odors. It always stays *like new.* Your customers, like thousands of other women, will find it in the end the most economical cooking utensil they could buy.

Most effective advertising campaign ever used on an oven ware

This year more than 5,974,593 people will see Pyrex advertising in their favorite magazines. In The Ladies' Home Journal, The Saturday Evening Post and Good Housekeeping, striking full-page announcements—sometimes in color—will bring the news of Pyrex in a big way to every city and town. McCall's Magazine, Christian Herald and forty-nine other religious magazines will make Pyrex a familiar word even in the remote country districts.

The women who read these magazines are the home-loving type who take pride in buying the best equipment for their homes—they are the people whom you consider your most satisfactory, most influential customers.

This is bound to create a demand which will bring your customers to you to order Pyrex. It will also bring into your store many new customers. Be prepared to meet this demand.

Write for the 1918 Dealer offer. It's unusually attractive.

PYREX SALES DIVISION
304 Tioga Ave., Corning, N.Y.
CORNING GLASS WORKS

Manufactured by the World's Largest Makers of Technical Glass.

PYREX

TRANSPARENT OVEN DISHES

If interested, tear out this page and keep with letters to be answered.

Cotton and Wool Waste
Washed Cotton Wipers



Prompt delivery from stock on all our grades of Cotton and Wool Waste or Wipers.

SAMPLES WITH PRICES ON REQUEST

We also Manufacture

Tents, Flags, Tarpaulins, Bags, Oiled Clothing Nautical Instruments.

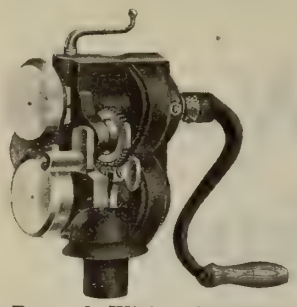
We are Leading Jobbers of

Cotton, Jute or Flax Twines; Cordage, Cotton Duck, Marine Hardware, Oakum, Pitch, Caulking Cotton, Candlewick, Fishermen's Supplies.

SCYTHES & COMPANY LIMITED

Toronto - - Montreal

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Encased Wiring Machine

TRADE B B CO LTD MARK

Small Machines

ARE MADE FOR SERVICE. THEY COMBINE DURABILITY, SPEED AND ACCURACY.

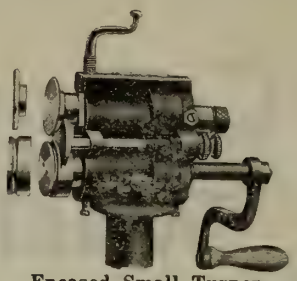
No Tinshop can afford to be without a set of these machines.

We manufacture a full line of Tinners' Tools.

Drop us a line for full particulars and prices.

The Brown, Boggs Co.
LIMITED

HAMILTON, CANADA



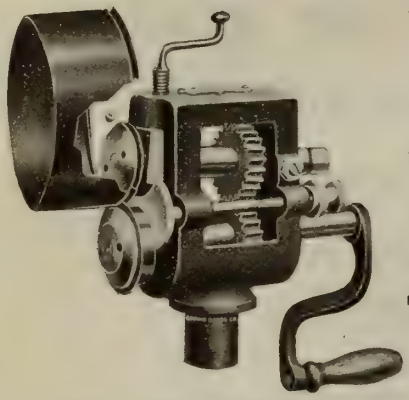
Encased Small Turner



Encased Setting Down Machine



Encased Small Burr

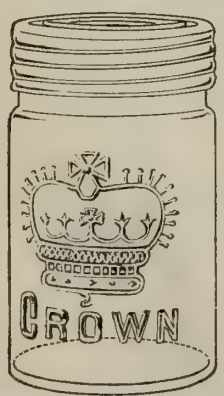


Eclipse Elbow Edging Machine

Conservation of Food



Made in Canada



DOMESTIC ECONOMY is impossible without FRUIT JARS. This is fully recognized by all authorities interested in FOOD CONSERVATION, and their PUBLICITY CAMPAIGN will undoubtedly stimulate the use of JARS this year and create a demand far above normal.

RETAILERS should be ready to do their part by having JARS on hand when required. REQUIREMENTS should be carefully considered and orders placed with WHOLESALERS as early as possible.

LATE ORDERS may not ensure delivery in time to meet the requirements of the PUBLIC.

NO FRUIT or vegetables should be wasted this year for want of JARS.

Ask your wholesaler for JARS "MADE IN CANADA" and guaranteed by a reliable manufacturer.

Advt. of Dominion Glass Co., Ltd.

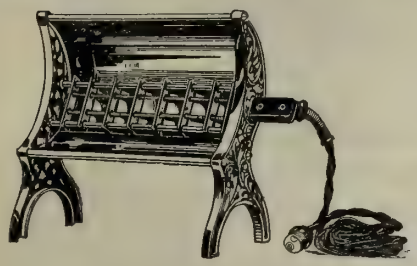


Made in Canada



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What's the Coal Shortage Doing for You?



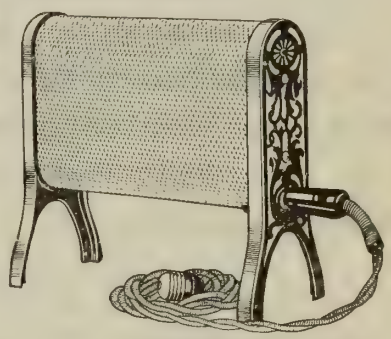
GLOWER HEATER

Depleted coal piles all over the country offer Hardware Dealers a splendid opportunity for added sales of **National** Electric Heaters.

THE NATIONAL GLOWER HEATER gives a splendid heat at a very low cost. It has nickel-plated ends and coppered reflector and is supplied with eight feet of heater cord and attachment plugs. Will be mighty welcome in any home.

THE NATIONAL AIR HEATER is a simple, handy heating device that consumes very little energy and throws off plenty of heat. Equipped with nickel-plated ends and supplied with heater cord and plugs.

THE BENJAMIN TWO-WAY PLUG makes the using of Electrical Devices so convenient as to greatly increase their use. The more Benjamin Two-Way Plugs you can sell the more Electrical Devices will be wanted in your district.

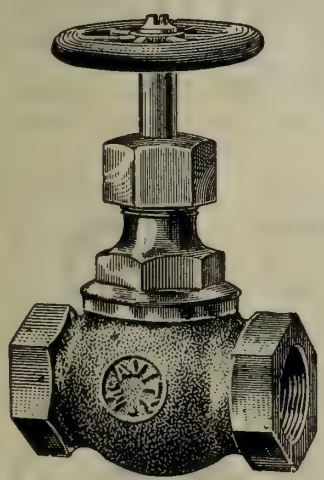


AIR HEATER

FACTORY PRODUCTS LIMITED

220 KING ST. W., TORONTO

We have yet to see a Better Valve than the



"McAvity"

VALVE

Every Valve packed and tested before leaving factory.

Let us quote you a quantity price. Prompt shipment from stock.

T. McAVITY & SONS, Limited

Montreal **ST. JOHN, N.B.** **Winnipeg**

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NOW THAT LABOUR COSTS ARE HIGH

Shop Superintendents are seeing to it that their men don't waste time and labour with inefficient tools.

They find it much cheaper to give a mechanic a new file than to have him waste time working with a file that has passed its "efficient point."

They find it pays to buy Standard quality tools because they give the best results for the longest period of time.

And the dealer who sells standard quality tools gets their trade.

They recognize "Famous Five" as the standard quality files.

That's why you should specify them when ordering.

They are:



METALS · CHEMICALS · GLASS
B&S·H Established 1790

CHINA WOOD OIL
BARYTES
LITHOPONE
RED LEAD
LITHARGE
ORANGE MINERAL
ZINC OXIDE
BLUE VITRIOL
BORAX
GLYCERINE

B.&S.H.THOMPSON & COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.
Canadian Sales Agents: United States Steel Products Company
Exporters for American Sheet & Tin Plate Company

GOOD PUMPS
WITH
GOOD PROFITS

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

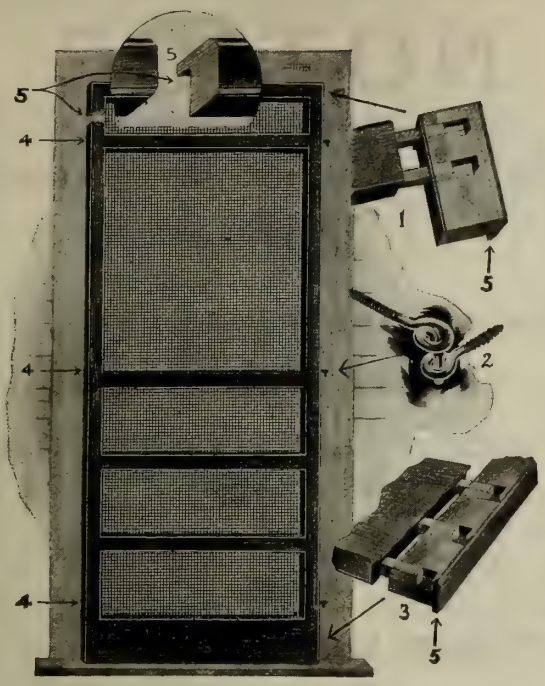


Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps — for Force or Lift use — every size, style, kind, in our big catalogue.

Write

The R. McDougall Company
Limited
GALT, CANADA



Lightest and Strongest Doors made

"KASEMENT" DOORS

will be demonstrated at the

HARDWARE CONVENTION

Room 1106

We guarantee our doors not to sag, warp or pull apart and to be the easiest fitting doors in the world, and we claim that they cost the householder very little more to start with than the cheapest old line door, and far less in the long run.

Give us just a few minutes of your time when in Hamilton,—Room 1106.

Kasement Skrene Dore Company

98 KINGSWOOD ROAD, TORONTO, ONTARIO

UNIFORMITY — USED THE WORLD OVER — SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL TENAXAS **TIN-TOUGHENED** **MASCOT ATLAS W. E. W. BABBITT**

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED
Large Stocks

THEY MAKE GOOD EVERYWHERE
Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal **Works: Riverside Street, Montreal**

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Ontario Retail Hardware and Store Dealers Convention

Visitors

will find the latch-string out to them at

ROOM 1107 Royal Connaught Hotel

Our Messrs. Robert Smith, John B. Bayne and W. F. Sparham will be there with a full line of our goods.

Included in our display this year will be our new line of

Major Utility Whips

This is an entirely new line and promises to make a hit with the farm and heavy teaming trade this spring and summer.

Have you bought your BINDER WHIPS yet?

Call and get a Souvenir Cane of the Convention.

ROOM 1107

Hamilton Whip Co.
HAMILTON, CANADA

NOTICE

WHILE IN HAMILTON, SEE US ABOUT

WIRE

We are HEADQUARTERS for

Wire Bale Ties

LARGEST CAPACITY AND STOCK IN CANADA

Ask for one of our Souvenir nail puzzles.

WIRE MANUFACTURERS.

LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA

When in need of

Wrapping Paper

Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.
Hamilton and Winnipeg

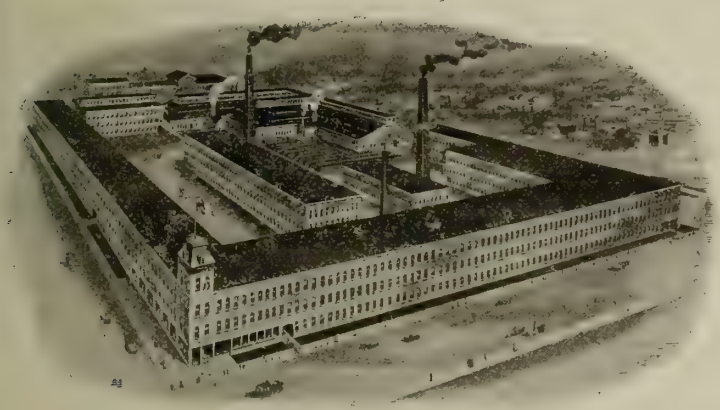
Will Be With You At The HAMILTON CONVENTION

For your convenience we will have a Sample Room (No. 1116) in the Royal Connaught where we will be pleased to show you our lines of

AUTOMOBILE SKATES
C.C.M. BICYCLES
TIRES AND BICYCLE ACCESSORIES
RUSSELL-MAXIM SPARK PLUGS
BATTERIES, CHAINS, ETC.

CANADA CYCLE & MOTOR CO., LIMITED

Montreal Toronto WESTON Winnipeg Vancouver



We Welcome
HARDWARE and STOVE DEALERS
to the "Birmingham of Canada" and the home of the celebrated

JEWEL STOVES, RANGES, FURNACES, IMPERIAL, STANDARD and CHAMPION SCALES, CURRY-COMBS AND HARDWARE SPECIALTIES

We will be glad to have you call at our plant.

The Burrow, Stewart & Milne Co., Limited

HAMILTON, CANADA

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Dominion Rubber System Pension Fund

Details of Pension Plan adopted by Canadian Consolidated Rubber Co. Limited, for its employees.

1. NAME The name of the plan is Canadian Consolidated Rubber Co. Limited Pension Plan.

2. OBJECT After careful consideration of the subject and an examination of existing pension systems, the Company has adopted the following plan as the most liberal for employees who, by long and faithful service, have earned an honourable retirement.

3. DEFINITIONS a. In these regulations the word "Company" shall mean the Canadian Consolidated Rubber Co. Limited, or its successors.

b. "President" and "Board of Directors" shall mean the President and Board of Directors of the Company.

c. The word "Committee" shall mean the persons appointed by the Board of Directors to administer the Pension Plan in accordance with approved regulations.

d. The word "employees" shall mean those persons who receive a regular and stated compensation from the Company, other than a pension or a retainer.

e. The expression "term of employment" shall mean period of continuous employment in the service of the Company, or any company or companies subsidiary thereto, allied with, or predecessors of the Company, and shall include such employment whether commenced prior to the adoption of this plan or not.

f. The expression "continuous employment" shall mean service with the Company continuously without a break of any kind, except as due to leave of absence, sickness, injury, or necessary temporary lay-off on account of reduction of force or for any other reason, all such cases to be subject to the discretion of the Company; but when such absence exceeds six months in any twelve consecutive months it shall be deducted in computing the length of service. In any other case than such mentioned, if a person is re-employed after such a break in the continuity of this service, for the purposes of this pension plan he shall be considered as a new employee.

4. PENSION COMMITTEE a. There shall be a committee of not less than five nor more than seven, appointed by the Board of Directors to serve during its pleasure, whch shall be called the Pension Committee. This Committee shall be charged with the administration of this plan.

b. The Committee shall have the specific powers elsewhere herein granted to it, or that may be granted to it from time to time by the Board of Directors. Exceptions to or deviations from the regulations so laid down shall in all cases be subject to the approval of the Executive Committee of the Board of Directors of the Company.

c. It shall determine conclusively for all parties all questions arising in the administration of this plan.

d. It shall adopt such by-laws and rules of procedure as it may find necessary, subject to the approval of the Board of Directors.

e. It shall be empowered to employ a secretary and such other assistants as may be required in the administration of the plan.

5. PENSION FUND The Company shall appropriate such sums of money from time to time as may be necessary in administering this plan, and no contributions will be required, or received from any employees of the Company.

6. ELIGIBILITY a. All employees of the Company engaged in any capacity whatsoever, and wherever located, are eligible to a pension as hereinafter stated.

b. All male employees who have reached the age of sixty-five years and whose term of employment has been twenty years or more, and all female employees who have reached the age of sixty and whose term of employment has been twenty years or more, may with the approval of the Pension Committee retire from active service, if they so desire and become eligible for pensions.

c. All male employees who have reached the age of sixty years and whose term of employment has been twenty years or more, and all female employees who have reached the age of fifty-five and whose term of employment has been twenty years or more, may at the discretion of the Pension Committee be retired from active service, and become eligible for pensions.

7. DISABILITY PENSIONS At the discretion of the Committee and with the approval of the Board of Directors, any employee who has become totally disabled as a result of sickness or injury, compensation for which may not otherwise have been provided, and whose term of employment has been fifteen years or more, may be retired from active service and granted a pension. If a pension is granted it shall be for such period as the Committee may determine, and if at any time during such period the employee recovers sufficiently to resume active service, the pension may be discontinued by action of the Committee. If the employee re-enters the service of the Company at the time such pension is discontinued he shall be eligible to a pension under these regulations, and the period of absence on disability pension shall be considered as a leave of absence and not a break in the continuity of the employee's service.

8. AMOUNT OF PENSIONS a. The annual amount of such pensions shall equal one per cent. of the average yearly wage for the ten years prior to retirement, multiplied by the number of years employed, but such pensions shall not be more than $5,000.00 per year, nor less than $240.00 per year.

For example, if an employee's average annual wage for ten years is $1,000.00 and he has been in the service for thirty years, he would receive 1% of $1,000.00 or $10.00 multiplied by thirty, or $300.00 per year or $25.00 per month.

b. In case of special difficulty in determining with practical accuracy the average yearly wage for the ten years prior to retirement, the Committee may at its discretion take some smaller consecutive number of years for the purpose of determining a fair average yearly wage.

9. PAYMENT Pensions shall be paid to the pensioner personally on the first of each month from the date of retirement until the death of the employee, unless suspended for such reasons as are described in this plan, and in case a male pensioned employee at the time of death is survived by a widow, or if either male or female pensioned employee is survived by minor children, the pensions shall be continued for three months after death, payable to the widow in the first instance and to the administrator or other legal representative of the minor children in the second case, to be applied as in the case of other property of the deceased, in the interest of the minor children.

10. GENERAL PROVISIONS a. Neither the action of the Board of Directors in establishing this Pension Plan or any action hereafter taken by the Board of Directors or the Pension Committee shall be construed as giving any officer or employee or agent of the Company the right of service, or any right to a pension; and the Company expressly reserves its right and privilege to discharge at any time any officer, employee or agent when the interests of the Company, in its judgment, may so require, without liability for any claim for a pension or other allowance other than salary or wages due and unpaid.

b. The Board of Directors may annul, alter, add to or amend in any way any and all of the provisions contained in this plan, or hereafter adopted by the Board of Directors in respect of this plan, and may at any time set aside any action taken by the Pension Committee.

c. The Company guarantees that, once a pension has accrued to a particular employee, it will continue such pension for the life of the particular employee and as specified with reference to widows and minor children; subject, however, to the provisions and conditions of the regulations laid down by the Board of Directors or the Pension Committee. It is understood that Section 10b given above shall not affect such guaranty.

d. Assignment of pensions under this plan will not be permitted or recognized.

e. Pensions may be suspended or terminated in the discretion of the Committee in cases of gross misconduct or of any conduct prejudicial to the interests of the Company.

f. Any retired employee may, by first obtaining the approval of the Committee, engage in any occupation or work which is not prejudicial to the interests of the Company. If any retired employee shall engage in any thing which in the judgment of the Committee is prejudicial to the interests of the Company, the payment of a pension to such retired employee may be suspended or discontinued.

g. Regular employment with this Company shall suspend the right of a retired employee to pension payment during the period he continues in such employment.

h. In case any pension shall be payable under the laws now in force, or hereafter enacted, of the Dominion of Canada or any Province thereof or any State or Country, to any employee of the Company under such laws, the excess only, if any, of the amount prescribed in this plan above the amount of such pension prescribed by law, shall be the pension payable under this plan.

11. TIME TO TAKE EFFECT This plan shall take effect January 1st, 1918.

Canadian Consolidated Rubber Co. Limited

Head Offices - - MONTREAL

FACTORIES AT MONTREAL, GRANBY, QUE., ST. JEROME, QUE., KITCHENER, ONT., ELMIRA, ONT., PT. DALHOUSIE, ONT.,
SERVICE BRANCHES AT HALIFAX, ST. JOHN, QUEBEC, OTTAWA, BELLEVILLE, TORONTO, HAMILTON,
BRANTFORD, LONDON, KITCHENER, NORTH BAY, FORT WILLIAM, WINNIPEG, REGINA,
SASKATOON, EDMONTON, CALGARY, LETHBRIDGE, VANCOUVER, VICTORIA.

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"Member Audit Bureau Circulations"

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, FEBRUARY 16, 1918 No. 7

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Stanley Garage Chain Bolt No. 1055

NO matter how hard the door is slammed, this sturdy drop-forged steel bolt can't break. The door, as it closes, forces the bolt down over the staple and when the door is shut the heavy sherardized piano-wire snaps it locked.

Applied at the top of the inactive leaf of a pair of garage doors, this bolt locks automatically. A pull on the chain releases it.

Other popular STANLEY equipment for the garage includes Butts, Hinges, Door Pulls, Latches and Stanley Garage Door Holders.

Stanley Garage Hardware is an essential part of the stock of every up-to-date hardware dealer, because STANLEY equipment is in demand. To-day write for booklet "Selling More Stanley Garage Hardware."

The Stanley Works

NEW BRITAIN, CONN, U.S.A.

Canadian Representatives: **A. MacFarlane & Co., Coristine Building, Montreal**

Canada's National Hardware Weekly

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Co-operation New Key-note in Business

Room for the Little Concern as Well as the Greatest Corporation — Labor and Capital in Greater Harmony for the Common Good—Co-operative Instead of Cut-throat Competition—The War Brings About the Birth of the New Spirit

Address delivered before Toronto Ad Club at Toronto, on Tuesday of this week, by J. G. Jones, vice-president and director of sales, Alexander Hamilton Institute, New York, N.Y.

"AFTER the war the American Continent will be governed by working men, but I am not afraid of that kind of government" is what I hear Mr. Schwab said to a gathering of business men who had been his contemporaries at college.

Co-operative Basis of Government

"I don't agree with Mr. Schwab that the United States will be controlled entirely by working men after the war, but I do believe that after the war Canada, the United States, England, France, and the countries of the civilised world will be on a more co-operative basis of government. Working men, tradesmen, business men, manufacturers will all co-operate towards greater harmony. I am not saying that we won't have our troubles: I am not saying that we won't have to close down plants in certain parts of the country, but I will say that we are to have easier re-adjustment because of the new spirit of co-operation that is developing. If men like Mr. Schwab can stand up and say that they look on the future undismayed, then I say that this is because of the new spirit that is springing up for this country and the world as a result of the war."

Prussian Attack Awoke World

J. G. Jones, vice-president of the Alexander Hamilton Institute, New York, thus illustrated the force of the new spirit in business in which he believes, and which formed the subject of his address before the Toronto Ad. Club, on Tuesday, February 12. The key-note of his whole address was co-operation.

"Prior to the war" he said "there was a change coming over the sentiment of business, but it took that cruel war—the savage attack of Prussianism upon a defenceless nation—to startle the world awake to the necessity for the new spirit.

A World Asleep

"When we look back to 1914 we have got to realise that the entire world with the exception of the Central Powers seemed to be asleep. England was through with her colonisation. The British business man was making profits easily and sufficiently with so little ex-



Window dressed by John F. Bingham for May Brothers, West Toronto. Mr. Bingham was awarded second prize in HARDWARE AND METAL'S *annual Christmas window display contest for places over* 5,000.

ertion that he was asleep. A few far-sighted men such as Lord Roberts, Churchill were different. They were awake to the menace of Prussianism, and gave warnings.

"We in the United States were equally asleep. None of the big corporations were awake. As regards business conscience they were practically dormant. We passed the Sherman Anti-Trust Law to curb the operation of big interests on their old lines. That law to-day is virtually dead because we are coming to a period of co-operation, the new spirit in business which makes the Sherman law unnecessary.

Business Too Prussian

"Why did we need the Sherman law? Because there was too much Prussianism in business. It took the rude shock of the outbreak of war to make the big manufacturer and head of the big trust realise that he too was dealing in Prussian style. It took the war to waken us up to the fact that we were doing business in the German way without regard to the rights of small business.

A New Age of Business

"After this war Great Britain, and France and America will countenance small business as never before, in the co-operative spirit, the new spirit of business. We are approaching the age of co-operation. Why if you had suggested four years ago that the government should take control of the railways, what would have happened? You would have been utterly disregarded. If you had said four years ago that the factories and mills would be ordered to close down on Mondays? Don't you see that we are coming into a new age?

Awakening Conscience

"The awakening conscience of civilisation will make it a better world. Only through sacrifice could we come to realise it. Only the life of sacrifice leads to the life worth living."

That the whole scheme of the trade war Germany was carrying on throughout the world before 1914 was part of the preliminaries of the real war that broke out on August 4th of that year, Mr. Jones declared?

What Paternalism Did

Behind all this commercial preparation was what he sternly described as "damnable paternalism," the policy of the Prussian ruling caste with the Kaiser at their head. "Germany has done nothing since the war began more damnable than Germany was doing before the war in trade" declared Mr. Jones.

"If we had only had the foresight, we might have known that Prussia with her lying guise of peaceful intent was all the time preparing for the war of world conquest." he claimed.

"But none of the nations ever realised that Germany with her policy of paternalism was assiduously building up her power throughout the world. To such an extent was she doing this with her agents everywhere, that we in the United States for long after war started did not know whom we could well trust. That I believe had a great deal to do with our staying out of the war for so long.

Breaking the Prussian Spell

"The Kaiser thought he had finished his work in South America and the United States. Backed up by that damnable paternalism science had stepped forward a long way in Germany. Why, they were so damnably cunning they had got business people in Britain believing that no dyes could be made without German skill. They were making great headway towards their Prussian ideal of world domination with the Kaiser as the right hand man of God.

"But thank God for England that rushed to the aid of little Belgium: thank God for the English colonies that stood shoulder to shoulder with her, and gave every thing they had to end this accursed paternalism of Prussia. Thank God that my own country is side by side in the battle with these countries!"

End of All Autocracy

"The banner of freedom will be unfurled, and autocracy be a thing of the past not only in Governments but in business. The atmosphere of business is becoming clarified. The employee is coming closer to the business man, his employer. From the era of competition that was almost military we come to the age of co-operation, and of co-operative competition. I think that you in Canada have gone farther ahead in this than we have so far in the United States. You have faced your losses, and learned the value of your sacrifices. We in the States will learn our lesson also, and will never forget it.

The Returned Soldier

"Our problems after the war will be industrial problems. You have some of them already. You have your soldiers coming back wounded, and I am glad to see that your government is making plans to take care of the returned soldiers. Some of these boys will have to be made over. They come back almost as helpless as children after having been through the discipline under government orders and supervision, fed, clothed, told where to go and what to do for so long, and facing such nerve testing ordeals.

Dawn of Democracy

Troubles between capital and labor will be adjusted on a different basis from now on. The spirit of sacrifice that has awakened conscience will never brook again such conduct of business as it did before the war. I look forward to seeing a future of far more harmonious dealings between employers and employees. You in Canada have never been as money-mad as we have been in the States, but you will find that the new spirit of business will be the spirit of give and take, the spirit of co-operation, the spirit of democracy. That is what we of the United States in this war are fighting for, the spirit of co-operation and of democracy, and that we may help bring the whole world closer together in the kindly bonds of fellowship and humanity."

Future of Enamelware Uncertain

Manufacturer Advises Buying Now—War Needs Must be First — Adverse Working Conditions During Past Few Weeks Will be Reflected on Supply of Many Lines

"WE can only say that we believe those merchants who buy their merchandise early and take delivery as soon as possible are acting wisely. The situation in regard to the future of the tinware and enamelware business is such that we can make no promise with regard to fall business. In six months' time our business in these lines may be shut off entirely, though, of course, we hope not. But it is true that we must face the possible shortage squarely, and for that reason our advice to our customers is to buy while we have the stock on hand." In this manner did an official with one of the large manufacturers of this class of merchandise express himself to HARDWARE AND METAL.

Necessary to Say "Please" and Smile

For some time past it has been almost impossible to get delivery of tin plate, galvanized and black sheets and the latest embargoes and restrictions, which necessitate the issuing of many permits, result in decided delays, if the goods are allowed to come forward at all. As this official stated with reference to shipments of sheets and tin plates, and it applies to many other lines: "We have to say, please, Mr. Manufacturer, will you roll our sheets? Mr. Manufacturer, before replying, goes to the Government for permission to accept the order. If the order is granted, the manufacturer replies and states that he will fill your order in six or eight months' time. Finally the order is completed, and then we have to go to the Government and

apply for an export license; when this comes through we have to say, please Mr. Railwayman, accept our shipment. The railway man is most obliging, accepts the goods, and then the question of delivery is involved. The congested state of the railways is well known. Practically the only cars moving to-day are bearing coal and foodstuffs, so our shipment is left on the siding and we have no means of knowing when delivery may be expected.

War Needs Must be First

"Our neighbors to the South are now at war as one of our Allies, and the first call on all manufacturers and means of transportation is for war material and its delivery. This is a condition which we have to bear in conjunction with all others, and so offer no adverse comment. It is up to everyone to make the best of the situation.

"Undoubtedly when spring comes and the railways are able to handle freight expeditiously some relief may be afforded. However, it must be remembered that manufacturers' warehouses and railway sheds are loaded to capacity and it is going to require herculean efforts to clear away this accumulation of material."

All Energies Directed Towards Production of War Material

Already there is evidence that manufacturers who have not hitherto turned their plants to production of war materials will be asked, wherever possible, to work for the government. It is evident that many manufacturers who are now turning out goods which might be termed non-essential, will make necessary changes towards this end. Where the real distinction against non-essentials will be drawn is as yet not quite clear. The United States Government does not wish to take any man's business away from him but most certainly the needs of the fighting machine will be catered to first.

Hardwareman's Stock May Be Further Affected

It is really impossible to forecast how the hardwareman's stock will be affected as yet. Are those turning out steel goods such as butts, hinges, thumblatches, etc., going to be allowed to continue or not?

Are those manufacturers turning out electric irons, percolators, heaters, fans, etc., to be allowed to continue? Most certainly those using these items consider them essential but will a government whose main business is war look on it in this light?

Already the governments of practically every allied country have commandeered the aluminum available. This is used in aeroplane contruction and means that the manufacture of aluminum cooking utensils is being greatly curtailed.

Sell the Goods Available—Smile

It would be possible to go through the entire range of merchandise found in the hardware store and a question as to the future possibility of securing same would crop up. However, that isn't the attitude which merchants must assume. It is true that already shortages on some lines exist. As the war continues the list may grow but there are so many items on which stocks are available and on which the merchant can make a bid for sales that the outlook is not discouraging.

There is every reason to believe that the real needs of every community will be taken care of. The cry for production of food stuffs and grow your own vegetables is one which the hardware merchant can turn to his own good in the sales of many of his lines. It is true that forecasts on conditions six months hence is wrought with uncertainty but a spirit of optimism will be the dominating factor in the success of the retail hardware merchant.

Current Events in Photograph—No. 7



THE NEW TRENCH ON THE WESTERN FRONT

Convention Program Now Complete

Good Attendance Urged—Letter From the President—Have You Business Problems?—The 1918 Outlook—Advertising and Salesmanship Addresses—Closed Meetings For Members Only

PROBABLY the best programme on record has been arranged for the fourteenth annual convention of the Ontario Retail Hardware and Stove Dealers' Association, which will be held in Hamilton on Tuesday, Wednesday, and Thursday, February 19, 20, 21.

All that is needed now to make the convention a huge success is a good attendance of retailers. Those who attend will derive immeasurable benefit.

Non-members of the association are asked to join and make their plans to attend. In this way they not only exercise the get-together spirit so necessary in an association of this kind, but will get a close insight into business conditions, and the many problems confronting the trade.

It should be the aim of hardware merchants of Ontario to have an association to which they can look for real good, live information. The officers have this year arranged for a splendid program, and it is up to the Ontario retail hardware trade to show their interest in the association and place it on a solid foundation, thus paving the way for even greater conventions in the future.

The convention programme is printed in the accompanying panel, and it contains many excellent features.

Have You Business Problems?

There are many problems confronting the hardware merchant in the conduct of his business, and a solution of these may be secured from the address which will be given by John C. Kirkwood, business counsel.

The address which Mr. Kirkwood will give will undoubtedly be a feature worth the cost of the trip itself. Mr. Kirkwood's experience covers years of actual merchandising, in addition to which he has made a careful study of the problems of the retail merchant. He is well qualified to discuss merchandising from all its angles, and the subjects which he will treat are listed in the order in which they will be discussed:

1. Ascertaining and recovering the cost of doing business.
2. Making a net profit of thousands per year.
3. A salary for the boss.
4. Selling more goods on the matter of turnover.
5. Making the man behind the counter a better salesman.

The wide range of subjects will be covered in Mr. Kirkwood's talk in a most thorough manner. In addition to hearing the talk, retailers will be given an opportunity to ask questions which may have been bothering them for some time past. The meeting is to be thrown open to a discussion of the various subjects, and this should prove one of the interesting features of the convention.

The 1918 Outlook

Prominent manufacturers and wholesalers will give a series of short addresses on the outlook for 1918 in their respective lines, and this should prove another most interesting feature. These speakers will undoubtedly give out information in regard to the future outlook which should prove of great value to retailers during the course of the next few months.

The subjects to be treated in these addresses are: "The Linseed Oil and White Lead Situation," by H. M. Ashby, managing director Sherwin-Williams Co. of Canada, Ltd., Montreal.

"A Forecast on Sheet Metals," by A. T. Enlow, president Dominion Sheet Metal Co., Hamilton.

"Saws and Tool Situation," by H. P. Hubbard, general manager E. C. Atkins & Co., Hamilton.

"Shovel Situation, Present, and Future, as we See it," by W. G. Skelton, Canadian Shovel and Tool Co., Hamilton.

"Hinges and Wrought Hardware," by A. F. Hatch, manager Canada Steel Goods Co., Hamilton.

"Ready Mixed Paint Outlook," by F. J. Penberthy, mnager Lowe Bros., Ltd., Toronto.

"The Metal Market," by W. G. Harris, senior, president Canada Metal Co., Toronto.

"The Outlook From a Wholesaler's Standpoint," by T. B. Williamson, H. S. Howland, Sons & Co., Toronto.

Following the addresses a discussion will take place and members' queries will be given consideration.

Advertising Problems

Inasmuch as advertising is considered part of the sales programme in the majority of retail stores, the address on this phase of the business, to be delivered by A. A. Briggs, advertising manager Dunlop Tire and Rubber Goods Co., Toronto, should also prove most interesting.

Undoubtedly many splendid ideas will be given out which the retailers can adopt in their own advertising. This address will be followed by a discussion on advertising problems.

Salesmanship Address

Mr. Geo. A. Simpson, sales manager Steel Company of Canada, Hamilton, will give an address on "Salesmanship." Mr. Simpson's experience has been gained in a wide field, and he is an authority on sales problems. At different times a number of Mr. Simpson's articles have appeared in HARDWARE AND METAL and other publications.

Mail order house, and department store methods of buying and selling goods will form the basis for an address to be given by Geo. D. Davis, manager HARDWARE AND METAL.

Letter From the President

To the Retail Hardware and Stove Dealers of Ontario:

After our annual convention in Hamilton last year, an article appeared in HARDWARE AND METAL strongly urging drastic changes in our convention methods, in order to get greater efficiency from such an association. This elicited a number of good, practical letters from retailers who had the best interests of the trade at heart.

The result is the executive have formulated a programme for the coming convention, which is well worth going miles to hear. Please give this programme (which appears elsewhere in this issue of HARDWARE AND METAL) your careful consideration, and I think you will conclude that it will be worth while to attend the convention.

The volume and class of trade which we represent is worthy of a strong, intelligent, enthusiastic and practical association. This can only be attained by concerted effort, and for this reason a large gathering of representative hardware men of Ontario is urged. This will enable us to discuss matters of mutual interest, and get down to such a substantial basis that it will stand us in good stead through the uncertainties in the business situation that prevail to-day. Respectfully yours,

James N. McGregor,

President Ontario Retail Hardware and Stove Dealers' Association.

Methods employed by mail order houses and department stores will be covered in this address.

A "question box" session is to follow the address and at this the retailers will have an opportunity for discussion. Two "question box" sessions are slated on the convention programme, and at these merchants will have every opportunity given them to bring up matters of importance.

Closed Meetings

Some of the meetings will be open to all who attend the convention. There are others which will be closed, and at which only members will be admitted. These meetings are confined to the retail merchant so that those present will feel free to discuss matters which would not be undertaken were outsiders in attendance. Distinctive badges will be provided for members, association members, and visitors.

The meetings are to be called on time and carried out according to schedule. No deviation from this rule is to be permitted.

Election of Officers

This year the election of officers will take place by ballot. The first two days nominations will be received, after which ballots will be printed, and the election take place Thursday morning. It is thought that men best fitted to carry on the work of the association will be elected, and members are expected to take more interest in the election of officers this year.

Entertainment Tuesday Evening

A luncheon is to be tendered convention delegates by Wood, Alexander & James on Tuesday, February 19, the opening day. This will take place from 5.30 to 8.00 p.m., after which a theatre party will be held, the delegates being the guests of Hamilton manufacturers.

A "Clearing House" Proposition

The secretary of the association, W. F. MacPherson, Prescott, Ont., has sent out a letter to all members of the association in connection with a proposition which has been adopted to help merchants move unsaleable goods they may have on hand. It is really a clearing house proposition, by which merchants may be able to move unsaleable overstocks. It is pointed out that slow or unsaleable goods in one district are good stock in another district.

It is said facilities will be provided during the convention for submitting lists of goods which each member would like to dispose of. Sellers and buyers will be put in touch with each other and all possible assistance given toward disposal of goods offered. It is stated the results of a similar appeal last spring were excellent, many entire lists being sold out. It is asked that where possible samples be brought and marked at lowest price which would be accepted.

To Obtain Reduced Railway Rates

Instructions to persons attending Ontario Retail Hardware and Stove Deal-

(Continued on page 50)

CONVENTION PROGRAMME

THE ONTARIO RETAIL HARDWARE AND STOVE DEALERS' ASSOCIATION

ROYAL CONNAUGHT HOTEL, HAMILTON
FEBRUARY 19-21, 1918

TUESDAY, FEBRUARY 19

10.30 a.m.—Meeting of Executive, appointment of Convention committees.
Reports of Officers for approval by Executive.

2.00 p.m.—Open Session.
Reception by Mayor and Trade Association representatives.

3.00 p.m.—Business Session for members.
President's Address.
Secretary's Report.
Treasurer's Report.
Reports of Executive and Advisory Committees.
New Business.

Evening—Luncheon and theatre party.

WEDNESDAY, FEBRUARY 20

9.30 a.m.—10-minute addresses on "Outlook for 1918," by following speakers:

"The Linseed Oil and White Lead Situation," by H. M. Ashby, Managing Director Sherwin, Williams Co., Montreal.
"A Forecast on Sheet Metals," by A. T. Enlow, President Dominion Sheet Metal Co., Hamilton.
"Saws and Tool Situation," by H. P. Hubbard, General Manager E. C. Atkins & Co., Hamilton.
"Shovel Situation, Present and Future, As We See It," by W. E. Skelton, Superintendent Canadian Shovel & Tool Co., Hamilton.
"Hinges and Wrought Hardware," by A. F. Hatch, Manager Canada Steel Goods Co., Hamilton.
"Ready Mixed Paint Outlook," by F. J. Penberthy, Manager Lowe Bros., Ltd., Toronto.
"The Metal Market," by W. G. Harris, Sr., President Canada Metal Co., Ltd., Toronto.
"Outlook From the Wholesaler's Standpoint," by T. B. Williamson, H. S. Howland Sons & Co., Toronto.
Queries from members and consideration of forecasts.

WEDNESDAY AFTERNOON

1.30 p.m.—Address by John C. Kirkwood, Business Counsel. Mr. Kirkwood's address will cover the following subjects: Ascertaining and Recovering the Costs of Doing Business; Making a Net Profit of Thousands Per Year; A Salary for the Boss; Selling Enough, or the Matter of Turnover; Making the Man Behind the Counter a Better Salesman.

3.30 p.m.—Address on "Advertising," by A. A. Briggs, Advertising Manager Dunlop Tire & Rubber Goods Co., Toronto.
Queries and discussion on above subjects by members.
Question box.

WEDNESDAY EVENING

Closed meeting for members.
"Department Store and Mail Order House Methods," by Geo. D. Davis, Manager HARDWARE AND METAL.
Question Box Session led by Messrs. Davis and Kirkwood.

THURSDAY MORNING

Closed Session.
9.30-10.30—Election of Officers and General Business.
10.30—Address on "Salesmanship," by Geo. A. Simpson, Sales Manager Steel Company of Canada, Hamilton.
"Mock Sales."
"Demonstration of Actual Salesmanship."

THURSDAY AFTERNOON

New Lines for the Hardware Store.

Labor Resources Pooled

Governments of Canada and U. S. Reach Agreement — More Trade Prohibitions—Executive Reorganization Due

WASHINGTON.—The labor agreement entered into between the United States and Canada is regarded here as one of the most effective measures taken since the beginning of the war to make the industries of both United States and Canada most effective. Under the plan worked out it is the opinion of officials of the Department of Labor that the labor resources of the United States and Canada will be virtually pooled and all labor competition will be wiped out.

Labor Agreement

Under the terms of agreement there can be no shifting of labor from the United States to Canada or vice versa, without the permission of the two governments interested. This measure will protect Canadian manufacturers from the inroads made on their labor supply by the higher wages offered by some manufacturers in the United States. On the other hand it is deemed a measure that will be equally favorable to the United States. For some time, according to officials of the Department of Labor here, there has been a general shifting of labor between the United States and Canada and this has resulted in disruption of the industries of both countries. Under the present agreement there must be mutual agreement by both governments before there can be any labor shifting so that there will be a virtual pooling of surplus labor. All fears expressed by industrial leaders that the plan might work to the disadvantage of the United States have been set at rest by the Department of Labor. Senator G. D. Robertson of Canada has been appointed as the representative of Canada to act as a member of the Federal Employment Board of the United States and protect the interests of Canadian labor and industry at all times.

More Trade Prohibitions

Strict prohibition on imports and exports of the United States will be the next drastic step taken by the United States Government. It is generally understood that within a few days President Wilson will issue a proclamation in which he will set forth drastic regulations of the imports and exports of the United States. The step is taken in order that every possible bit of shipping space may be reserved for the transportation of war supplies. It is understood that all non-essentials will be prohibited, both as imports and exports. Detailed instructions will be given as to what are considered essentials and what are non-essentials. It is generally believed here that some agreement will be made with the Canadian Government whereby the full terms of the proclamation will not be extended to trade between the United States and Canada. Inasmuch as much of the trade between these two countries does not involve the use of any shipping which might be used for trans-oceanic cargoes the effect of the prohibition would be to put a damper on trade which has no interference with the problem of shipping war supplies across the Atlantic.

The fuel situation in the United States has become somewhat relieved during the past week. It has reached a state where the order issued by Fuel Administrator Garfield, closing down factories on Mondays, has been revoked in as far as it applies to the Southern states. Railroad congestion is gradually clearing and there is a hope that the closing order may be gradually revoked until all the industries of the United States will be unrestricted before April 1, when the order finally ceases to operate.

The question of shipping space still remains the most important question confronting officials of the United States. An agreement reached with the Allies for the pooling of all shipping space and placing the control of all bottoms in the hands of a central committee is looked upon as one measure which can be counted upon to bring maximum efficiency to shipping.

Executive Reorganization Due

President Wilson has asked Congress for power to reorganize the executive departments of the government. This measure will probably fail to pass Congress, but it is generally taken in Washington as an indication that a general reorganization is about to come, which will place the industries of the nation more fully in the power of the government. President Wilson has steadfastly refused to countenance proposals for the establishment of a Director of Munitions, but it is generally conceded that steps will be taken shortly which will place the war industries of the nation under a more central head. It is regarded as a possibility that the present War Industries Board which has only the power of advice now may be given some real authority by legislation.

RESIGNS AFTER 63 YEARS' SERVICE

William H. Hart, who has held an executive position with the Stanley Works, New Britain, Conn., for 63 consecutive years, has resigned as chairman of the board of directors.

Mr. Hart entered the employ of the company in March, 1854, and in May he was elected secretary and treasurer. Within two years the general management of the business practically devolved upon Mr. Hart, and the story of his struggles during those early days, when he was working with insufficient capital and had to compete with old established concerns a great many times larger, is interesting.

A brief sketch of Mr. Hart's association with the Stanley Works since 1854 is given herewith:

He was its secretary from May 16, 1854, to 1872; its treasurer from 1854 to 1905; its president from 1884 to 1915; the chairman of its board of directors from 1915 to the present time; filling all of these successive positions of trust and responsibility, it is said, with marked devotion and ability, and in each case voluntarily retiring from the position.

Mr. Hart will continue to be a member of the board of directors.

New Steel Company Formed

Manitoba Steel and Iron Company, Limited, Organized at Winnipeg—Will Conduct Merchant Business

ORGANIZATION meeting of the Manitoba Steel and Iron Company, Ltd., was recently held in the city of Winnipeg, and the following board of directors was elected for the ensuing year, viz.: T. R. Deacon, H B. Lyall, Sir Augustus Nanton, Geo. F. Galt, G. W. Allan, K.C., M.P., Sir Douglas Cameron, Chas. Pope, Capt. Wm. Robinson, W. H. Cross.

At a subsequent meeting of the directors, the officers were elected as follows: T. R. Deacon, president, H. B. Lyall, vice-president, Walter Stuart, secretary.

The company has been incorporated with a Dominion charter with an authorized capital of five hundred thousand dollars ($500,000.00) to take over the merchant end of the business of the Manitoba Bridge and Iron Works, which has grown to considerable dimensions.

The new company is strongly financed, it is said, and will carry on a general merchant business in heavy steel goods such as structural steel, plates and sheets, bar iron and steel, boiler tubes, rivets, bolts, railway supplies, mining equipment, heavy forging billets and stock for shipbuilding. An entire block of land with suitable warehouse has been secured on Logan avenue with railway siding facilities, and business will be commenced on March 1st. The business it is said will be carried on along lines similar to the large steel and iron merchant businesses of the United States, contracts for large tonnages being made at one time with the rolling mills. Authority is also given under the charter to build and operate rolling mills and blast furnaces.

The Manitoba Bridge and Iron Works purpose confining their business more to the purely manufacturing side of the business, for which this change will afford them more needed room on their present site. The latter company is also applying for a Dominion charter with an authorized capital of one million ($1,000,000).

Interiors Time Savers and Sales Builders

As a Means of Good Service—Women a Factor in Buying — Displays Have Wrought Change—Five and Ten Cent Counter Important—Reaching All Classes of Buyers

GETTING the goods over the counter is greatly facilitated when the interior arrangement of the store is such that the merchandise is easily accessible.

Under present conditions, when merchants are experiencing considerable



The use of store signs is one which can be employed successfully. In this store electric signs are used to direct customers to the various departments.

difficulty in maintaining a sufficient supply of help, everything possible to save steps and assist in rendering an adequate service to the customer should be done.

As a Means of Good Service

The interior of the store should lend itself to the rendering of real service. Nothing impresses a buyer more than an arrangement of merchandise which is neat and attractive, and from which the clerks are able to take care of their requirements quickly.

The Woman a Factor in Buying

Shown on this page are two store interiors, which cannot fail to impress the customer. A great deal of the shopping to-day is done by women, and it is not so many years ago that the hardware store was looked upon as man's domain. This idea has become extinct now, however, and the aggressive hardware merchant has fitted up his store so that the woman need feel no uneasiness in doing the shopping there.

Displays Have Brought Change

One of the features which has gradually led up to this state of improvement is the importance placed on the display of the goods. It is not only the women who like to see and examine the goods —the man is equally interested in good displays of the lines which he is seeking, and the cases where goods well displayed have influenced sales are too numerous to enumerate here.

Signs to Direct the Buyer

Take the item of cutlery. In the one interior shown herewith, an electric sign is suspended from the ceiling directing the buyer to where these goods are stocked. Further down another sign draws attention to the paint department. Throughout this store these signs are used to guide the persons entering the store to the department which they wish. This is a feature which can be adopted easily and successfully by practically all hardwaremen.

Looking at the cutlery department, what is at once evident? Real show cases, cleaned, dusted, and holding a splendid assortment of merchandise which must appeal to even those who may not anticipate making purchases at the time. Goods displayed in this manner hold a fascination for the average individual, and when in the market these customers will remember the store which shows it has the goods.

The Counter Display

In the sectional view to the right, counter displays are used in addition to the show case. This is a method of getting the goods right in front of people which has proved successful. There are many who like to handle goods or have them so convenient that a careful investigation is possible.

Five and Ten Cent Counters Important

This is well exemplified in the case of counters or tables showing goods at five, ten, fifteen and twenty-five cents. Merchandise arranged in this manner with a price card stating in plain figures the price very largely sells itself. To the woman of the house particularly, little labor-saving articles in plain sight that she can go and pick out for herself, this method appeals. In mentioning this to a lady buyer recently, the question was asked: "Do you think counter displays of this nature are really advantageous to the store keeper?" Her own words fully answer the question: "When I went into —— store the clerks all happened to be busy, so I walked over to the tables showing these small wares. Do you know I picked up little things there which I felt I needed in my kitchen, and when I came to pay for them the bill was nearly two dollars. Had these goods not been in plain sight I would never have thought of them, and the clerk had to exercise no power of salesmanship to get me to take the goods away."

Household Lines Appeal Primarily to Women

Other lines of household goods which can be attractively displayed are enamelware, nickel-plated ware, electrical goods, carpet sweepers, vacuum sweepers. In the household goods' department the hardware merchant has a range of merchandise which appeals particularly to the women, and the average man will not refuse to spend the money for any labor-saving device which will relieve the work at home.

Reaching All Classes of Buyers

For the carpenter, good tools are always acceptable; for the painter, brushes and paints issue a call to his nature; for the small boy, pocket knives, skates, hockey sticks, baseball goods, in fact anything in the line of sports goes right to his heart.

But none of these items gets a chance unless they are brought out from the dark corners or under counters to where they can be seen

As a measure of economy, as a means of maintaining and even showing increased sales with less help, the matter of interior display and arrangement of stock is one which should engage the attention of every merchant.



Cutlery displays in this store have been made on special shelf stands. The arrangement is decidedly attractive and effective.

Accounting as Basis for Advertising

Necessity of Keeping Advertising Expenditure Closely Related to General Accounting—Thorough Analysis Enables Concentration on Successful Features

WM. ASHBY, managing director the Sherwin-Williams Co. of Canada, Ltd., was the guest of the Montreal Publicity Association at their weekly luncheon, held at the Windsor Hotel. After luncheon Mr. Ashby spoke on advertising cost accounting, the title for his subject being "Cost accounting as a basis for good advertising."

Mr. Ashby stated successful advertising is the steady application of pressure on the public mind to a realization of some truth which is to the advantage of the advertiser and the public, and also that it is absolutely the recognition of certain needs for the right product at the right price.

If the definition as stated above is recognized as being correct, a firm must confine their advertising to their statements and ideas being fundamentally true, and of mutual advantage to all concerned, and these truths must be firmly impressed upon the public mind with steady pressure.

Mr. Ashby stated that generally advertisers did not usually adopt the policy of steady pressure, and therefore lost a great deal of value in advertising. It is realized that in the first place one must start with the right product at the right price, but too often the question of the amount which should be apportioned in the advertising appropriation or budget and in the direction in which this appropriation is applied, is given very little consideration.

Our president, Mr. W. H. Cottingham, stated when leaving Canada to take up executive duties with the Sherwin-Williams Co. of America, that he took with him a profound belief in the value of good advertising and a very keen appreciation of accurate figures and accounting in executive control.

With these two thoughts dominating, an advertising policy was inaugurated, and has been carried on ever since. It has been the policy of this company for twenty years.

Mr. Ashby went into details regarding the proper way of keeping an accurate account of the cost of advertising, showing how in the large business which the company is doing, they are able at any time to determine the amount of any one line sold, as a total or by one salesman's division or district. This method of keeping accurate account of the sales enables the management at all times to ascertain the volume of business being done in any branch of the business. Keeping separate all the different sales of the different lines determines the value of the advertising policy adopted for increasing the volume of business in any one line, and enables the firm at any time to switch from this policy to that of another employed for pushing the sales of any line and which appears to be more successful.

Mr. Ashby pointed out the necessity of keeping the advertising expenditure closely related to the general accounting so that at any time an accurate figure can be obtained, showing what it costs for advertising in proportion to the sales.

Other methods of general accounting which the Sherwin-Williams Co. use permit the management at any time to know what the cost of selling their products amounts to. This is ascertained by the correct accounting of their expenses, such as travelling expense, general expense, expense incurred by salaries, etc., and includes cost of advertising. He explained the use of special forms and reports used for this purpose and showed how essential it is to watch advertising and see that it is kept in proper proportion to their sales. By this accurate method of accounting it is possible to keep up a steady pressure of advertising and to increase the advertising appropriation at any time during the year in keeping with the increased business being done, and eliminate any possibility of the management suffering surprises at the end of the year when their total expenses are made up.

The accurate records of sales which have been kept from year to year enables us to safely push our advertising expenditure, whereas if these records were not available one might be timid about spending too much money, which in reality should be spent, and on the other hand it might be found that more money was being spent than what really could be afforded, and in the latter case, in the midst of an advertising campaign, it would be necessary to retrench, which would mean probably the failure of the whole campaign.

By adopting and following out these plans the company has been able to keep up a steady maximum pressure for over twenty years. Also we are able to determine, on account of knowing the volume of business done in each of our products whether it would be advisable to keep on or increase the advertising on one line at the expense of some other, or whether one form of publicity is better for one section of the country than another.

By the thorough analysis of your advertising costs you are able to keep down the items of rather doubtful value, such as over-distribution of color cards, fence signs, and other matter which might possibly be sent to the waste paper basket, and to concentrate on those features that are driving home the truth.

Mr. Ashby explained the necessity in successful advertising of adopting a trade mark, referring to the Sherwin-Williams' "Cover the Earth" design, and how all advertising, stationery, etc. was centred around this trade-mark. Giving us an instance, during some of his early experiences as a traveller he found that in some cases consumers would not know the name of the company but recognized the trade-mark.

During his remarks he referred to Mr. Geo. Ford, the originator of the "Cover the Earth" design, and the strength of the "Cover the Earth" trade mark, pointing out how the spilling of a pot of paint over the world when appropriately advertised serves as a connecting link with the name of the Sherwin-Williams Co. that never can be forgotten. This symbol or sign is easily and always recognized.

During his remarks, Mr. Ashby referred to some companies who have not a trade mark which could be so generally or easily used, and pointed out the difficulty there existed when trying to link up an advertising policy with a trade mark which is not a symbol of the business, or has no connection whatever, literally, with the product being advertised.

He also mentioned the experiences through which this firm has passed in advertising a special product, and not adopting the present policy of pushing the whole line, and how it was found to be costly and not a good policy for a manufacturer of many different lines—the adoption of general publicity being preferable.

The topic chosen by Mr. Ashby is one that probably is a little different from what is generally discussed at such meetings, but it is a phase of the advertising policy which every large advertiser must consider if he is spending his money judiciously for the furtherance of his business.

PRICE FIXING IN BALANCE

"A new situation which may have an important bearing on the whole present system of Federal price determination has been precipitated by the free lance action of the Navy Department," says the *Iron Trade Review* of Cleveland, under date of February 7. Competitive bids have been taken on a number of steel products, and some quotations considerably under the maximum price recommended on these lines by the American Iron and Steel Institute have been developed. Such a course of procedure may serve to bring to a clean cut issue the future functions of the War Industries Board on matters of price and distribution.

EDITORIAL COMMENT

ATTEND THE CONVENTION

IT is hoped that the Ontario retail hardware trade will turn out in large numbers to attend the hardware convention to be held at Hamilton on Tuesday, Wednesday and Thursday, Feb. 19-20-21.

The officers of the Association have provided a program that should prove a splendid inducement for retailers to give up business cares for two or three days, and meet their fellow merchants in convention at Hamilton. This is a time for co-operative competition, a time when retail merchants should get together as much as possible. Every retailer and every salesman who attends the convention meetings, meets the manufacturers and their representatives, feels the thrill of the get-together spirit which will be bound to predominate, will go home a better merchant and feeling that the time and money spent in attending the convention is a good investment. The City of Hamilton is an ideal convention city, easily accessible from all parts of the province, and with good accommodations for visitors. All that is needed to make the convention a success is a good attendance of retailers. You can help the Association and yourself by making it a point to attend the convention.

THE ELECTION OF OFFICERS

ELECTION by ballot is one of the features of the coming hardware convention. This is a move in the right direction, and was strongly urged by HARDWARE AND METAL following last year's convention—not because it was felt that good officers had not been elected, but because it is the proper method and one that will undoubtedly stimulate interest in a feature of the convention that had been neglected to a great extent by the members. In this connection a few suggestions from the Minnesota Hardware Association are in order. Prior to the annual election of officers suggestions were offered as follows:

"You are already thinking about who will be elected as 1918 officers. Don't allow anything to influence you to put into office any but men whom you think will be for the best good of the Association."

"The Minnesota Retail Hardware Association is a very important organization. It is helping conditions for retail hardware men, and in order to be a success it needs the best men you have in the Association."

"Don't put in a man only because he is your friend."

"Don't urge his election for the reason only that he is in your part of the state."

"You have been having good men in office during the past or the Association would not be where it is to-day."

"I would, therefore, urge that you use your best judgment when selecting the men into whose hands you place the management of your Association."

"The selection of names in the nominating committee meetings should be by ballot so that each man would give an unbiased vote."

CREATING THE ATMOSPHERE

ADVERTISERS when attempting to place their finger on some definite results from an advertising campaign are often met with an apparent blank. Some in consequence become disheartened and will condemn advertising as a sales agent. These forget that it is the continual dropping of the water that wears away the stone, and also forget that the average individual for some unknown reason dislikes to admit that an advertisement has influenced him.

We had this brought home to us most vividly when talking to one of the executives of the Victory Loan Committee the other evening. He referred to the immense amount of advertising that had been done and the astounding results that had been achieved. "Nevertheless," he added, "I have yet to meet one man who will admit that the advertising influenced him to buy a bond."

The advertising, however, had created the atmosphere. Subconsciously it was being hammered into the mind of every man, woman and child from every billboard, from every show window, and from every newspaper page, that it was his or her duty to buy a bond. Just when the psychological moment was reached, when the individual in question said, "I will buy a bond," could not be directly traced to any particular advertisement, but the atmosphere was created. Little by little, day by day, that man became impressed with the urgency of the case, and the results we all know.

Retailers should take a lesson from this. Do not expect a flood of customers to your store carrying newspapers in their hands with your announcement in it the first time that an advertisement is used, but remember that, like the Victory Bonds, continual telling of your story will wear its way into the reason of the most obdurate.

Hold Sixth Annual Convention

Canada Metal Company Sales Staff Meets—Practical Subjects Taken Up

THE Canada Metal Co., Ltd., held the sixth annual convention of their sales staff at the head office in Toronto commencing the week of February 4. Representatives of the firm from all parts of the Dominion were present, trade conditions were discussed on all territories from the Atlantic to the Pacific coasts, and it is stated that a most interesting and successful convention was the result. One salesman stated, "I have been selling metals all my life and the first year that we met I thought there was nothing more for me to learn, yet when I hear the views and experience of our other salesmen, I decide that as long as I live it will be necessary to come to these conventions with an open mind ready to digest and benefit all that is possible by the knowledge of others.



W. G. HARRIS, Sr.
President, Canada Metal Co.

The exchange of ideas and experiences gives a wider viewpoint and educates one for all emergencies.

W. G. Harris, Sr., president of the company, gave an address of welcome and expressed his great pleasure in once more meeting the staff.

Only once a year he said it is possible for us all to meet and year by year the family grows and to-day we have here the managers and their salesmen, not only from head office, but also from our factories in Hamilton, Montreal, Winnipeg and Vancouver.

In 1911, he further added, we moved to our new factory on Fraser Avenue and to illustrate the growth of our business may state that not only is our staff increased by more than twenty salesmen but this factory has been enlarged five times in the period to cope with the great demand for our goods. We have also built factories and are manufacturing most of our lines in Montreal, Winnipeg and Vancouver. Our progress, he continued, has been remarkable and our success has been built on a sure foundation. The motto we stand by is "SERVICE and DEPENDABILITY." Give excellent service, manufacture and sell goods of dependable quality and success is bound to follow.

Mr. Harris also gave some good sound advice on square dealing. Know your business, said he, learn all there is to know about metals. Ask questions. Teach and be taught and thus ensure closer co-operation, and he told how, during the convention they would have the opportunity of seeing many lines manufactured so that they could gain an accurate knowledge of what they were selling and how and under what conditions various goods were manufactured.

Mr. Harris, Jr., vice-president, presided at the convention and opened by going through the annual report and he gave some interesting figures. All sales have increased and 1917 was the best year to date.

He further pointed out that no firm can stand still. It must either go ahead or go behind and to go ahead after a successful year required greater efforts, more concentrated efforts. and more carefully organized efforts. Particularly is it necessary to take into consideration that some day the war will end and give every business a tremendous jolt during the re-organization which is bound to follow. Only those firms who prepare for after war conditions can hope to reap the benefit when normal times arrive and this is our reason why the organization must be kept to the highest pitch of efficiency.

Thirty-four times on the Agenda and following the review of general sales was the presentation of the prizes for the various sales competitions. Then came a visit to the lead rolls and samples of Galena lead ore were exhibited and an address on how the ore was mined, smelted, and in some cases treated by electrolytic process to give the pure lead.

Then following the melting of the lead into slabs, sheets were rolled in various thicknesses from 1/16" to ¼" and in widths up to 7' 6" and various lengths. Next a visit was made to the small rolls where the process of rolling lead and tin foils was witnessed.

Another Session was taken up in reviewing the sales of babbitt metals for 1917. Mr. Harris, Jr., gave a very interesting address on this subject illustrating the real meaning of specific gravity of babbitt metals.

An exhibition of how to pour babbitt metals to give best results was made most instructive.

The question was asked by one of the salesmen "Why do we guarantee our babbitt metals to give excellent service?" This opened a subject full of discussion and to illustrate and give a practical demontration of its manufacture, first, a visit was made to the laboratory where tin, antimony, lead, zinc, copper, etc., were tested by the metallurgical chemist. Then the melting pots were visited where three of the largest were being operated. Each of them have a capacity of 35 tons. During the melting process more laboratory tests were made to prove the accuracy of the alloy and later in the day after the metal was poured, another tests was made on the friction testing machine.

At the conclusing of the babbitt metal discussion came one of the most interesting events of the convention, when Fred Harris, manager of the Winnipeg branch, presented a gold watch and chain to Messrs. D. L. Scott and E. Parkin, who have been successful in the Harris Heavy Pressure Competition.

Another Session was given over to ingot metals so that salesmen would thoroughly understand what they were selling. Samples of copper ore, zinc ore, lead ore, phosphor tin, antimony, and phosphor copper were thoroughly dealt with.

Metal conditions for 1917 were reviewed and prospects for 1918 discussed and



W. G. HARRIS, Jr.
Vice-president, Canada Metal Co.

the effect the war upon the metal industry brought out some most interesting details.

Type metals were also fully gone into and following this came the manufacture of solder of various grades. The salesmen after going minutely into all the points of solder, as to quality, &c., were taken through the factory to see the manufacture of bar solder, slab solder, wire solder and ribbon solder.

Each day lunch was served at the Sunnyside pavilion

The salesmen were encouraged to give addresses and to illustrate the practical and interesting subjects the following might be noted.

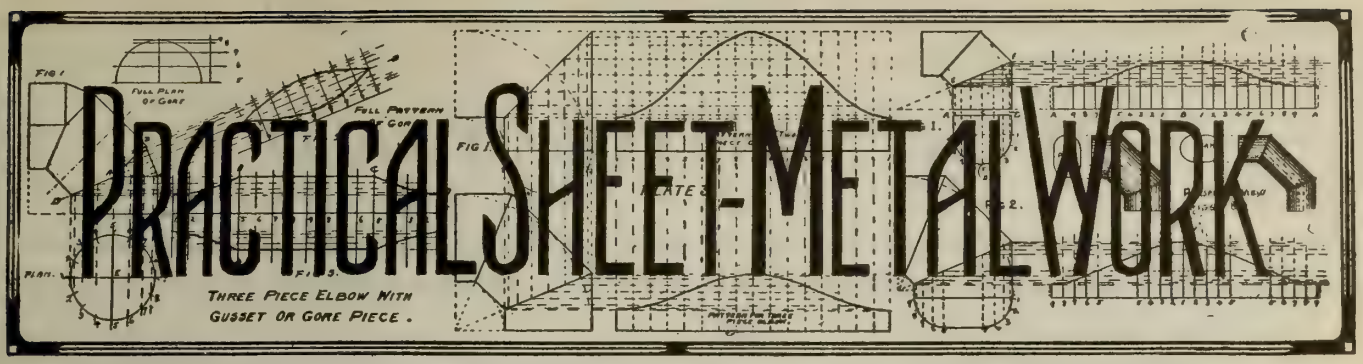
Humanity in Business.—E. Parkin.

Contracts.—F. Harris.

What we are doing in Winnipeg.—W. G. Garrett.

Sales assistance from the office.—M. Matthews.

(Continued on page 50)



BY THOMAS STANFIELD

IN a letter from a reader, HARDWARE AND METAL is asked to describe how patterns for a branch pipe can be made, the branch to be at an angle of 45° from the main pipe.

As the size of pipe or branch required was not stated we are describing a method to adopt for both pipes of same diameter. But the same method can be followed even though the branch be a smaller diameter.

Fig. 1. Let E F G H L M N O P be the elevation, with A B C D the plan of main pipe and J K the plan of the branch piece.

First divide plan A B C D into equal parts 1, 2, 3, 4, 5, 6, 7 and repeat until the whole of the circumference is divided. Next draw dotted lines down until they intersect the joint at L M N.

Now divide plan of branch piece J K in the same manner as was adopted in plan A B C D.

Next draw dotted lines upwards from 1, 2, 3, 4, 5, 6, 7 plan J K until they meet the dotted lines drawn from plan A B C D. These lines should meet at the joint L M N.

The next step to take will be to draw stretchout lines, as shown in Fig. 2 and Fig. 3 respectively.

First draw the stretchout line Fig. 2 as shown at F E H G. These points give the total length of main pipe.

Now transfer the measurements on plan A B C D. 1, 2, 3, 4, 5, 6, 7 and repeat backwards, making 7 on line H, G the centre.

Next draw the stretchout line for pattern of branch piece as shown by line O P O Fig. 3. and transfer the measurements from plan J K 1, 2, 3, 4, 5, 6, 7 repeating these backwards in same manner as was done in Fig. 2.

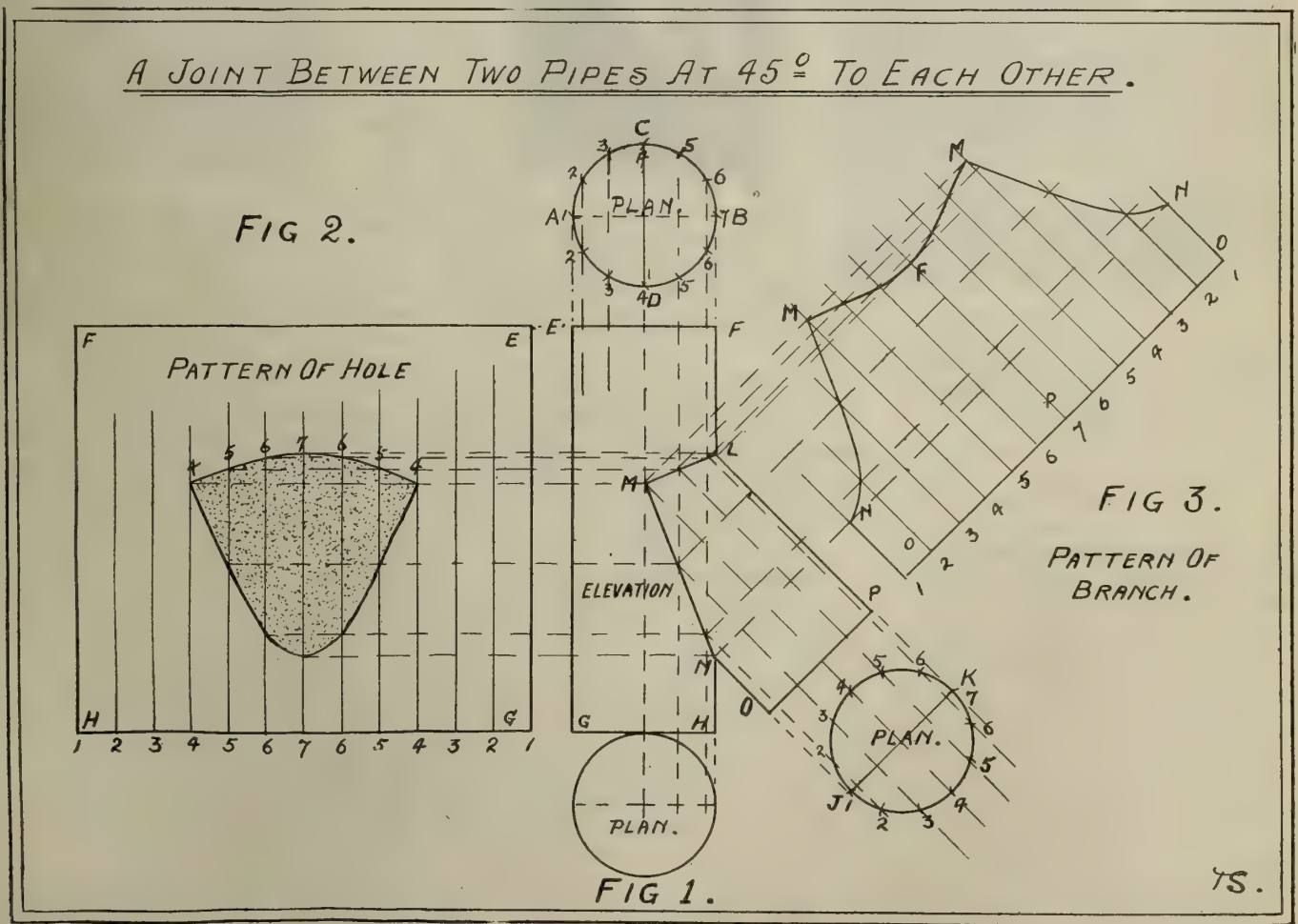
Now draw a number of dotted lines 4, 5, 6, etc., on both the stretchout lines in Fig. 2 and 3.

From line 7 Fig. 2 draw horizontal line until it meets point L on elevation, and repeat by drawing lines from 6,6 Fig. 2 to intersections on M L elevation until the four lines are drawn.

Next draw three more dotted lines from 5,5 6,6 and 7,7 Fig. 2, to the intersections on joint line M N. The points where these horizontal lines cross the vertical lines 1, 2, 3, 4, etc., Fig. 2 as shown by the shaded portion is the pattern of the hole required for the branch.

Now draw lines upwards from 1, 2, 3,

(Continued on page 54.)



EVENTS IN THE TRADE

BUSINESS CHANGES

Edgerton, Alta.—McLeod & Wheeler, hardware, have dissolved.

Broderick, Sask.—Arthur Battersby, hardware, has sold out.

Duval, Sask.—M. A. Boyd, hardware, has sold to E. W. B. Ruse.

Rockhaven, Sask.—R. J. Nelson, hardware, has sold to N. Mead.

Birdview, Sask.—R. A. Ross, hardware, has sold to W. G. Thompson.

Camrose, Sask.—T. C. Battram, tinsmith, has sold to H. S. Sanderson.

Vonda, Sask.—Roulstone Bros. hardware has been sold to J. J. Fournier.

St. Tite, Que.—Francois Duchesneau, hardware, groceries, etc., has sold out.

Whitewood, Sask.—J. L. Lamont, hardware, has been succeeded by J. F. Parr.

Montreal, Que.—Archambault & Lachapelle, hardware and groceries, have dissolved.

Semans, Sask.—Chesney & Botterill, hardware, have dissolved. G. F. Botterill continues.

Dilke, Sask.—J. A. McIntyre, hardware, has been succeeded by J. W. Mattheson.

Yellow Grass, Sask.—Cooper Bros., tinsmiths, have dissolved partnership. Each continues.

Earl Grey, Sask.—John Cleverley, hardware and implements, has been succeeded by A. M. Nairn.

OBITUARY

Burlington, Ont.—George Allen, formerly hardware merchant of this town, is dead at the age of seventy-five years. Mr. Allen recently took an interest in civic affairs and was honored with the Reeveship some years ago.

INDUSTRIAL NOTES

Three Rivers, P.Q.—The St. Maurice Foundry Co. are erecting a brick extension to their factory.

Owen Sound, Ont.—J. H. Cole, of this town, has organized a company under the name of the Great Lakes Steel Corporation to manufacture machine screw products and nuts. A site has not yet been purchased but the company has been incorporated with capital of $1,000,000.

Windsor, Ont.—Announcement has been made on semi-official authority that the Canadian Steel Corporation has decided to proceed at once with the construction of an independent water works system having a daily capacity of 7,000,000 gallons for its new Canadian plant to be erected at Ojibway.

PERSONALS

J. Taylor Webb, of Bissett & Webb, Winnipeg, Man., spent several days recently in Akron, Ohio, visiting manufacturers whom his firm represent.



A. D. ARMITAGE.

Elected President, Whitman & Barnes Mfg. Co., Akron, O., and St. Catharines, Ont. Notice of Mr. Armitage's appointment appeared in last week's issue of HARDWARE AND METAL.

M. J. Beatty, one of the members of the firm of Beatty Bros., Ltd., Fergus, Ont., has been made a director of the Manufacturers' Life Insurance Company in succession to G. P. Scholfield. It is stated Mr. Beatty is the company's largest Canadian policyholder.

PENSION SCHEME STARTED

The Canadian Consolidated Rubber Company, Montreal and branches, has brought into effect a pension scheme. This is now being worked out, at no cost to the employees. It is provided that the annual amount of these pensions shall equal one per cent. of the average yearly wage for the ten years prior to retirement, multiplied by the number of years employed, provided that such pensions do not exceed $5,000, nor fall below $240 a year. For instance, if an employee's wage is $1,000, and he has served thirty years with the company, his pension will be $300 a year. Provision is made for those reaching the age of 60 retiring voluntarily on a pension if they have been twenty years with the company, or in the case of females, at the age of 55. Provision is made also for disability pensions.

DEATH OF S. J. SHURLEY

S. J. Shurley, one of the founders of the Shurley and Dietrich Saw Works, Galt, Ont., died on Feb. 8. last.

With J. C. Dietrich he founded the Shurley & Dietrich Saw Works, with which he was actively engaged for thirty-six years, retiring in 1910. He was eighty-three years old and was born in London, England. He located in the United States, coming to Galt forty-four years ago.

BUYS FACTORY IN JAPAN

The Stanley Works, New Britain, Conn., have purchased the Crescent Works, a Japanese factory engaged in the manufacture of small butt hinges.

The Stanley Works has, it is stated, a large market for its products in the Far East, and control of this plant will enable it to enlarge its business in that part of the world. The plant is at present a small one, but the possibilities for a gradual growth are extremely good. There are both American and Japanese stockholders in this concern and the directing of the plant's operations will be largely in charge of A. L. Rae, who has for many years been the Stanley Work's Eastern representative.

The board of directors will consist of an equal number of Americans and Japanese. The factory will be under Japanese management and the sales end will be under American supervision.

The plant is located near Kobe. F. W. Horne Company of Tokyo and Yokohama, and a number of prominent Japanese in Nagoya and Osaka were the original owners. The plant will be developed to accord with the demands and opportunities in its present field and also in the manufacture of rolled steel.

MEETING IN EDMONTON

The Retail Merchants' Association of Canada are holding what is primarily an organization meeting for Alberta in Edmonton this week. For some time past efforts have been made to enlist the sympathies of all merchants in the work of the association, and it is expected there will be a representative attendance from all over the province. It is stated items of vital interest to all retailers will be discussed.

IMPERIAL OIL CONVENTIONS

Many Important Subjects Taken Up at Salesmen's Gatherings

Eastern and Western Ontario divisions of Imperial Oil, Limited, have each held their salesmen conventions during the past couple of weeks. J. F. Shatford, manager of the Eastern division presided at the convention of Eastern representatives, and Fred J .Wolfe, manager of the Western division, had charge of the Western programme.

Details in connection with the Western convention, at which many interesting subjects were brought up, are outlined below. The subject matter at both conventions was practically the same.

The Western representatives' meetings were held at the King Edward Hotel, Toronto, starting on Monday, February 4. The first discussion was that in reference to the refined oils, gasoline and



FRED J. WOLFE
Manager, Western Ontario Division, Imperial Oil, Limited

lubricating oils situation. General talks on each were given, and a review of sales for the past year made. Plans for increased business during 1918 were formulated. Geo. W. Mills gave an address on automobile and tractor oil lubrication.

Tuesday the advertising program for 1918 was the subject of an address by R. Atwood.

A very interesting address was given by J. W. Cannon, of the Gilbert and Barker Mfg. Co., Springfield, Mass., on underground storage. Mr. Cannon dealt with the threatened shortage of gasoline and how necessary it was to conserve supplies in every way possible. He spoke of the value of underground storage to the merchant as a means of avoiding waste, impressed on his hearers that the use of measuring pump and hose was a means of preventing loss by fire, evaporation and spilling.

Tuesday night was left open for entertainment, and this was supplied in the form of a dinner at the St. Charles Hotel, followed by a theatre party.

A thorough discussion of the stoves, heaters and lamps occupied the greater part of Wednesday. It is said that great enthusiasm was manifest, and the conventions in every way a success.

It was pointed out in connection with the service the company is rendering that distributing stations for refined oil and gasoline by tank wagon and steel barrel delivery had increased from 57 to 140 for Ontario during the past three years.

The following representatives of the Western Ontario division were present at meetings:

F. J. Wolfe, district manager, F. W. Deer, assistant manager, Toronto; W. P. C. Andrew, Niagara Falls; F. P. Bannister, Brantford; J. K. Beatty, Chatham; W. J. Butchart, Toronto; R. E. Burns, Orangeville; J. F. Cody, London; J. H. Franks, Kitchener; C. I. Grierson, Hamilton; F. G. Hall, F. Lapp, Toronto; W. D. MacEdwards, C. W. McGuire, J. H. McGuire, London; C. A. Mayer, Hamilton; J. Morgison, Brantford; L. Parker, St. Catharines; L. Quick, London; J. S. Ross, Hamilton; F. J. Ryan, Windsor; R. H. Spurr, Galt; E. H. Teagle, Windsor; W. W. White, Hamilton; Gordon M. Young, Woodstock.

E. A. MOORE ELECTED PRESIDENT

Stanley Works Officers Changed—C. F. Bennett Vice-president

George P. Hart was elected Chairman of the board of directors of the Stanley Works, New Britain, Conn., to fill the vacancy caused by the recent resignation of William H. Hart. E. A. Moore was elected president, and C. F. Bennett vice-president at a meeting of the directors of the company held after the annual stockholders' meeting.

President E. A. Moore began his business career with Bradley & Hubbard of Meriden, Conn., but left there to take a position in the cost department of the Stanley Works in 1889, on his twenty-third birthday. It was not very long before Mr. Moore became head of the cost department, and in 1892 Mr. Moore became manufacturing superintendent.

Mr. Moore became general manager of the company, in charge of all plants, including foundries, machine shops and hot rolling mills at Bridgewater, Mass. He had charge of the construction and until recently the management of the Stanley Works' heavy hardware plant at Niles. Later he became second vice-president and a director of the company, then first vice-president, in 1916, and finally president.

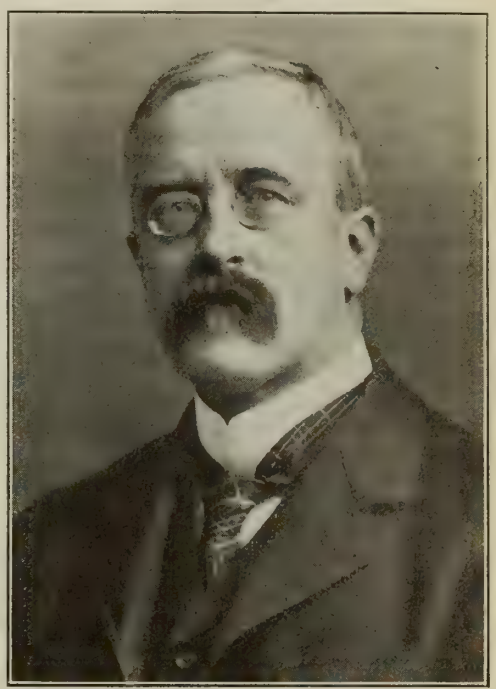
Besides being president of the Stanley Works, Mr. Moore is president of the Canada Steel Goods Co. and the Stanley Steel Company, both of Hamilton, Ont.

Mr. Bennett Began in Shipping Room

Vice-president C. F. Bennett came to New Britain when he was sixteen years old to work for S. H. Beard & Co., heating and plumbing contractors. He entered the employ of the Stanley works in 1891, the day after his nineteenth birthday and went to work in the shipping room, entering orders and helping to make out invoices.

Within a year of Mr. Bennett's coming to the Stanley Works, Mr. Moore was made manufacturing superintendent, and what is now the production and hurry department was started. Mr. Bennett was transferred to this department, where, with the help of one clerk he had charge of ordering the goods to be made throughout the plant, hurrying up production and taking charge of all correspondence in connection with this work.

Within three years he worked from this position into general charge of production, and in 1907 he was put in charge of all general manufacture at the New Britain plant. In 1912 Mr. Bennett was made a director of the Stanley Works, in 1916 second vice-president, and now becomes vice-president, in charge of the Stanley Works plants at New Britain and Niles.



The late J. S. N. DOUGALL
Former President, Dougall Varnish Co., Montreal, announcement of whose death appeared in last week's issue of HARDWARE AND METAL.

KITCHENER MERCHANTS LIMIT BUSINESS HOURS

In an endeavor to conserve coal resources, retail merchants of Kitchener, Ont., have decided to curtail the hours of business. It has been decided to limit the hours from 10 a.m. to 6 p.m. five days in the week. On Saturdays the present hours for that day will be observed. The arrangement will be for the month of February. It is estimated that fifteen tons of coal per day will be saved under the new regulations.

TRADE NOTES

Montreal, Que.—J. E. Tobin, hardware, has registered.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

STARR ORANGE DERINDER

J. E. Beauchamp & Co., Montreal, have been appointed Canadian distributors for the Starr orange derinder, with which, it is claimed, the rind can be



Starr Orange Derinder.

severed from the flesh of the orange without wasting a single drop of its juice or destroying the rind. The tool it is stated has a keen cutting adjustable router, shown in the center of the tool,

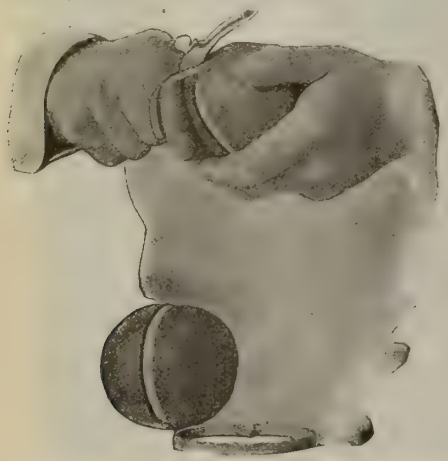


Fig 2.

which can be set to the exact thickness of the rind on different kinds of oranges. This is first used to remove a strip of rind midway between the stem and navel of the orange as shown in Fig 2.

The tool also has, it is claimed, a smooth non-cutting penetrating end,

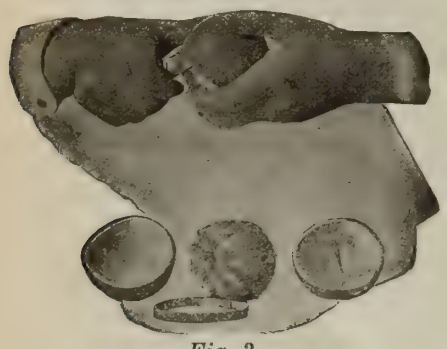


Fig. 3.

which can be safely worked down between the rind and the flesh of an orange to the stem and navel, as shown in Fig. 3. After loosening both half rinds, by simple twist of the hand the rind cups may be removed, including the core of the orange.

UNIVERSAL BUTTER MERGER

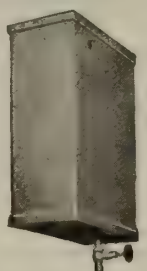
To make butter that will cost much less per pound than is usually asked in retail stores a new "Butter Merger" has been placed on the market by Landers, Frary & Clark, New Britain, Conn., through their Canadian agents, A. Macfarlane & Co., Montreal. By using a pint of milk and a pound of butter this new device will make, it is claimed, two pounds of creamy, palatable butter.

The straight line gear drive, it is stated, admits of free and easy operation; gears are so enclosed that fingers cannot be caught nor flowing sleeves come in contact with them.

The rotating paddle will, it is claimed, produce maximum churning efficiency with minimum effort, the paddle paddling around in such a manner that the oily globules of milk and butter are broken up and mixed in a thoroughly merged mass. It is easily taken apart for cleaning; easily put together for use.

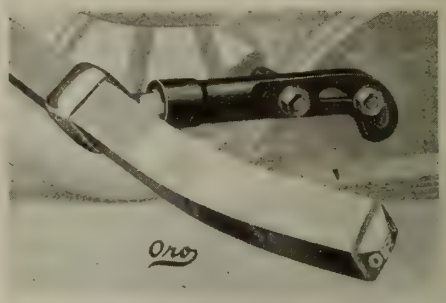
"ORO FORMOST" BUMPER

The Au-to Compressor Company, Wilmington, Ohio, has recently placed on the market a new bumper known as the "Oro Formost," with a universal fitting.



The bumper is, it is stated, adapted to all recent models of cars, having the mud apron and fenders extending all the way to the front tips of the chassis frame, width and curve of frame being taken care of with the special adjustment. The brackets are made of malleable iron, sturdy and well balanced. The springs are concealed in housing and are finished in baked black enamel. The bars are finished in black and nickel, specially rustproof treated.

This bumper comes complete with drop forged hook bolts ready to attach, packed in individual cartons.



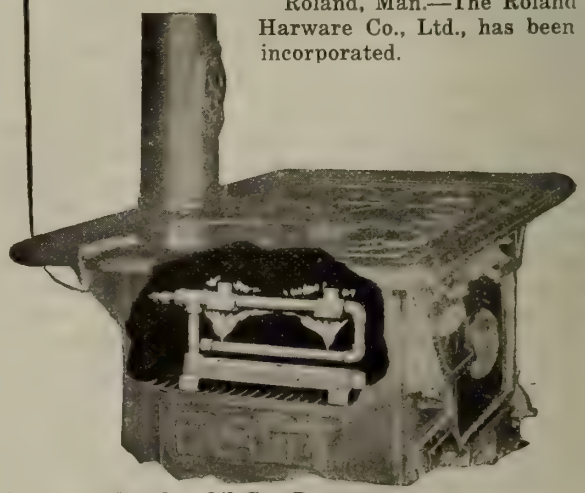
"Oro Formost" Bumper.

KERODOX OIL GAS BURNER

The Kerodox gas burner is being distributed by the Canadian Fairbanks-Morse Co., Ltd., Montreal and branches, and is, it is stated, one solution of the fuel problem. The Kerodox gas burner dispenses with coal or wood for cooking or baking by substituting coal oil.

It consists of a burner and a feed tank and, it is stated, no alterations to the stove are necessary to instal. Maximum heat is supplied at a moment's notice or shut off entirely when not needed; is self-cleaning, and will not clog. It is stated the Kerodox is a scientific arrangement which can be fitted into any range, converting coal oil into gas and getting the maximum heat from the oil; heat when required; no expense when shut off.

Roland, Man.—The Roland Harware Co., Ltd., has been incorporated.



Kerodox Oil Gas Burner.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

MODIFICATION of the original order by the United States Government providing for prohibition of all steel products for export except under license has made it possible for the lighter gauges of black and galvanized sheets to be brought into Canada. The original order stipulated that all black and galvanized sheets were to be placed on the embargo list. Through the change in this ruling the situation with respect to sheets now holds in the status quo, namely, an embargo only on No. 10 gauge and heavier. These heavier gauges of sheets can only be brought forward when license is granted and when sale has been sanctioned by the Dominion War Trade Board.

The appointment of the War Trade Board will have the effect of giving the Government a greater measure of control over imports and exports, and also a better knowledge of condition of stocks of raw materials and partly finished and finished products. Its powers are similar in scope to the War Trade Board of the United States. The opinion is expressed in some quarters that it would not be a surprise to see the United States place an embargo on an even wider range of commodities coming into Canada than those prevailing at the present time.

Advances have been numerous and include increased prices in such commodities as sashcord, cotton rope, awning cord, candlewick, cotton plow lines, tinned pipe straps, socket firmer chisels, drawknives, cotton clotheslines and a number of lines of automobile accessories.

Great difficulty is experienced in getting shipment of goods by railway. Embargoes on acceptance of freight by railways are of frequent occurrence. Wholesalers never know from one day to the next whether they will be able to depend on shipment of freight on any particular day. Even shipment by express has been banned on certain days. Under the conditions business is being hampered through transportation situation.

MONTREAL MARKETS

MONTREAL, Feb. 14.—The week has been a trying one in some ways and still no complaints are heard. Tuesday morning's mail was a heavy one after the enforced holidays and business received has been of splendid proportions with many jobbers. Changes have been upward and these are important, while not of great number. Certain lines of compass saws, trowels, screwdrivers and pliers have advanced. Crowbars are up to 8½c per pound and wire lawn rakes have advanced nearly 50 per cent. Stoves are very firm and the tendency points to higher prices in the very near future. Old material has a firmer and better tone and pig lead advanced 25c per 100 lbs. Rope is still firm and an advance is anticipated in certain quarters.

Crowbars And Lawn Rakes Make Advances

Montreal.

CROWBARS, LAWN RAKES.—Advances have been made in crowbars this week, now being quoted at $8.50 per 100 lbs. The former prices of these ranged from $7.50 to $8. The wire-tinned lawn rakes sold in some sections are also advanced and the relative prices are as follows:—20-tooth wire rakes formerly selling at $6 per dozen have been advanced to $9, and the 24-tooth selling previously at $6.25 per dozen are advanced to $9.75 per dozen. Increases in handles and other costs have been responsible in part for these increases.

Cotton Rope And Cords Make Big Advance

Montreal.

COTTON ROPE, LINES, ETC.—Advances of considerable proportions were made in the price of cotton rope and other lines this week. Cotton rope is now quoted at 60c to 61c per lb. for the 3/16 and for the ¼ inch and larger 59c and 60c is asked. Sashcord is also higher and the range of advance here is about 4 cents per lb. Shade cord is selling at $1.95 per dozen for the No. 3½; $3.15 for the No. 4; $4.30 for No. 4½ and $11.75 for the No. 5. Cotton clotheslines are selling higher at $2.16 for the 30-foot; $2.66 for the 40-foot; $3.21 for the 48-foot and $3.98 for the 60-foot. Twines, as yet, have not shown advances. Candle wick is also up and is quoted at 60c per lb.

Saws And Certain Pliers Are Quoted At Advances

Montreal.

SAWS, TROWELS, PLIERS, ETC.—Advances in the prices of certain Diston lines have been made and while these are not available in definite form, the advance all round is about 10 per cent. The lines affected are compass and wood saws and frames, crosscut saws and one or two other lines. Brick trowels and No. 9 and No. 32 screwdrivers are advanced by a similar percentage. In Utica pliers an advance approximating 20 per cent. has been announced.

Iron Pipe Advances About Two Per Cent.

Montreal.

IRON PIPE.—The last issue of HARDWARE AND METAL pointed out the definite trend of the market for iron pipe, an advance being predicted for all sizes. This has now been effected and the new prices are shown elsewhere in the current quotations. Trading is just fair, but with all the surrounding conditions considered the volume of business is good. Stocks seem to be fairly well assorted but are not excessive.

Rope Rules Firmly But Prices Unchanged

Montreal.

ROPE AND CORDAGE.—While there is small movement of imports to replenish spot stocks, some business is being effected and the prospects are better. It is expected that when the spring shows signs of arriving the impetus given business will be considerable. At the present time a good enquiry is being made from the trade outside, and manufacturers and importers are looking for a large volume of trade. The situation in the United States has changed materially within recent days in that there seems a disposition on the part of government to establish lower prices on manila fibre.

Somewhat Lighter Stocks Coal Oil And Gasoline

Montreal.

COAL OIL AND GASOLINE.—The trade in gasoline and coal oil continues to be seasonable and deliveries are quite satisfactory. The difficulty of securing new supplies has caused some considerable draining of spot stocks, but as yet there is no acute shortage and deliveries are maintained in a satisfactory manner. Coal oil is selling at 17c for Royalite while Palacine and Electroline are quoted at 20c per gallon. Gasoline is quoted at 32½c.

Sheets Reported Scarce And Trading Is Fair

Montreal.

SHEETS AND PLATES.—A steady movement for sheets is reported and while this is not very heavy it is satisfactory, in view of the somewhat lighter stocks on spot. Prices are maintained without change. With improved weather conditions it is thought there will be a better delivery and while this may improve it will be wise for those having quantities on hand to conserve them as was pointed out in last week's issue. Prices quoted here are as follows:

MONTREAL—		
BLACK SHEETS—		**100 lbs.**
10 gauge	$8 00	$12 50
12 gauge	8 65	11.50-11.60
14 gauge	8 80	8.85- 8.55
16 gauge	9 00	8.65- 8.65
18-20 gauge	9 25	8.75
22-24 gauge	9 40	8.90
26 gauge	9 45	8.95
28 gauge	....	9.05
10¾ oz. (28 English)	10 55	10.75
GALVANIZED SHEETS—		
10¾ oz.		$10 00
28 ga.		9 65
26 ga.		9 25
22 and 24 ga.		9 05-10 45
20 ga.		8 85-10 30
18 ga.		8 85
16 ga.		8 70

Interest In Lead Products Confined To Sorting Orders

Montreal.

LEAD PRODUCTS.—Sorting business is the feature of the market this week in manufactured lead lines and this is quite small. There has been a firming tendency to the local market which is characteristic of United States markets also. In fact there is little inclination to trade extensively in spot stocks there. In futures some business has been effected. Much of the shortage is attributed to the congestion of traffic. The largest sheet zinc manufacturers have revised prices and the new lists show considerable advances although the extent of these is not available as this report is written.

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 12½	0 13
Lead sheets, 4 to 8 lbs. sq. ft.	0 11½	0 12½
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, strictly, lb.	0 47	....
Solder, commercial, lb.	0 45	....
Solder, wiping, lb.	0 42	....
Zinc sheets, casks	0 26	0 30
Do., broken lots	0 28	0 32

Bar Iron And Steel Are Firm In Short Market

Montreal.

STEEL AND IRON.—Trading in iron and steel continues on a seasonable basis and the prices are maintained on all sides. There is a very serious shortage of needed quantities on the United States market, and this is estimated at around 500,000 tons. Notwithstanding this, the trade does not seem to be suffering for essential needs. If transportation permitted and the quantities were available, it is stated that there would be a better movement which would mean less difficulty in caring for needed orders from widely separated sections of of the country.

MONTREAL—	
Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20-0 21

Some Improvement Is Noted For Old Metals

Montreal.

OLD MATERIALS.—While the movement of old materials has not been large it has improved to a noticeable extent. The bareness of some lines in the market has firmed prices on iron, while brass and copper have also been characterized by a firm tone. If the weather should permit of a freer movement there will probably be a better price schedule for some lines at least. For the week there are no changes and prices are maintained on the following basis.

MONTREAL—		
Tea lead	$ 0 05	....
Heavy lead pipe	0 06¼	0 06½
Yellow brass	0 13½	0 14
Red brass	0 20	0 21½
Light brass	0 08	....
Scrap zinc	0 05½	....
Heavy copper	0 22	0 23
Wrought iron, No. 1, per gr. ton	25 00	....
No. 1 machinery scrap	27 00	....
Heavy melting steel	18 00	20 00
Pipe scrap	15 00	17 00
Stove plate, per ton	17 00	19 00
Old rubbers, boots and shoes.	0 08	0 08½
Overshoes, lumbermen's rubbers boots	0 07	....
Bicycle tires	0 03½	....
Auto tires	0 04½	0 05½
No. 2 busheling	....	13 00

Nails And Wire Hold On Recent Revisions

Montreal.

NAILS AND WIRE.—There is a fair amount of booking reported for nails against spring shipment. Tuesday's mail was reported to have brought in some good orders, after the lapse of three days, and jobbers are quite satisfied with this seasonable business. Prices are held at the revisions of a week ago, wire nails selling at $5.25 base and cut nails at $5.60 base. Smooth steel wire is quoted at $6.25 base.

Stove Prices Are Firm And An Advance Probable

Montreal.

STOVES AND ENAMELED WARE.—The usual amount of business is reported as applying to the sales of stoves and ranges. Retailers are buying just what they require for the present, but the outlook is favorable and the coming season is expected to reveal a fairly large movement of the regular lines. It is quite evident, that while there have been no revisions of price for several weeks, these will receive consideration in the very near future. Advances for raw supplies may reflect to a relative extent in stove prices. Enameled ware is looking up well for spring and bookings are satisfactory.

Pig Lead Advances 25c; Local Situation Strong

Montreal.

INGOT METALS.—There is a very firm tone to the lead market and as this report is written HARDWARE AND METAL is advised of an advance of 25c per 100 lbs. in the New York market, making the price there 7c the Trust price. This reflects in the local market by a relative firming of prices.

COPPER.—Supplies on spot are of small but ample proportions to meet the existing demand and trading is being done on the basis of 33 to 34c per lb.

LEAD.—Just as this report is written advices are received of a 25c advance in the Trust price of pig lead at New York. The price there is now 7c. Locally trading is being done on a basis of 9¼c to 9¾c lb.

TIN.—Markets are strong and a shortage is reported for spot. The trading being done is of fair volume and the prices are from 82½c to 85c per lb. Outside spot markets are rather bare and the tone is very steady and strong.

SPELTER.—The trade is awaiting the government's announcement in the United States with regard to the fixing of prices for the high grades. This is expected to be made shortly and will have a steadying effect on the ordinary grade which is now quoted at 10½c to 11c per lb.

ANTIMONY.—Little interest is manifested and trading is done at 19c lb.

ALUMINUM.—Market is dull and trading light at 58c to 60c lb.

TORONTO MARKETS

TORONTO, Feb. 14.—The greatest concern with wholesalers at the present time is to get delivery of goods. Their stocks are being rapidly depleted owing to non-arrival of shipments. Embargoes on shipment of freight by railroads during the week have been numerous. Some days not even the express companies have been picking up parcels. The disorganization

to trade caused through these conditions can be well imagined. Advances have been numerous during the week, particularly so in automobile accessory lines. Accessory houses are getting in shape for the Spring trade. With the coming of milder weather the transportation situation is expected to improve rapidly.

Standard 30-Gallon Boilers Advance $1

Toronto.

RANGE BOILERS.—An advance of $1 was made effective on the 30-gallon standard range boiler, which now makes the selling price to the dealers $14 each. For the extra heavy 30-gallon size the price remains unchanged at $17 each. Prices on 35-gallon, 40-gallon, and 52-gallon hold unchanged. Some of the larger sizes have been increased in price to the extent of approximately 10 per cent. Following are prices on some of large izes: 66-gallon standard, $37; extra heavy, $42; 82-gallon, standard, $45; extra heavy, $50; 100-gallon, standard, $62; extra heavy, $70. Increase in manufacturing costs is given as the reason for the increase in price. Following are the prices now prevailing on various sizes:

Lamps, Knife Polish, Flour Sifters Advance

Toronto.

LAMPS, POLISH, SIFTERS, BRUSHES.—An advance of approximately 7½ per cent. has been made effective in lamp prices, due in large measure to increased cost of packages. Assortment package No. 9881, containing three dozen lamps of six different sizes, is now quoted at $9.10 per case, former price being $8.75. Lamp A2 is quoted at $3.15 dozen, and B design at $3.65. Wellington knife polish has been increased 35c per dozen, now selling at $2.35. Eagle flour sifters show a 10 per cent. advance and are quoted at $2.25 dozen. Artist brushes show an increase in price, Royal now being quoted at 80c dozen, Providence at 85c dozen and Superior at 60c dozen.

Primary Coils Show Higher Range

Toronto.

PRIMARY COILS.—A substantial advance has been recorded in the price of primary coils. Type formerly used for make and break ignition short form, Edison type, a six-inch gas engine coil is now quoted at $9.70 each, former price being $9 list. Long form primary coil sold formerly at $4.30 list is now quoted $4.65 list each. Steel clad primary coil, sold formerly at $1.70, is now quoted $1.85 list. Discounts from above prices: less than 12, 25 per cent.; 12, 30 per cent.; 48, 35 per cent.

Gas Headlights Up 50c to $1 on Lists

Toronto.

HEADLIGHTS, SPOTLIGHTS.—Gas headlights show an increase in price during the week. Style with 10-inch diameter and 6-inch mirror in black is quoted at $13.50 list, and B. and N. at $13.75 pair. Style 8-inch diameter, black, is quoted at $10 pair, and black and nickel at $11 pair. Discount 25 per cent.; lots of 12, 30 per cent.; lots 48, 35 per cent. Old Sol spotlights have advanced 50c on list price, 6-inch door now being quoted at $7.50, and 7-inch door at $10.50 each. Discount on spotlights is 25 per cent. Old Sol Nitrojector has been advanced $1.25 on list price, now being quoted at $15, subject to discount of 25 per cent. to retail trade. Swivel gas searchlights for trucks have been advanced $2 on list price, making 8½-inch diameter now $13.50 each, and 9½-inch $14.50 each.

WROUGHT IRON PIPE

Effective Feb. 5, 1918.

Standard Buttweld—	Per 100 feet Black	Galvanized
⅛ in.	$ 6 00	$ 8 00
¼ in.	5 16	7 29
⅜ in.	5 16	7 29
½ in.	6 55	8 12
¾ in.	8 28	10 41
1 in.	12 24	15 39
1¼ in.	16 56	20 82
1½ in.	19 80	24 89
2 in.	26 64	33 49
2½ in.	42 71	53 53
3 in.	55 85	70 00
3½ in.	70 84	87 76
4 in.	83 93	104 10
Standard Lapweld—		
2 in.	29 60	36 08
2½ in.	44 46	54 70
3 in.	58 14	71 53
3½ in.	72 68	90 62
4 in.	86 11	107 37
4½ in.	97 79	122 56
5 in.	114 00	142 82
6 in.	147 80	185 28
7 in.	192 80	241 57
8 L in.	202 50	253 75
8 in.	233 30	292 32
9 in.	279 50	350 18
10 L in.	259 20	324 80
10 in.	333 70	418 18

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

Discounts on truck lights are: less than 12, 25 per cent.; quantities 12, 30 per cent; quantities 48, 35 per cent.

Electric Horns And Gasoline Systems Up

Toronto.

HORNS, GASOLINE SYSTEMS.—New list prices have been issued for Sparton electric horns, increase amounting to $1 on list. Spartonette and Spartonette M in black enamel are now quoted at $5 list. Spartonette with nickel bell and Spartonette M nickel have been discontinued. Sparton gasoline vacuum systems are quoted at $13.50 each list. Discounts 25 per cent. in less than six; quantities of 6, 30 per cent.

Electric Lantern Lists Are Higher

Toronto.

HAND LANTERNS.—List prices on Mescolite hand lanterns show an increase of 15c to 25c. Lantern complete with battery, 1½ volt lamp, is quoted at $2.25, while 3-volt with 2.8-volt lamp is quoted at $2.85 each. In quantities less than 50 the discount is 25 per cent., and quantities over 50, 30 per cent. discount.

Inner Casings Show Higher Range

Toronto.

INNER CASINGS. — Considerably higher prices have been announced on Interlock inner casings. New lists give following prices: 3-inch, $8.50, an advance of $1.95; 3½-inch, $10, an advance of $2.20; 4-inch, $15, an advance of $3.30; 4½-inch, $17.25, an advance of $3.75; 5-inch, $20, an advance of $4.65; 5½ inch, $22, an advance of $5. Discounts apply as follows: Less than 12, 25 per cent.; quantities of 12, 30 per cent.; quantities 48, 35 per cent.

Readjustment In Vulcanizer Prices

Toronto.

VULCANIZERS.—A readjustment in price of Adamson vulcanizers has been made on certain styles, Model M is quoted lower in price by 25c, at $1.50 list; Model T is quoted 50c lower in price at $2; Model S is quoted unchanged at $15; Model U is quoted lower by 50c, at $3 list; Model E is unchanged at $1.50 list. Patches in boxes of 12 also hold unchanged at 25c list. In quantities less than 12 discount is 25 per cent.; quantities of 12, 30 per cent.; quantities 48, 35 per cent.

Prices on Radiator Hose Are Announced

Toronto.

RADIATOR HOSE,—New prices on Testoid radiator hose have been announced to trade at list prices given below. Prices here given are subject to discount of 25 per cent. in small quantities, 30 per cent. box lots containing six pieces three feet in length, or 18 feet in all. In 10-box lots discount is 35 per cent.

	Two-Ply	Three-Ply
¾-inch	$0.30	$0.35
⅞-inch	0.33	0.38
1-inch	0.35	0.39
1⅛-inch	0.38	0.42
1¼-inch	0.41	0.45
1⅜-inch	0.44	0.48
1½-inch	0.47	0.51
1⅝-inch	0.50	0.56
1¾-inch	0.53	0.59
1⅞-inch	0.57	0.62
2-inch	0.62	0.65
2¼-inch	0.68	0.72
2½-inch	0.74	0.80
2¾-inch	0.75	0.83
3-inch	0.83	0.90

Screwdrivers Go To Higher Levels

Toronto.

SCREWDRIVERS. — Higher prices prices have been made effective in Perfect handle screwdrivers, following prices prevail: 4-inch, 55c each, list; 6-inch, 80c each, list; 8-inch, $1.10; 10-inch, $1.35; 12-inch, $1.60 each. Perfect handle machinists' screw drivers have been advanced 20c to 25c on list prices

as follows: 4½-inch blade, square shank, $1.60; 5½-inch blade, square shank, $1.75 each. Quantities less than 24, discount 25 per cent.; quantities 24, 30 per cent.; quantities 96, 35 per cent.

Combination Pliers Increased In Price

Toronto.

PLIERS.—Combination wire cutters, pincers and pliers have made substantial advances in price, ranging from 10c to 25c each on list prices. Prices prevailing now are: 6½-inch, nickel, $1.20; 8-inch, nickel, $1.50; 5½-inch, nickel 65c; 6½-inch, black, 75c. Long square reamer nose side cutting plier, 7-inch, is now quoted at $1.90 list; Universal combination plier is quoted, 6-inch, $1.30; 8-inch, $1.75; Victor Universal pliers are quoted $1.60 for 7-inch. Discounts from above prices: Less than 24, 25 per cent.; quantities 24, 30 per cent.; quantities 96, 35 per cent.

Valve Spring Lifter List Advances 15c

Toronto.

VALVE SPRING LIFTERS.—An advance of 15c on list price of valve spring lifter with Perfect handle. Device is used for compressing valve springs on automobile and other gas engines in order to permit easy removing and replacing valves. Where former list price was $1.75 each it is now $1.90. Quantities less than 6, 25 per cent.; quantities 6, 30 per cent.; quantities 24, 35 per cent.

Assorted Springs Decline In Price

Toronto.

SPRINGS.—A decline in the price of assorted springs for use on brakes, pedals, cut-outs and similar places has been recorded. List price for 25 assorted sizes of springs is now 55c, former price being 85c. Discounts: Less than six sets, 25 per cent.; quantities of 6 sets, 30 per cent.; quantities of 24 sets and over, 35 per cent.

Pulling Devices Go To Higher Levels

Toronto.

AUTO ACCESSORIES.—An advance of $10 on list price of No. 1 Pull-U-Out has been effected, making price now $27.50 each; No. 2 size has been discontinued. Device is equipped with 40-foot steel cable, two 7-foot chains and three stakes. Multipull pulling device has been advanced to $13.75 list, an increase of $3.75. Pull-U-Out carries discount of 20 per cent. in quantities of less than 6, and 20 and 5 per cent. in quantities of 6. Discounts on Multipull: Less than 12, 20 per cent.; quantities 12, 20 and 5 per cent.

Other Makes Of Brushes Firm

Toronto.

BRUSHES, WOODENWARE. — An advance was recorded in the Boeckh line of brushes last week and intimations have been made that while the Simms line has not yet been advanced there is a strong probability that a change may be made effective March 1. Woodenware is in strong market, particularly manufacturers' packages such as shellac containers and pickle pails. Manufacturers are not taking contracts on these lines but are taking business only on basis of immediate sale.

Tinned Pipe Straps And Draw Knives Up

Toronto.

PIPE STRAPS, DRAW KNIVES.—An advance of 10 per cent. has been made effective in tinned pipe straps, which now makes the price 21c per pound. Draw knives of P. S. & W. pattern also show an advance. Nine-inch size is now quoted at $7.85 dozen, and 10-inch at $19.40 dozen.



"Go on or go Under!"—Lloyd George.

Socket Firmer Chisels Advance 10%

Toronto.

CHISELS.—Higher prices have been made effective on P. S. & W. socket firmer chisels, both plain and beveled. Following are prices on plain chisels: ¼-inch, ⅜-inch, ⅛-inch, $8.05 per dozen; ⅝-inch, $8.90; ¾-inch, $9.20; ⅞-inch, $10.35; 1-inch, $10.60; 1¼-inch, $11.75; 1½-inch, $12.65; 1¾-inch, $13.75; 2-inch, $14.35. Bevelled chisels are quoted $1 per dozen higher in each instance than above prices.

Sashcord, Cotton Rope, Awning Cord Go Higher

Toronto.

COTTON PRODUCTS.—An advance has again been made effective in cotton goods, the increase amounting to 2c per pound on sashcord. Continued firm position in the raw cotton market has been responsible for the increase in price. Following is the price on sashcord: No. 6, 67c to 69c lb.; No. 7, 66c to 68½c; Nos. 8, 9, 10 and 12, 65c to 67½c lb. Cotton rope is quoted as follows: ⅛-inch, 65c to 70½c lb.; 5-32-inch, 64c to 69½c lb.; 3-16-inch, 61c to 66¼c lb.; ¼-inch and up, 60c to 65c lb. Awning cord, white: No. 3½, $1.95 to $2.05; No. 4, $3.15 to $3.25; No. 4½, $4.30 to $4.45 per dozen hanks. Awning cord, drab: No. 3½, $2.35; No. 4, $3.50; No. 4½, $4.70. Cotton clothes lines are quoted: 40-foot, $2.80 dozen; 48-foot, $3.40 dozen; 72-foot, $5.05 dozen; 100-foot, $7 dozen. Candlewick is now quoted at 70c lb., and cotton bag twine at 81c per pound. Cotton plow lines with snaps are quoted at $7.35 dozen.

Demand For Coal Oil Still Heavy

Toronto.

GASOLINE, OILS.—The market for gasoline held steady in price during the week. There is a much firmer market for crude oil in the United States. Advances have been recorded in the Pennsylvania, Ohio, Indiana and Illinois fields, and there is general expectancy that the price of Mid-Continent crude oil will advance. The oil from the latter field is the one which primarily affects prices on Canadian refined oils. With an advance in Mid-Continent crude oil there is every chance that some of the refined products at least may advance. Quotations are still made on the basis of 31½c per gallon for gasoline and 17c for coal oil. Other refined oils held in a steady market.

Stove Business Making Satisfactory Progress

Toronto.

STOVES, ENAMELWARE.—There is a satisfactory business in stoves at the present time following the recent advances recorded. Dealers report that booking orders are up to expectations for this season of the year. Business, however, is confined mostly to sorting orders. Demand for oil heaters still exceeds the supply. Volume of enamelware business is fairly good, with booking business promising. Prices on these various lines hold unchanged.

Rumors Of Price Fixing In United States

Toronto.

ROPE, TWINE.—Some rumors were current during the week that the United States Government had fixed the price of fibre at lower prices than those recently prevailing. Confirmation of this report was not to be had at the time of writing. If it turns out that prices have been fixed at a lower level such action will probably forestall an advance for rope on the part of Canadian manufacturers. The trade was in an expectant mood during the week pending further advice on the matter. In the meantime prices held unchanged, with Spring business not yet started to open up to any appreciable extent. American

manufacturers are all busy, and any available supplies of hemp are keenly taken. There is expectation that the price on binder twine will be announced by the United States Government some time this month. In the meantime prices on rope in this market are firmly maintained in view of the high prices which manufacturers have had to pay for their raw materials.

Cannot Accept Orders For Wire Rods In U. S.

Toronto.

WIRE, NAILS.—Some of the Canadian nail manufacturers have been advised by concerns in the United States that they are unable to accept any orders at present for wire rods. Whether this is to be a permanent condition remains to be seen. It would seem to come as a natural sequence to the announcement made in these columns last week that the United States Government has prohibited the rolling of steel products except where licence is secured. If the embargo becomes complete it will in all probability throw such a heavy demand on Canadian manufacturers of wire rods that they might not be able to cope with it. The same holds true with respect to wire products of all kinds. Price was maintained during the week at $5.20 per hundred pounds base for standard steel wire nails.

Shipments Of Steel From United States Nil

Toronto.

IRON AND STEEL,—With the unprecedently tight situation on the railroads of the United States which has caused a big reduction in the output of all steel mills, there has been practically no shipments to come forward to Canada within recent days. Trade is depending upon stocks in store and on supplies from Canadian mills. There has been a fair local demand, with prices holding unchanged.

TORONTO—	Per 100 lbs.	
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Embargo Does Not Apply To Light Sheets

Toronto.

SHEETS, PLATES.—It was announced in these columns last week that the United States had placed an embargo on all gauges of black sheets, but since the original order was issued a modification has been made with respect to black sheets, in that the embargo applies only to No. 10 gauge and heavier, which was the condition prevailing before the recent order went into effect. The order, however, apparently still holds good with respect to all other steel products. Lighter gauges of black sheets and galvanized sheets are therefore in the meantime to be allowed to come forward as in the past. This information gives a measure of relief to the situation as an acute condition would have resulted with the shutting off of supplies from the United States. Galvanized sheets were in weaker market in certain quarters during the week, a decline of 25c per 100 pounds having been recorded, making the basis for 10¾ oz. sheets $9.25.

	Per 100 lbs.		
BLACK SHEETS—			
10 gauge	$	$10 00	$12 00
12 gauge	7 55	10 10	11 60
14 gauge	7 45	8 40	9 10
16 gauge	7 50	8 50	9 20
18-20 gauge	7 30	8 05	8 30
22-24 gauge	7 35	8 10	8 35
26 gauge	7 40	8 15	8 40
28 gauge	7 50	8 25	8 50
3-16-inch plate	10 25	....	....
¼-inch boiler plate	10 00	....	....
GALVANIZED SHEETS—			
10¾ oz.	$9 25	$9 50	$10 50
U.S. 28	8 95	9 20	10 20
U.S. 26	8 65	8 90	9 90
22 and 24	8 50	8 75	9 75
18 and 20	8 35	8 60	9 60
16	8 20	8 45	9 45
14	8 10	8 35	9 35

Corrugated Sheets in Light Demand

Toronto.

CORRUGATED SHEETS.—The market for corrugated sheets held steady during the week with a light demand still reported. The season of the year is one when the demand is within comparatively small compass. Prices held unchanged.

TORONTO—	Per 100 Galvanized	Sq. Feet Painted
No. 28 gauge	$ 8 25-$ 8 75	$6 75-$7 25
No. 26 gauge	9 00- 9 50	7 75- 8 25
No. 24 gauge	13 00-	10 50
No. 22 gauge	16 00-	13 25
No. 20 gauge	19 00-	16 50
No. 18 gauge	23 00-	20 00

Discount 7½%.

Demand For Boiler Tubes Is Insistent

Toronto.

BOILER TUBES.—Dealers in boiler tubes report there has been a good demand for boiler tubes so far and that they have been able to come within the requirements of the Government as to where sales should be made. There are no further supplies coming forward from the United States at the present time owing to the difficulties on transportation lines.

	Lapweld	Cold Drawn
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Firmness Of Tin Makes Products Firmer

Toronto.

LEAD AND ZINC PRODUCTS.—There is a firmness in the market for lead and zinc products due to the strong position in ingot tin. In the local market tin showed an upward tendency by 2c per pound, with a strong market in London.

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 16
Lead sheets, 3 to 3½ lbs. sq ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.		0 12½
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 44½	0 45
Solder, strictly, lb.	0 41	0 43
Solder, commercial, lb.	0 37½	0 39¼
Solder, wiping, lb.	0 38	0 40½
Solder, wire, lb.	0 42½	0 46
Zinc sheets, per lb.	0 26	....

Old Brass And Copper Show Upward Tendency

Toronto.

OLD MATERIALS. — There was a stronger tone to the market for old materials during the week, principally in brass and copper products. Red brass was quoted up 2c at 22c per pound, light brass was higher by ½c at 9½c per pound, heavy copper was 1c per pound higher. Old cast iron was in firmer market and was quoted from $1 to $1.50 per ton higher. No. 1 railroad wrought iron is quoted at $26 to $27 per ton, an advance of $1 to $2. The scarcity of tin is affecting the price of products into which it enters such as brass and copper. The market for cast iron was higher on account of the difficulty in loading, slow delivery of freight and embargoes which have been put on certain commodities.

Tea lead	$ 0 04½	....
Heavy lead pipe	0 07	0 07½
Yellow brass	0 12	0 13
Red brass	....	0 22
Light brass	....	0 09½
Heavy zinc	0 06	0 06½
Heavy copper	0 22	0 22½
Stove plate, per ton	17 00	18 00
Old cast iron, per ton	25 00	26 00
Overshoes, trimmed Arctics	....	0 06¼
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Tin Goes To Higher Levels; Market Firm

Toronto.

INGOT METAL.—Interest in ingot metals centred around tin during the week, in which both primary and local markets were higher. Supplies of this commodity are dwindling. Other metals held in steady market.

COPPER.—Copper is one commodity that has not been seriously affected by recent railway tie-ups in the United States. Distribution is proceeding without inconvenience and is being skillfully handled. There is a steady demand in local market. Prices held unchanged at 30c to 32c per pound for casting copper.

TIN.—Quotations advanced 2c per pound in the local market sales being made on the basis of 80c to 82c per pound. London market was higher and intimation was made that amount available for Canada might be still further restricted. Stocks on the local market are getting within narrow compass. Demand has been active during the week.

SPELTER.—The market held in a steady position with prices unchanged at 9¾c to 10½c per pound.

LEAD.—The firmer undertone in the lead market noted last week has worked out toward slightly higher prices at primary points although quotations locally were unchanged at 9¼c to 9½c per pound. Demand for this commodity is light at present. One of the factors that is operating toward a firm undertone is primary markets is the difficulty in moving stocks from Western producing points.

ANTIMONY. — The market held steady with a slightly firmer undertone in primary markets. Locally there was a better demand noticeable but quotations were unchanged at 16c to 18c per pound.

ALUMINUM.—There is a somewhat easier feeling in the primary market but conditions locally are drifting in a state of quietness. Quotations held unchanged at 60c per pound.

PIG IRON.—Operations have been greatly restricted in the production of pig iron within recent days, but an improvement is reported by United States producers. One of the large American producers with plant in Canada were compelled to close their furnaces in this country for a week owing to failure of coke supplies. Prices held unchanged at $49.50 per ton.

LONDON MARKETS

LONDON, Feb. 14.—Business in London and surrounding district continues seasonably good. Most winter lines are in good demand. Prices continue firm and deliveries on goods are very slow. The loss of business caused by the heatless days was, of course, felt by the London merchants, although Friday of last week was turned into a very fair Saturday's business by the usual special advertising.

Iron Pipe Shows Advance $2 Ton

London.

IRON PIPE.—An advance of $2 per ton has been made effective in the price of wrought iron pipe. Manufacturers are finding it difficult to get supplies of raw materials through from the United States. New prices will be found in panel form elsewhere in this issue.

Post Hole Diggers And Slide Rules Up

London.

DIGGERS, RULES.—Higher prices have been announced for Universal post-hole diggers, new prices prevailing being as follows:—No. 1 by 5-foot handle, $26.50 dozen; No. 2 by 6-foot handle, $28 dozen. Master slide rules also show an upward tendency, advance providing for following prices:—4-foot, 80c each; 5-foot, $1 each; 6-foot, $1.20 each.

Table Cutlery And Fish Poles Up

London.

CUTLERY, FISHING POLES.—Another advance has been recorded in the Joseph Rodgers line of table cutlery amounting to approximately 10 per cent. This advance follows one recently made. Straight bamboo fish poles show a higher range in prices as follows:—12-foot, 90c dozen; 14-foot, $1.10 dozen; 16-foot, $1.40 dozen; 18-foot, $1.75 dozen.

Leather Soles And Heels Down 20 Per Cent.

London.

SOLES, HEELS.—A decline of approximately 20 per cent. has been made effective in the price of leather soles and heels. Lower price has been induced by reason of the heavy stocks being carried by manufacturers at present time. Prices on some of the popular sizes when figured on new basis are as follows:—Men's No. 121, assorted sizes, $4.20 dozen pairs; men's No. 122, assorted sizes, $4 dozen pairs; men's No. 123, assorted sizes, $3.80 dozen; men's No. 122, all size 11, $4.50 dozen. Boys' No. 31½, $2.85 dozen pairs; ladies' No. 37½, $2.25. Heels—Men's No. 51, $1.25 dozen pair; No. 52, $1.10 dozen; ladies' No. 80, $1 dozen; No. 81, 90c dozen pairs.

Crosscut Saws Go Higher By 10 Per Cent.

London.

SAWS. — Simonds' brand crosscut saws show an advance of approximately 10 per cent. during the week. Prices for Nos. 13, 22, 77, 113, 133, 315, and 325 are as follows:—5-foot, $4.95 each; 5½-foot, $5.85 each; 6-foot, $6.60 each.

Oil Heaters Steady

Prices were maintained on oil heaters during the week in the face of a good demand. Perfection No. 520 is quoted $6.25, No. 525 at $6, and No. 530 at $6.50. Discount to retail trade 25 per cent.

Cotton Goods Again Up Approximately 10%

London.

COTTON GOODS.—A further advance of approximately 10 per cent. has been made effective on such cotton goods as sash cord, cotton rope, seine twine, bag twine, candlewick, clothes lines, awning cord. Following are prices prevailing in this market:—Sash cord—No. 6, 67c lb.; No. 7, 66c; Nos. 8 to 12, 65c lb. Cotton rope—3-16 in., 61c lb.; ¼ in. and larger, 60c lb. Seine twine—No. 15 and smaller in 1-lb. cones, 77c lb.; No. 18 and larger, 1-lb. cones, 76c lb.; No. 15 and smaller, ¼-lb. cones, 78c lb.; No. 18 and larger, ¼-lb. cones, 77c lb. Cotton bag twine, 76c lb. Candlewick, 64c lb. Twisted cotton clothes line—30-foot, $2.35 dozen; 48-foot, $3.45 dozen; 60-foot, $4.25 dozen. Star braided cotton clothes lines, 50-foot, $4 dozen. Braided white awning cord—No. 3, $1.80 dozen; No. 3½, $2.10 dozen; No. 4, $3.20 dozen; No. 4½, $4.35 dozen.

Snowshoes and Foot Warmers

With the heavy snowfalls of the past winter there has been an excellent sale of snowshoes at following prices:—Ladies' 11 by 36, $2.85 pair; men's 12 by 42, $3.25 pair; men's 14 by 42, $4. There has also been a good sale of foot warmers at following prices:—No. 5B, $1.95 each; No. 7D, $2.50 each; coal for warmers, 80c dozen.

Netting and Screen Wire Unchanged

Prices on poultry netting hold unchanged at 15 per cent. off list for Canadian 2-inch and 1-inch mesh. Screen wire painted in 100-foot rolls is quoted at $3 per 100 square feet, while bronze screen wire is quoted at 14c per square foot. Harvest tools are unchanged at 25 per cent. discount off list. Spades and shovels are also steady in price, firsts being quoted at 30 per cent. discount, seconds at 20 and 2½ per cent., and fourths at 5 per cent. discount. Blue ribbon poultry fence, 10 rods to a roll, are quoted as follows:—24-inch, $4.30 per roll; 36-inch, $5.50 per roll; 48-inch, $6.50 per roll; 60-inch, $7.65 per roll; 72-inch, $8.75 per roll.

Lawn Mowers Soon in Use

Dealers are beginning to look forward to the trade in lawn mowers now that spring seems measurably nearer. Discounts on various lines are holding steady at 40 per cent. off list. Screen door spring hinges No. 20 are quoted at $17.75 gross pairs.

Borax Goes Higher; Rope Prices Firm

London.

BORAX, ROPE.—An advance in the price of borax has been made effective during the week, lump now being quoted at 14½c lb. and pulverized at 15c lb. Prices on rope are in strong market, but quotations are unchanged during the week at 39c lb. for pure Manila, 33c for British Manila and New Zealand hemp ropes, and 27½c lb. base for sisal rope.

Nails Firm; Staples Steady

Prices on standard steel wire nails are firmly maintained in view of the inability of some manufacturers to get quotations on wire rods from manufacturers in the United States. Wire nails are quoted at $5.20 per 100 lbs. base and cut nails at $5.60 base. Fence staples are holding steady in price, bright in kegs being quoted at $5.50 per 100 lbs. and in 25-lb. boxes at $5.75. Galvanized staples in kegs are quoted at $6.25 and in 25-lb. boxes at $6.50 per 100 lbs.

Linseed Oil Firm; Turpentine Steady

London.

LINSEED OIL, TURPENTINE.—Although a firm market prevails for linseed oil quotations held unchanged as follows:—1 to 2 barrels, raw $1.55 gallon, boiled $1.58; 3 to 5 barrels, raw

$1.54; boiled $1.57; 6 to 9 barrels, raw $1.52, boiled $1.55. Market for turpentine holds steady at 73c per gallon in single barrel lots and 72c per gallon in 2 to 4-barrel lots. In 5-gallon lots turpentine is quoted at 83c per gallon.

White Lead in Oil Unchanged

Quotations on white lead in oil hold unchanged at $15.70 per 100 lbs. in ton lots, and $16.05 in less than ton lots.

Glass Very Firm

The glass market is very firm, with indications pointing to higher prices. Quotations are still made on the basis of 40 per cent. off list for single and double diamond and 25 per cent. off list on cut lights. Putty gives no evidence of change in the near future. Standard in 25-lb., 50-lb. and 100-lb. drums is quoted at $5.15 per 100 lbs., with pure putty $1.75 higher than standard.

WINNIPEG MARKETS

WINNIPEG, February 14. — Changes for this week show numerous lines all on the upward trend and include blow torches, fire pots, barn door hangers, putty, pine tar, coal tar, lamp black, saw vises, plow pulleys, barn door latches, reel heads, harness hooks, implement brackets, whip racks and swivel plow clevises. Business for the past week shows the usual activity; country orders will no doubt fall off for the next week or ten days owing to the fact that many of the dealers will be in attendance at the bonspiel.

The new freight embargo placed on shipments during Saturday, Sunday and Monday of each week has just gone into force to allow the freer movements of food and coal. Shipments will therefore be somewhat delayed but it is felt no hardships will result and conditions will readjust themselves as weather conditions improve.

Blow Torches Advance Barn Door Hangers Up

Winnipeg.

BLOW TORCHES, FIRE POTS. — New prices just issued show an upward trend in prices on Clayton & Lambert torches and fire pots due to increases in raw material. New prices are quoted herewith on a few of the more familiar numbers:

Blow torches, No. 38, $7.40 each; No. 32, $8.25 each.

Fire pots, No. 71, $14 each; No. 72, $10.70 each.

Prices on barn door hangers generally hold firm with the exception of National which this week show an advance of approximately 10 per cent. and are quoted to-day at $13.80 doz. prs.

Pine Tar And Coal Tar Go Higher

Winnipeg.

PINE TAR, COAL TAR.—New prices have just been issued covering pine and coal tar and show a considerable increase over former prices, due to increased costs of production and the exceptionally high prices being demanded for cans. Prices ruling to-day are quoted herewith:

Pine tar, barrels, 70c gal.; 5 gal. cans, 85c gal.; 1 gal. cans, 95c gal.; ½ gal. cans, 54c each; ¼ gal. cans, $3.40 dozen; ⅛ gal. cans $2 dozen; 1/16 gal. cans, $1.30 dozen.

Coal tar barrels, $6 each; 5 gal. cans, 45c gal.; 1 gal. cans, 55c gal.; ½ gal. cans, 35c each; ¼ gal. cans, $2.25 dozen; ⅛ gal. cans, $1.35 dozen.

Lamp Black Up 30 To 50 Per Cent.

Winnipeg.

LAMP BLACK.—One of the heaviest advances reported in paint sundries of late is shown in prices just effective on lamp black which shows increase of from 30 to 50 per cent. over former quotations. New prices are quoted herewith:

1 lb. packages, barrel lots, 25c lb.; ½ lb. package, barrel lots, 30c lb.; ¼ lb. packages, barrel lots, 35c lb.; assorted sizes, barrel lots, 30c lb.

For less than barrel lots .01c per lb. advance over the above mentioned prices.

Bar Iron And Steel Remain Firm

Winnipeg.

BAR IRON AND STEEL.—The markets on bar iron and steel continue firm with only an occasional change during the past few months. The demand continues fair while stocks in general are fairly well assorted. Prices ruling today are quoted below: bar iron 3/16, ¼ and 5/16, $8.05 base, other sizes $5.60 base, band iron, 1¼ in., $6.30, 100 lbs.; 1½ in. $6.30 100 lbs. Sleighshoe steel, $5.80 base, common plow steel, $6.50; crucible plow steel, $7.50 100 lbs.; angle steel, $5.35; harrow tooth steel, $5.50 base, cast steel octagon 18c base; square tool steel 18c base; spring steel $7.50; machinery steel, $8.00 base; tire steel, $5.60 base; mild steel, 3/16, ¼ and 5/16, $8.05 base; other sizes, $5.80 base.

Hinges Steady; Advance Possible

Winnipeg.

HINGES.—Although prices still remain steady on all lines of hinges, reports indicate that further advances are imminent and no doubt will be effective during the month. Prices in the meantime remain firm as quoted: Light tee and strap 10 per cent.

Corrugated strap, 4 in., $1.70; 5 in., $2.10; 6 in., $2.85; 8 in., $4.60; 10 in., $7; 12 in., $10.75 doz. prs.

Corrugated tee, 4 in., $1.90; 5 in., $2.55; 6 in., $3.25; 8 in., $5.65; 10 in., $8.75; 12 in., $12.40 doz. prs.

Putty Advances 50c Per 100 Lbs.

Winnipeg.

PUTTY.—Prices on putty have moved up 50c per hundred lbs. This is the first advance in many months and is due to increased costs of containers and present high price of linseed oil. Bookings are now being taken for fall shipment at the following prices:

100 lb. drums	$5.50 100 lbs.
50 lb. drums	$5.65 100 lbs.
25 lb. drums	$5.80 100 lbs.
12½ lbs tins	$6.00 100 lbs.
5 lb. tins	$6.10 100 lbs.
Bladders	$6.25 100 lbs.
1½ lb. tins	$1.20 dozen

Linseed Advances 8c Gal.; Turpentine Steady

Winnipeg.

LINSEED OIL, TURPENTINE.—The linseed oil market which has been gaining in strength for some time due to flaxseed prices has again advanced and shows an increase of 8c per gallon over prices formerly quoted making to-day's price on raw, $1.73 gal.; boiled, $1.76 gal. No change is reported in turpentine with the market still very firm. Shipments at present continue light. Prices ruling at present are as follows: Barrels, 80c gal., ½ barrels, 83 gal.,; 5 gal. lots, 85c gal.; 1 gal. lots, 85c gal.; plus the usual extras for containers.

Miscellaneous Lines Show Advances

Winnipeg.

MISCELLANEOUS HARDWARE. — The following miscellaneous lines of hardware have just been advanced in accordance with new prices named by the manufacturers and show increases of from 5 to 20 per cent. over old quotations:

Saw vises No. 80, $8.25; No. 105, $15 dozen.

Plow pulleys, No. 3, $1.10; No. 2, $1.10 each.

Barn door latches, No. 9, $5 doz.

Clothes line reel heads, No. 1, $17.40; No. 2, $19.80· Adams, $22.20 dozen.

Harness hooks, No. 16, $2.25; No. 18, $5.50 dozen.

Implement brackets, No. 29, $6.40; No. 31, $7.50 doz.

Whip racks, No. 74, $1.90 dozen.

Swivel plow clevises, No. 2824, $3.20; No. 2839, $5.40 dozen.

CAR SHORTAGE MEANS CHARCOAL FAMINE

MERCHANTS in most of the cities both in Ontario and Quebec, who have built up a considerable trade in charcoal, are having a good deal of difficulty in explaining to their customers just why it is that charcoal is not to be had. The reason is that charcoal manufacturers with abundant supplies available at their mills are unable to get a car to move the accumulating supply. As a result something like a charcoal famine has developed.

WEEKLY PAINT DEPARTMENT

Preparing for the Big Spring Drive

Outlook Promising—The Real Value of Paint—Selling Paint Insurance—Paint an Investment, Not Expense—Conservation and Paint Allied

PREPARATIONS are already being made for the big spring drive on paints. This is evident from the number of merchants who have already received shipment of their Spring orders and the fact that manufacturers are busy getting goods on the way to all their customers.

Outlook is Promising

Prospects for spring business this year are very bright. There are many who have, during the past two or three years, put off painting on account of the war—until conditions would seem to warrant the expenditure of the necessary money. These property owners have now reached the point where they must paint or suffer severe loss from deterioration. There is no greater preservative than paint—there is no better method of maintaining property values than by renewing with good paint.

Make Plans Now

Hardwaremen then should prepare for big business this spring. Already plans should be formulated to cultivate business for the paint department. A campaign of education should be started now to show the property holder wherein the greatest possible economy is exercised by spending money for paint.

The Real Value of Paint

Any merchant to be successful in selling paint must realise its value—must know wherein the difference lies between buildings that are painted and those that are not—must be able to show how farm machinery that is painted outlasts many times that which is never, must point out to the employer of labor the stimulating effect a bright, clean interior has on the work of his employees as against dingy surroundings. These are only a few angles of situations which may develop in the sale of this necessary commodity, but each point from which a prospect can be approached should be studied carefully and business solicited on that basis.

Selling Paint Insurance

Why is it the life insurance companies flourish—why is it that ever since the war has started their business has grown so remarkably? Because they are selling a service—and this is a point which the successful paint salesman must bear in mind—he is selling a service. Every paint salesman has paint insurance to sell, and once this idea is firmly implanted and his line of attack based on accurate knowledge, he will go "over the top" with decided gains in the amount of his sales slips.

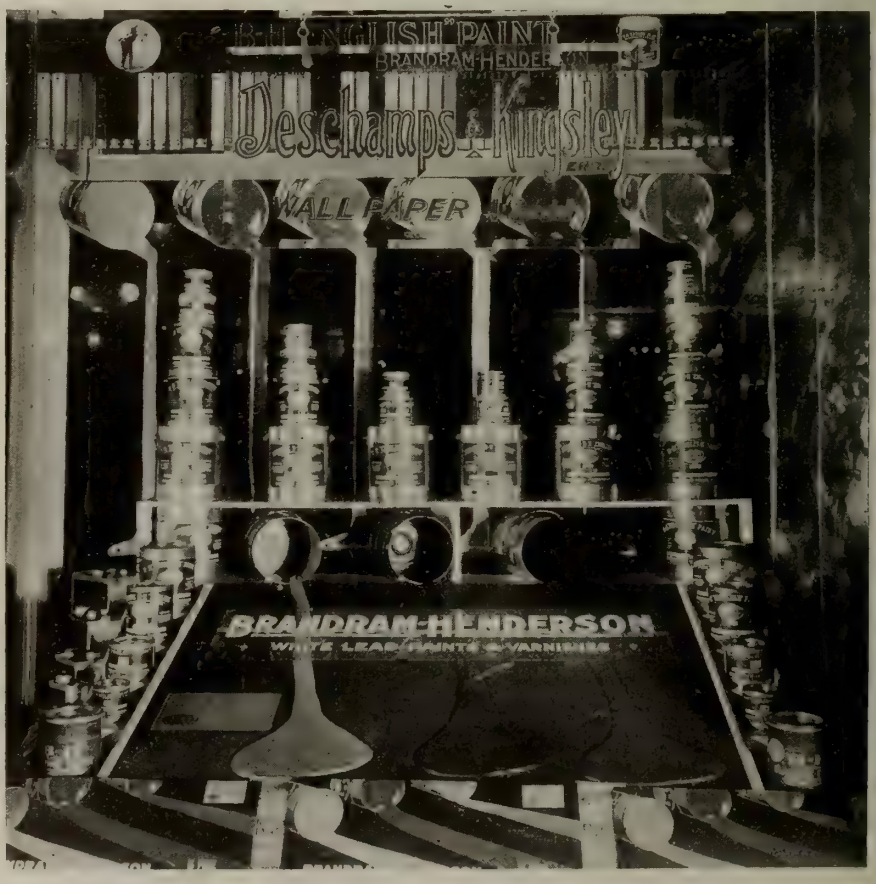
Paint an Investment—Not Expense

When any man spends two, three, five, or ten thousand dollars or more in building a house, putting up an office building, or erecting an industrial plant, is he going to let that property deteriorate if he realises the value of paint insurance? Not by any means, but the average individual thinks only of paint as an expense in dollars and cents; he doesn't realise that one hundred dollars' worth of paint will save and increase the value of a five or ten thousand-dollar property. Are you, as a merchant, as a distributor of paint, emphasizing this point strongly enough?

Big Field For Action

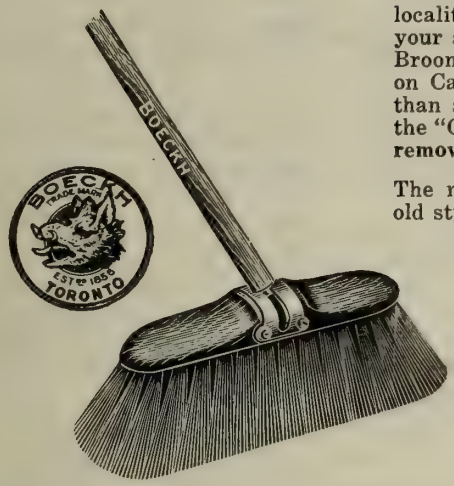
The hardware merchant in the average community has a big field for sales of paint. The house in town, both inside and out, the garage, the office, the factory, the store, are all good prospects. Then where a farming community is served there's the farm house, the barns, implement sheds, farm machinery—in fact it is only when the merchant gets down to an analysis of the possibilities of his trade that he sees how much he can solicit business on.

Walk through your town, drive through the country and what do you see? Any number of buildings with no



The window display is one of the most effective means of creating paint interest. Keep the public watching for your window displays and work in paint often. The paint department is bound to benefit.

When they know what the "Clean Sweep" Brooms will do



As soon as the "Clean Sweep" Broom, that sweeps cleaner and lasts longer than corn brooms, becomes known in your locality, you'll have plenty of sales. What is required is your assurance to your customers that the "Clean Sweep" Broom will do a cleaner, more sanitary job of sweeping on Carpets, Linoleums, Oil Cloths, Hardwood Floors, etc., than any corn broom made. You can tell them, too, that the "Clean Sweep" Broom is as dustless as an oily mop, but **removes the dirt instead of rubbing it in.**

The material does not break off as is the case with the old style Corn Brooms.

"Clean Sweep" Brooms are made with adjustable "Screw Lock" handles, which allows the Broom to be placed in different positions, according to the height of the user and for convenience in sweeping.

Get our prices, they'll interest you.

The Boeckh Bros. Co. Limited

Toronto

Point your customers to Muresco

Greatly increased prices on wall papers and higher cost and scarcity of labor combine to fill the mind of the average householder with misgiving on the question of home decoration. It's going to cost considerably more than usual to hang wall paper this Spring.

With profit to yourself you can help your customers out of their dilemma by bringing to their attention the merits of Muresco as an artistic decoration for walls and ceilings. Muresco offers a wide choice of tints from which many pleasing combinations can be evolved. Muresco is economical, sanitary, pleasing. Boost Muresco.

Benjamin Moore & Co. LIMITED

WEST TORONTO



paint on whatever, others that had a coat of paint at time of erection, but none since, others again which have been painted at regular intervals.

Examine the Property Yourself

There in those three types the merchant has a means of comparison, and it often takes a close-up view of these to bring the need and value of paint home even to the dealer. Any merchant who will examine three buildings erected about the same time and that have been treated as mentioned above will not need further evidence on the question of how quickly deterioration develops. This phase of the paint business can be made one of the strongest arguments the salesman can use, and will show what is really meant by paint insurance.

Selling Value in Paint

Too often does the question of price worry the dealer. A customer who has been sold on the real merit of the paint, on its value to his property, both from the standpoint of appearance and preserving qualities, will not let the matter of a few dollars stand in the way of his purchase.

Should, however, the question of price be a big factor in the sale, and it sometimes so happens, it could be pointed out to the prospective purchaser that the paint really only represents about twenty-five per cent of the total cost of the average job, seventy-fie per cent being labor. It might be thought that this would surely stop the buyer from making the purchase, but when he is sufficiently interested to inquire for paint, this man has usually considered the cost of labor and not found it prohibitive.

Maintaining Property Values

The high cost of materials and the shortage of labor will have a tendency to restrict building operations. However, those buildings which are already up need paint, and it is when slackness is apparent in the number of new buildings going up that the merchant has an opportunity to impress on his customers how essential is the use of paint in keeping present quarters in prime condition.

Conservation and Paint

Conservation has never been urged so strongly nor its real meaning divulged to its present magnitude prior to the war. It is the watchward of the allied nations, it has a real message to the dealer in paints. Are you taking advantage of the cry for conservation?

Conserving property is essentially one of the most important duties devolving on the citizens right in your own community. One of the surest ways to conserve property is to have it properly painted. Conservation and paint in relation to property are closely allied, they work together only, never apart. The use of paint means conservation, conservation is possible only through the use of paint.

Ammunition For The Big Drive

Looking on paint in its value as insurance and as a conservation measure, the merchant has two strong weapons to wield in his sales campaign. And the present is none too soon to begin.

Studying the Field

Many merchants have already gone over their mailing list to bring same up to date. Others are now busy in getting same ready for use. Paint is one line which can be sold to virtually every customer on that list. Get your advertising matter ready and start it working for you now.

Use the mails, use the newspaper, use the window, use the store interior. Four mediums which can be worked together in such a way that the people will become curious about all you say and show and when enquiries start it is the salesmen's duty to follow up in such a manner that sales are made.

Paint insurance is a mighty good thing to sell. Conservation of property is only possible through the frequent use of paint.

PAINT MANUFACTURERS INCORPORATED

Stewart & Wood, paint manufacturers, Toronto, Ont., have been incorporated with a capital of $100,000, E. T. Dean being managing director.

The firm was established in 1884 by W. D. Stewart and R. A. Wood, both now deceased. The present incorporation reveals executive positions being held by three members who have been associated with the firm for a great number of years.

E. T. Dean is managing director and treasurer, and dates his connection with the firm back to 1885. Mr. Dean states that an aggressive selling policy will be adopted and the principles on which the business was originally based maintained.

H. G. White, vice-president, started with the company in 1886. W. W. Schoales, secretary, has about 15 years' of service to his credit.

In speaking of business conditions, Mr. Dean stated that the difficulties which their travellers experienced in covering their territories owing to severe weather conditions and restricted railway service, had had a tendency to delay shipments somewhat, but he was by no means pessimistic about the outlook.

SIXTH ANNUAL CONVENTION

(Continued from page 36)

Regular production of business, cooperation, trade and its prospects in Nova Scotia and New Brunswick, &c.

Plumbing in all its various details was a long seesion.

Then followed a visit to the lead pipe presses and lead pipe of all sizes, taps and bends, &c., were made.

Another session was taken up giving practical demonstration of the manufacture of brass goods, such as soldering nipples, brass ferrules, &c.

One evening was given over to a smoking concert held in the large showroom at the head office and at which, in addition to the salesmen, the whole office staff and the foremen of the various departments were invited. This was a great success and the fun was fast and furious and when the convention song was sung it made the rafters ring and was only second to the hearty way in which the National Anthem brought the concert to a close.

At the conclusion of the convention votes of thanks were given to Mr. W. G. Harris, Sr., Mr. W. G. Harris, Jr., and Mr. H. C. Crow. Mr. Harris, Sr., in response stated that even though it meant a tremendous amount of thought and care to prepare and carry a convention to such a successful issue, it was labor well worth while when every one took such intense interest in it and he hoped that each one would go away feeling that a greater knowledge of the goods manufactured by the Canada Metal Co., Ltd., had been gained and that they would feel satisfied that the aim to give service and maintain the reputation for denpendability was well backed up by equipment in each department being the best that money and brains could produce.

CONVENTION PROGRAM NOW COMPLETE

(Continued from page 31)

ers' Convention in Hamilton on February 19, 20, 21, 1918.

Purchase a one-way ordinary first-class adult fare ticket (fare not to be less than 50c.) to Hamilton and obtain from ticket agent a Standard Convention Certificate (Form 24.)

At first meeting you attend hand your certificate to the secretary of the association for endorsement and for validation by the special agent of the railway lines.

After validation, the certificate will be returned to you on payment of fee of 25c. and must be presented to ticket agent to obtain return ticket at least thirty minutes before the departure of train.

After paying 25c. validation fee, the return fares will be as follows:

If certified attendance is 99 or less, two-thirds one-way ordinary first-class adult fare.

100 to 299, one-third one way ordinary first-class adult fare.

300 or more, return trip ticket without further charge.

Special Notice

Don't fail to ask for standard convention certificate when buying your ticket.

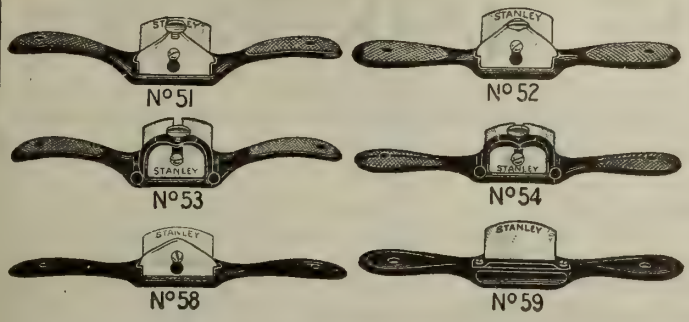
Don't fail to deposit same with secretary of association at first opportunity.

Don't fail to exchange certificate for a return ticket when you are leaving Hamilton, and at least thirty minutes before train departs.

Going tickets may be purchased Feb. 15 to 21.

Returning tickets may be purchased up to Feb. 25 inclusive.

Stanley Tools



"Bailey" Iron Spoke Shaves

MADE IN OUR CANADIAN WORKS

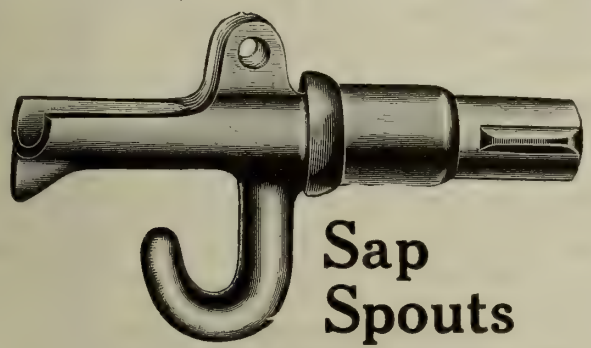
Only a few of the numbers manufactured are shown in the illustration. The cutters of all numbers are made from a high grade of steel, well tempered and sharpened ready for use.

Made with two styles of Handles, raised and straight, and through each a hole is made so that when not in use the tool may be hung up out of the way.

You cannot do better than stock this line.

Address all communications to

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



Sap Spouts

Don't let Maple Sugar time find you without a supply of sap spouts because you failed to order in time.

Just keep in mind the unsettled state of the metal market and be advised to order early.

Better tell us your requirements now and be sure of getting what you want.

Taylor-Forbes Co., Limited
Guelph, Ontario



Profitable Varnish Selling

The high quality of Berry Brothers' Varnishes, Enamels and Stains supplemented by our elaborate advertising methods have established a national reputation for all "Berry" products that is a compelling sales force.

Most varnish buyers realize that quality means economy and that the great durability of "Berry" Finishes offsets the high cost of labor, because they make frequent renewals unnecessary and labor is the chief item of expense in finishing operations.

There is a deep satisfaction as well as profit in handling "Berry" brands—they not only attract customers, but retain them.

Write for descriptive price list and interesting dealers proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

WALKERVILLE, ONTARIO

(982)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Feb. 14.—Paint men are very busy grinding the quantities of paint that will soon have to be shipped out. There is a certain activity in sight, as retailers are beginning to realize the delays that are inevitable these days in getting shipments through, and it is thought there will be an earlier painting season than usual. Linseed oil's strength is shown in an advance of 2c per gallon, and at this it is very scarce. Some are still withholding quotations, and there is little desire to sell. It is hoped that the weather will soon permit of better movement of seed, which will be welcomed. Turpentine holds in a steady market locally, as does also white lead in oil. Glass is scarce and orders for import are not being accepted in some quarters. Putty is held unchanged.

Continued Shortage Sends Linseed Oil Up 2c

Montreal.

LINSEED OIL.—The increasing congestion has not improved the crushers' market, and oil is not only firm, but the price has advanced 2c a gallon. None of the jobbers are seeking business, and there is an inclination to defer deliveries in view of the difficulty of getting further stock to use in paint manufacture. Prices have been withdrawn entirely in some quarters for the time being, although a few barrels are sent out occasionally where the need is great. Seed movement is very confined, and while the various manufacturers are helpful of relief within a short time, there is nothing that can be banked on that will give them assurance of better conditions in the immediate future. There is a firm tendency in the southern markets as well.

Linseed Oil—	Raw, Imp. gal.	Boiled, Imp. gal.
1 to 4 barrels	$1 54½	$1 56½
5 to 9 barrels	1 53	1 55½
10 to 25 barrels	1 52	1 54½

Turpentine Holds Well In Local And Primary Points

Montreal.

TURPENTINE.—In view of the fact that deliveries have been so poor for me weeks, it is to the credit of the dealers that stocks have been of e to prevent any great short- etail demand being light in ths has assisted in the n continuing fairly re steady. In the primary markets there is a steady condition. It is stated that the prices will very likely be firmer in the near future as soon as trading begins to be active.

Turpentine—	Per Imp. gallon
5 bbls. and over	$0.69-$0.72
1 barrel lots	0.70- 0.73
Small quantities	- 0.83

Mixed Paints Being Booked Quite Freely

Montreal.

MIXED PAINT.—From all sources there are good reports regarding the outlook for spring business. In view of the seriousness of transportation some of the dealers outside are writing in to their paint firms asking that shipment of spring orders be made promptly and in some cases shipments are now being arranged for. It is felt that the painting season will begin early, if weather conditions permit. This will mean that business will soon be very brisk, and that the retail trade will probably be planning for the selling campaign that usually comes toward late spring well in advance. It is felt that a good deal of satisfaction will be felt regarding the recent decisions as to the number of colors to be manufactured later.

Glass Very Scarce; Putty Holds Firmly

Montreal.

GLASS AND PUTTY.—The glass situation is characterized by much firmness. One large importer stated that no orders whatever were being taken by his firm for import, and that all orders were being filled from stock. Of these orders for immediate delivery there is a fair number, and while spot stocks are confined orders are being filled. There is some likelihood of a firmer price basis if the outlook as to import and general transportation is not bettered. Putty is holding with a firm undertone, but without change. Prices for this are as follows:

Standard Putty—	100 lbs. per 5 ton	1 ton	Less
Bulk, in barrels	$3.75	$3.90	$4.10
Do., ½ barrels	3.90	4.05	4.25
Do., 100 lb.	4.60	4.75	4.95
Do., 25 lb.	4.60	4.75	4.95
Do., 12½ lb.	4.85	5.00	5.20
3 and 5 lb. tins	6.60	6.75	6.95
1 and 2 lb. tins	7.10	7.25	7.45

Pure linseed oil putty—$1.75 per 100 lb. advance on above prices.

Glaziers' putty—$1.35 per 100 lb. advance on above prices.

White Lead In Oil Holds And Some Bookings Taken

Montreal.

WHITE LEAD IN OIL.—The amount of business for this product is very good when considered in the light of spring bookings. For immediate shipment the sales are light. Prices have been maintained, and these are as follows:—Five-ton lots, $15 per 100 lbs.; ton lots, $15.50, and smaller quantities, $15.85 per 100 lbs. All dealers seem agreed that prices will be well maintained.

TORONTO

TORONTO, Feb. 14.—Greatest interest centred around the linseed oil situation during the week. There has been keener inquiry for oil but dealers have been unable to secure supplies to meet the requirements of the trade. The tight situation revolves around the difficulty of crushers to get their shipments of seed from the Canadian West. Turpentine held steady. Glass is in strong market. White lead in oil holds in steady position in the face of a light demand. Business conditions generally in the paint and oil trade are quite encouraging but wholesalers are handicapped by reason of the freight situation.

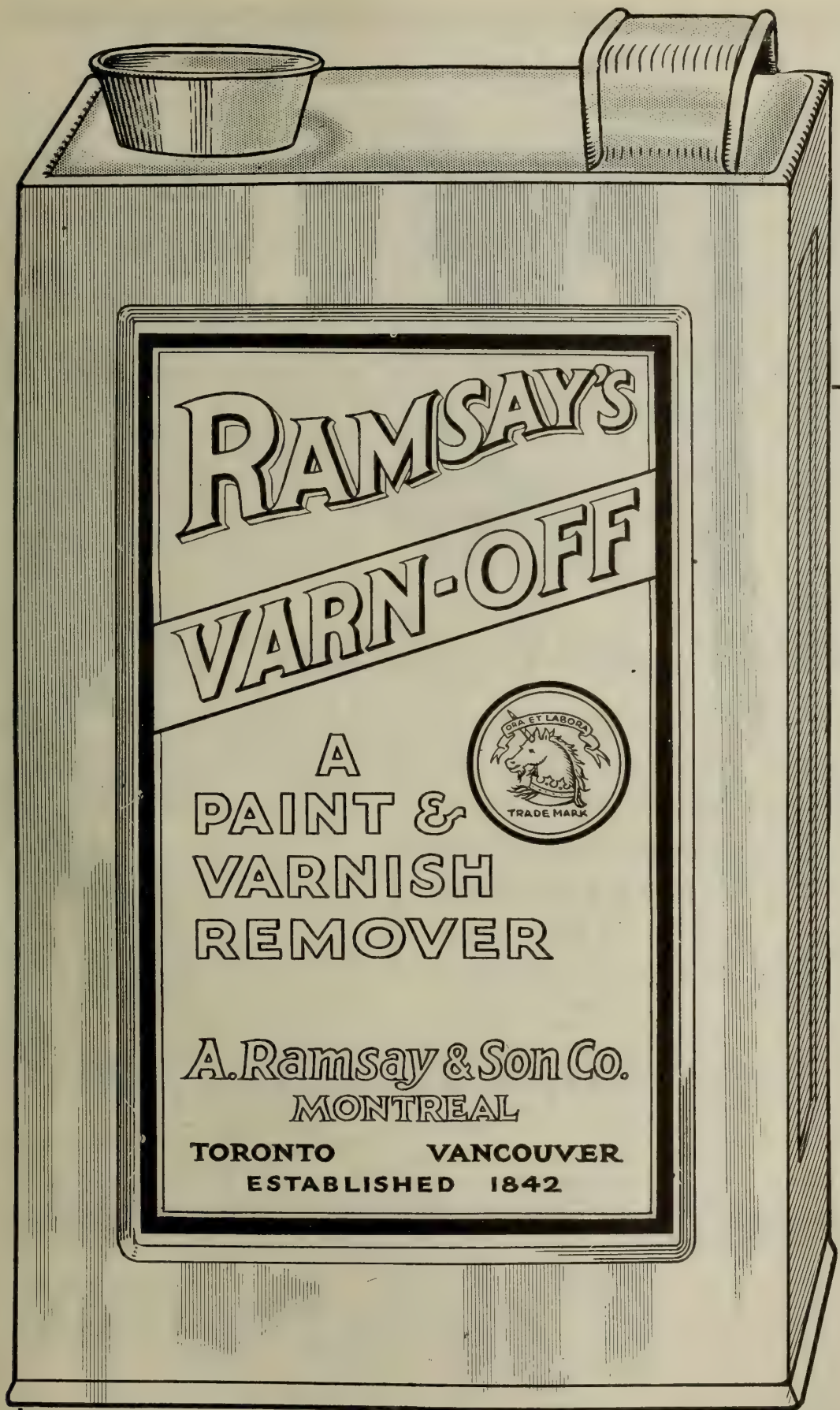
Linseed Oil Firm With Upward Tendency

Toronto.

LINSEED OIL.—There was a continuation of the strong market for linseed oil during the week with prices showing a higher range from the low quotations of last week. Range of prices on single bbl. lots is now narrowed, $1.54 to $1.55 being quoted for raw oil. Crushers are still in a difficult position with respect to seed, as arrivals for East have practically been nil during the week. There is plenty of seed purchased and in the elevators at the head of the lakes but the difficulty lies in getting the railways to move it eastward. Flaxseed in the West was slightly higher during the week, the May option being quoted on the basis of $3.32 on Wednesday of last week and at $3.34⅝ on Wednesday of this week. Oil cake is in excellent demand and any available supplies find a ready market. Dealers report a keener interest in linseed oil as inquiry has been more noticeable during the week. Stocks are light and insufficient to meet the demand.

	Raw, Imp. Gal.	Boiled, Imp. Gal.
1 to 2 bbls.	$1.54-$1.55	$1.56½-$1.58
3 to 5 bbls.	1.54- 1.54	1.56½- 1.57
6 to 9 bbls.	1.53- 1.52	1.55½- 1.55

Less than barrel lots 10c per gallon higher than single barrel price.



A Paint or Varnish Remover that removes rapidly and does not hurt the hands or wood.

—

A. RAMSAY & SON CO.

Makers of Paints and Varnishes since 1842

Toronto MONTREAL Vancouver

Turpentine Production May Decrease This Year

Toronto.

TURPENTINE.—The market for turpentine held in a steady position during the week, there being no disposition to change prices. From the producing sections of the South comes the echo that production is likely to decrease from 25 to 40 per cent. for the present year as compared with last year. The grounds for this belief are stated to be the light purchase of axes and cups up to the present. This is the time of year when factors begin to prepare for the new crop. There is expected to be a shortage of labor in the South this year as inducements may be held out to the able-bodied negroes to go North and West to handle freights. Prices of turpentine have held at a comparatively low figure during the past season and factors of the South seem not inclined to exert themselves toward production this year. With a decline in production prices might ultimately be given an impetus toward higher levels. Stocks in the local market are light, quotations holding unchanged on the basis of 70c to 73c per gallon in single barrel lots.

	Imp. gal.
1 barrel	$0.70-$0.73
2 to 4 barrels	0.69- 0.72
5 gallon lots	0.77- 0.83

White Lead In Oil Movement Is Slow

Toronto.

WHITE LEAD IN OIL.—Dealers report that the movement in white lead in oil is not active. Concessions have even been made in certain instances in an endeavor to move stocks but efforts along this line have been unavailing. With the coming of spring it is anticipated a greater stimulus may be given to purchasing. Linseed oil holds in very firm market and pig lead shows an undertone of firmness with slightly higher prices in the primary market during the week. With basic conditions as they are at present it would seem that white lead in oil is likely to hold steady in price in the immediate future. Quotations were made on the basis of $15.70 per hundred pounds in ton lots and $16.05 in less than ton lots.

Putty Market Steady; Glass In Strong Position

Toronto.

PUTTY, GLASS.—There was a steady market for putty during the week. There has been a fairly good demand for putty in 100-lb. drums within recent weeks and prices quoted at $5.05 are likely to disappear after the present week. Quotations will in all probability be made quite generally on the basis of $5.15 per hundred pounds in 100-lbs. drums. Manufacturers are having difficulty in getting sufficient supplies of whiting to keep their plants running, but higher prices are not anticipated in the immediate future as a result of this condition.

Glass continues in a very strong market with indications that higher prices are quite probable in the not distant future. Conditions of manufacture in the United States show no signs of improvement and stocks of glass in the local market are getting within narrow compass on many sizes. Discount holds unchanged at 40 per cent. on box glass and 25 per cent. on cut lights. A further advance by the United States manufacturers has been announced amounting to 15 to 20 per cent. There has been a good demand for glass in the local market to help in the rebuilding of Halifax. This has naturally reduced stocks greatly. Plate glass is also in strong position. There is every likelihood that both box glass and plate glass will advance in the near future.

Conditions In Paint Trade Are Promising

Toronto.

MIXED PAINT.—Business conditions in the mixed paint trade continue to be quite satisfactory. Manufacturers' representatives are finding their operations hampered through the difficulties attending railway travel these days. Usually they find when they reach a town they have no trouble in inducing dealers to take fairly good sized orders. Sorting business for immediate delivery is seasonably light. Conditions in the railway world would prevent free shipment even if there was a demand at this season. An advance has been recorded in Muresco which now makes the price in 5-lb. packages for tints $7.80 and white at $7.20 per 100 lbs., an increase of 60c per 100 lbs.

HARDWARE LETTER BOX

Slate Blackboards

Hillhouse & McLeod, Clifford, Ont.—Kindly give the address of firms making slate blackboards for school rooms.

Smith Marble & Construction Co., Ltd., Montreal; Geo. M. Hendry Co., Ltd., Toronto.—Editor.

Gasoline Store Lighting Equipment

J. H. Slater, Ridgetown, Ont.—Kindly give name of manufacturer of gasoline store-lighting equipment, with the hollow wire feed.

H. W. Knight & Bro., 86 Richmond St. E., Toronto.—Ed.

Standard Oil Stove

Paque System of Heating, Lachine, Que.—Kindly give name of manufacturer of the Standard oil stove.

Thos. Davidson Mfg. Co., Montreal, P.Q.—Ed.

Toronto, Ont.—De Foe Wilson, Ltd., has been incorporated with a capital of $40,000 to carry on business as importers of and dealers in hardware, jewelry, etc.

PIG IRON PRODUCTION REDUCED 50 PER CENT.

The pig-iron statistics for January give a measure of what the steel industry has suffered from the unparalleled weather and transportation conditions of the past month, says the "Iron Age" of February 6. Output fell to 2,411,768 tons, or 77,799 tons a day, against 2,882,918 tons in December, or 92,997 tons a day. January production was thus the smallest since May, 1915.

On Feb. 1 the number of active furnaces was 310, while on Jan. 1 it was 321 and on Dec. 1, 345. How repeated bankings have crippled operations appears from the fact that in May, 1915, only 200 furnaces were at work to produce 73,015 tons a day, whereas last month it took an average of 315 furnaces to produce 77,799 tons a day.

To-day's situation is much more discouraging than the January figures show. Severe cold suddenly swept down this week on the Middle West, the heart of the iron and steel producing section of the country, and for the first six days of February pig iron production has probably been at less than 50 per cent. of capacity. In January it was at the yearly rate of 28,700,000 tons while the total for 1917 was about 38,600,000 tons. To-day the rate is probably under 22,000,000 tons a year.

It is quite certain that more furnaces in the Pittsburgh and Youngstown districts will bank this week. No cars were loaded with Connellsville coke on Tuesday and the movement of bituminous coal to manufacturing plants in the week has been not far from 40 per cent. of normal.

The steel industry of the country, according to the best data obtaining, is operating on a 50 per cent. basis, and some plants at no more than 25 per cent. No decided improvement is to be expected for several weeks, so serious is the derangement of every part of the machinery of transportation both in raw and finished materials. Producers will be many days working out of the glut of their own output which now prevents any measurable increase in rolling mill operations. At some plants the situation is simply chaotic.

PRACTICAL SHEET METAL WORKS

(Continued from page 37.)

in line with the stretchout shown in Fig. 3 from the various intersections on joint L M N in the elevation Fig. 1, until all the stretchout lines have been crossed in Fig. 3.

Now draw the curved lines from N to M. M to F. F to M and M to N. Crossing each point already crossed as shown at 1,2,3,4,5,6,7, et. The outline MFM. N N O O is the pattern for the branch piece required.

An allowance must be made for seams and joints, these to be determined by the person making the pipe. If a riveted joint, only one width of caps would be necessary, but if a locked seam is required it would be necessary to allow three times the width of the lock.

See Our Exhibit at Hamilton Convention Feb. 19-20-21



See Our Exhibit at Hamilton Convention Feb. 19-20-21

MUNNS WALL SIZE

The safest foundation to use under paint, varnish, kalsomine and wall paper. It insures the best results at the least cost—it stops suction—neutralizes lime and kills stains. All painters are interested and it means BIG sales for every dealer who carries this remarkable product.

There is no guess work about the results obtained with Munns Wall Size as we can show actual work it has done. It represents real economy to the user and a generous profit to the dealer.

Write to-day for full information or you can order from any of the jobbers listed below.

McARTHUR, IRWIN, LIMITED

MONTREAL ESTABLISHED 1842 TORONTO

Crown Diamond Paints
McArthur, Irwin Ltd.

Distributors of Munns Wall Size

W. B. Dalton & Sons, Limited	Kingston, Ont.	Bond Hardware Co.	Guelph, Ont.
H. C. Brennan Co.	Ottawa, Ont.	S. J. Shaw & Co.	Quebec, P.Q.
Kingnan Hardware Co., Limited	Peterboro, Ont.	Jos. Lacombe & Fils (Inc.)	Sherbrooke, P.Q.
Stewart & Wood	Toronto, Ont.	Crowell Bros.	Halifax, N.S.
Sanderson, Pearcy & Co., Limited	Toronto, Ont.	Robertson, Foster & Smith, Ltd	St. John, N.B.
Cook & Boulton	Toronto, Ont.	T. McAvity & Sons, Ltd	St. John, N.B.
Dunlop & Co.	Pembroke, Ont.	W. H. Thorne & Co., Ltd	St. John, N.B.
Warren Bros.	Hamilton, Ont.	Emerson & Fisher, Limited	St. John, N.B.
Hobbs Hardware Co., Limited	London, Ont.	Sumner Company	Moncton, N.B.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; B. Caps, 20%.; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 10% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W. and 5, and 5½, 100, in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.			
3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½% to 60 and 5%. London, 60%.

Ford's Auger Bits, 35 to 27½%.

Gilmour Auger Bits, 55 to 60%.

Gilmour Car Bits, 37½%.

Gilmour Eye Augers, 37½%.

Gilmour Ship Augers, 12½%.

Rockford Auger Bits, 50 and 10%.

Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.

London, 25%.

F.O.B. Toronto, Montreal London

AXES and Hamilton.

	Single Bit	Double Bit
Single Bits, doz.	$12 50	$16 00
Double Bit	16 50	19 50
Boys' Axes	10 50	12 00
Hunters' Axes	10 50	12 00
Bench—No. 2, doz.	10 95	11 25
No. 3, doz.	11 80	12 15
No. 4, doz.	12 60	13 05
Sager	$15 00	$20 00
Dominion Pride	14 50	19 50
St. Clair handled	15 50	....
Sager Boys	12 50	....
Kitchener Boys	12 00	....
Sager Hunters	11 50	....
Kitchener Hunters'	11 00	....

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.

Standard Quality, 40%.

Side Lace Leather, lb. $1.40-$1.75

Cut Lace Leather, lb. 1.60- 1.95

F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb. $4 00

No. 2 x 50 lb. 5 00

No. 3 x 60 lb. 7 50

No. 4 x 100 lb. 10 00

F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.

Carriage Bolts ($1 list), 7-16 dia. and larger, net list.

Machine Bolts, ⅜ in. dia. and smaller, 10%.

Machine Bolts, 7-16 in. dia. and larger, net list.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 25%.

Skein Bolts, 20%.

Square Head Blank Bolts, net list.

Bolt Ends, net list.

Plow Bolts, net list.

Elevator Bolts, 5%.

Fancy Head Bolts, net list.

Shaft Bolts ($3 list), net list.

Step Bolts, large head ($3 list), net list.

Whiffletree Bolts, net list.

Nuts, square, blank, add to list $1.50.

Nuts, square, tapped, add to list $1.75.

Nuts, hexagon, blank, add to list $1.75.

Nuts, hexagon, tapped, add to list $2.

Stove bolts, 55%.

Tire bolts, 35%.

Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 14-14½

F.O.B. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base $0 43

Rods, base ½ to 1 in. round 38-40

Tubing, seamless base 45½-50

Tubing, iron pipe size, base ¾ in. and up to 3 in. 45½-50

Copper tubing, iron pipe size, base ¾ in. up to 3 in. 47½-53

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal. extra heavy $14.50-$17

30-gal. Standard 14 00

F.O.B. Montreal and Toronto.

BOARDS (Wash)	Tin Plate	Zinc
Pony Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4.45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (glass)	....	5 50
Western King (enamel)	....	6 25
Wood, double faced	....	2 20

Subject to small discounts for quantities

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840 5%

No. 800 2½%

No. 838 5%

No. 808 5%

No. 804 15%

Nos. 802, 842, 844 5%

Nos. 810 and 814 net list

No. 830 2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.

Triplex Spring Hinges, 20-10-5%.

Chicago Mortise Floor (5000), 33 1-3%.

Chicago Relax Floor (6000), 25-10-10-7½%.

Chicago Premier (4000), 16 2-3%.

Chicago Ajax (3000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.

Chicago Screen Door (2000), 40-7½%.

Chicago Screen Door (3000), 16 2-3 and 5%.

Non-Hold Back Screen Door, on application.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN	Montreal Fire Welded Proof Coil B.B.	Montreal Fire Welded B.B.B.
3-16 in.	$20.50-$22.25	....
¼ in.	15.00- 16.50	$20.25
5-16 in.	12.50- 14.00	17.75
⅜ in.	10.75- 12.25	14.50
7-16 in.	10.50- 12.00	14.40
½ in.	10.35- 11.75	14.10
9-16 in.	10.35- 11.75	....
⅝ in.	10.20- 11.60	13.90
¾ in.	10.00- 11.40	13.80
⅞ in.	9.90- 11.30	13.60
1 in.	9.75- 11.15	13.50

	Montreal Electric Welded B.B.	B.B.B.
3-16 in.	$14.00	....
¼ in.	10.40	$11.50
5-16 in.	9.85	11.00
⅜ and ¾ in.	9.00	10.00

	American Proof Coil Chain B.B.	B.B.B.
3-16 in.	$16.75	....
5-16 in.	12.00	$12.75
⅜ in.	11.00	11.90
7-16 in.	10.75	11.70
½ in.	10.50	11.60
⅝ in.	10.35	....

Electric Welded B.B.B.—Chain, ¼ in., $11.80; 5-16 in., $11.30. F.o.b. Toronto

Canadian coil chain, 40 and 10% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.60 in carlots; $3.15 bbl. in small lots.

Paris plaster, five-barrel lots, $3.15; single barrel, $3.55.

F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—Montreal	Toronto
No. 0 $15 20	$15 20
1 18 80	18 80
2 23 95	24 00
3 30 35	30 35

Russwin—

No. 0	$17 70
No. 1	21 70
No. 2	24 95
No. 3	34 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. length	5 40
18—6-strand, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$42 50	$43 00
Plain sheets, base 16 oz. and heavier	46 00	40-44
Copper sheet, tinned, 14x60 in., 14 oz.	48 00	....
Copper sheet, planished, base 16 oz. and heavier	57 00	41-45
Braziers' in. sheets, 6x4 base	45 00	44 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb. 67-69

No. 7, lb. 66-68½

Nos. 8, 9, 10, 12 65-67½

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets. $11 75 $ 8 50

	Galvanized Apollo	Crown	Gorbals
18x24x52	....	....	....
60	....	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous— Per box

IC, 20x28 base $28 00

IX, 20x28 base (nominal) 32 00

IXX, 20x28 base (nominal) 36 00

IXXX, 20x28 base (nominal) 40 00

F.O.B. Toronto

Raven and Murex Grades—

IC, 20x28 base, 112 sheets $40 00

IX, 20x28 base, 112 sheets 39 00

IXX, 20x28 base, 56 sheets 20 00

IXXX, 20x28 base, 56 sheets 21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets 25 00

F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—

14x20 IC, base $17 00

20x28 IC, double box 34 00

F.O.B. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

Nominal

IC, 14x20 base $20 00

IX, 14x20 base 18 75

IXX, 14x20 base 19 50

F.O.B. Montreal.

CLOCKS

Big Ben $2 92

Good Morning, each 1 15

Lookout 1 45-1 50

F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8.50 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.

Rd. Shk., 30 to 37½%.

Wood Drills, 37½%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.60 doz.

EMERY CLOTH

See under Sandpaper.

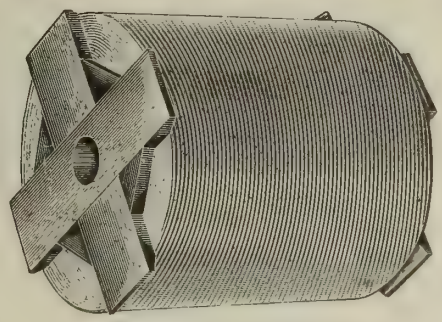
ENAMELWARE

See prices under heading Wares, etc.

STRICTLY "BAR" SOLDER IS ONE OF OUR SPECIALTIES

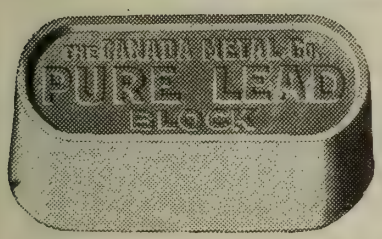


TIN
COPPER
ANTIMONY
ALUMINUM
SPELTER
LEAD
THE CANADA METAL CO.
LIMITED
Montreal - TORONTO - Winnipeg



We make wire solder of any desired composition or size (guaranteeing the mixture to be exactly as represented).

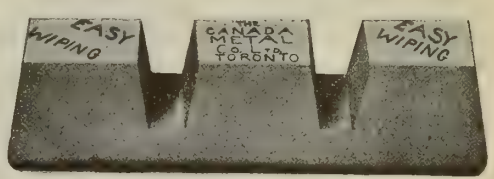
GET OUR PRICES
SOLDER
BABBITT
LEAD PIPE
AND ALL
METALS
THE CANADA METAL CO.
LIMITED
Montreal - TORONTO - Winnipeg



The Canada Metal Company, Limited

Toronto

HAMILTON WINNIPEG
MONTREAL VANCOUVER



Pronounced "RU" as in RUBY

RU-BER-OID ROOFING

COSTS MORE - WEARS LONGER.

Trade-Mark Registered

SOLE CANADIAN MAKERS:

THE STANDARD PAINT CO. OF CANADA, LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

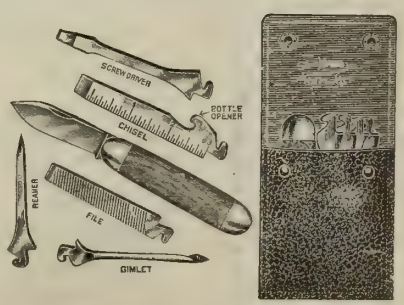
Can You Imagine a Man or Boy

Who Wouldn't Like to Own This Kit?

No matter what a man's occupation may be, he will find daily use for the "So Handy" Pocket Knife Tool Kit. Autoist, Sportsman, Hunter, Farmer, Boy Scout—these, especially, will find it a pleasing and practical pocket companion. Excellent, too, for use around the home.

Outfit comprises a splendid Jack Knife with cocoa handle and an exceptionally good blade, and the following tools which can be instantly attached to the knife handle: File, Chisel, Reamer, Screw Driver, Bottle Opener, Gimlet and Rule, all made of high grade steel, carefully hardened and oil tempered.

The So Handy Kit is made in five styles. Jobbers—get posted about this good specialty.



RETAIL PRICE $1.50.

THE BRIDGEPORT HARDWARE MFG. CO. BRIDGEPORT, CONN., U.S.A.

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.O.B. Toronto, Montreal, London, and Hamilton.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	1.90-2.00
Under 40 lbs.	2.00-2.50
Bi-Treadle, each	5 90

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$9.10-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12.50-13.85
Hand sewn, no shank, 1 in.	16 20
Hand sewn, no shank, 1¼ in.	18 00

Halters (Sisal).

7-16 in. gross, $25; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All handles, neckyokes, whiffletrees and doubletrees, hay rakes and horse pokes, 35%.

Maple and ash pike poles, 35%.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 36
BT barn door track, round, per ft.	0 24

Discount from above, 45%.

Atlas, No. 0	8 15-8 45
Atlas, No. 1	8 95-9 25
Atlas, No. 2	10 40-10 75
Stearns, 4 in.	7 40- 7 65
Stearns, 5 in.	10 25-10 65
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz.	10 25-10 65
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5-in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	8
Extra hooks for above, ¾ in., per lb.	7¾

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	Fox
No. 2, per doz.	$3 45	$4 00
No. 3, per doz.	4 00	4 50
No. 4, per doz.	4 60	5 10
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
Light iron	0-7	$6 25	$6 50
Long heel light iron	3-7	6 25	....
Medium iron	1-8	6 25	6 50
Heavy iron	6-8	6 25	....
Snow	1-6	6 50	6 75
New light "XL" steel	1-6	6 70	6 95
Featherweight "XL" steel	0-4	8 10	...
Special countersunk	0-4	8 60	....
Toe weight (front only)	1-4	9 10	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$15 75
Corrugated, ⅝ in., 100 ft.	18 75
Corrugated, ¾ in., 100 ft.	21 50
Corrugated, 1 in., 100 ft.	31 50

Less 5% for full reels, 500 ft.,

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1.70-1.75
Mrs. Potts, No. 50, nickel-plated, set	1.80-1.85
Mrs. Potts, handles, japanned, doz.	$1.15-$1.30
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons, each	3 75
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.	Per ft.
Shelf-lock	16c ft.
Ontario	21c ft.
Faultless	24c ft.
Mechanics	31c ft.
Hercules	28c ft.
Perfect	26c ft.
Faultless, extra heavy	29c ft.
Hercules, extra heavy	33c ft.
Mechanic, extra heavy	36c ft.
B.T. Standard	21c ft.
B.T. Economy	16c ft.
B.T. Iron Bound, 4-8 ft.	28c ft.
B.T. Iron Bound, 10-14 ft.	33c ft.
B.T. Iron Bound, 16 ft.	43c ft.
B.T. Iron Bound, 18 and 20 ft.	53c ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	19c ft.
34 to 44 ft.	21c ft.
46 to 60 ft.	31c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	15c ft.
18 ft. to 22 ft.	16c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS Per doz.

Short Globe, doz.	$12 50
Jap'd Dash, doz.	15 00
Search Dash, doz. X-ray	15.75-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.	18.25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	1 00	1 10
Cold blast	1 00	1 10

3 doz. cases, 90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby	4.00-4.20	
Cold blast, common ruby	4.00-4.20	

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	7 50
B.T. Bonnie, style B	8 00
B.T. Ideal	11 00
B.T. Ideal Power	12 50
B.T. Ideal Water Motor	20 75
B.T. Cyclone	10 50
B.T. Vollmar, No. 2	10 60
B.T. Vollmar, No. 3	11 50
Forest City, engine-driven	37 50
Forest City, electric	80 00

Discount on B.T. goods, 27½%.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	8 40
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 3	1 55
Cast head mops, doz.	2 00
Crescent, doz.	2 00
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1	inch	$1	3 inch 10c
1½	inch	$1	3¼ inch 10c
1¼	inch	65c	3½ inch 10c
1½	inch	40c	4 inch 5c
1¾	inch	40c	4½ inch 5c
2	inch	30c	5 inch base.
2¼	inch	30c	5½ inch base.
2½	inch	15c	6 inch base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.20 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.25 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory points, carload freight allowed, $5.32½.

Sault Ste. Marie, Port Arthur, Fort William, $5 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.65 base; London, $5.60; Hamilton, $5.65. No equalization of freights.

Roofing Nails — American, large head, keg, $8.25. London, $7.70. F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand	Per box of 25 lbs.
No. 3		$19 50
No. 4		9 50
No. 4½		8 25
No. 5		4 50
No. 6		4 25
No. 7		4 00
No. 8		4 00

JAMIESON'S

CROWN



ANCHOR



PREPARED PAINTS READY TO USE

The line of paint that you make your leader either credits or discredits your business ability and integrity. Your customer buys by promise, but he judges by performance. What the paint actually **does** accomplish will be weighed against what you and the maker **claim** for it.

Consider your own interests



We are so certain of the performance of Crown and Anchor Paint that we guarantee it. You are thus assured that the promises we make through you will be literally carried out by the paint itself.

Consider your own interests as well as your customer's, and have as your leader this paint whose performance justifies your promises.

R. C. Jamieson & Co., Ltd.

Calgary **Montreal** **Vancouver**

Owning and Operating P. D. Dods & Co., Limited

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.
F.o.b. Montreal, Toronto, Hamilton.

London
"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$19 00
4	1¾"	9 00
5	1 15–16"	4 00
6	2⅛"	3 75
7	2 5–16"	3 50
8	2½"	3 50
9	2 11–16"	3 25
10	2⅞"	3 25
11	3 1–16"	3 25
12	3¼"	3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾-inch mesh and 20 ga. wire)

24 inch...	$10 50	36 inch...	$15 00
30 inch...	12 75		

½-inch mesh and 22 ga. wire)

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)	$21 50
U.S. Navy (unspun)	20 75
Clipper (unspun)	21 50
U.S. Navy, Eng., unspun	20 00
U.S. Navy, Eng. (spun)	21 00
Plumbers, (spun)	$8 50 $10 50

F.o.b. Montreal, Toronto

OIL	Montreal	Toronto
Royalite	0 18	0 17
Palacine	0 21	0 20
Gasoline, gal.	0 32½	0 31½
Castor oil, per lb.	0 55	0 50
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 18	0 15½
Cylinder Green, med.	0 55	0 56
Capital cylinder	0 50½	0 49½
Machine oil, regular grades	25½-42	29½-30
Standard gas engine oil	38¼	38¼-37½
Paraffine	0 21	0 21
XXX machine	0 24¼	0 28
Fuel oil, bbls.	0 14½	0 13½
Fuel oil, tank cars	0 13	0 12

OLD MATERIALS
See weekly report.

PACKING	Per lb
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 70
Surprise Fibre	0 66
Tarred felt, per cwt.	3.30-3.35

Asbestos sheeting (per 100 lbs.)	$12-$15
Carpet Felt, 16 oz., per 100 lbs.	$4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.	$8 40	$ 9 00
6 to 7 lbs., doz.	9 00	9 65
7 to 8 lbs., doz.	9 60	10 30
8 lbs. only		10 55

Rock—

5 to 6 lbs., doz.		9 00
7 lbs., doz.	$ 9 60	10 80
8 lbs., doz.	10 20	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT

Effective Feb. 5, 1918.

	Black	Galvanized
	Per 100 feet.	
Standard Buttweld		
⅛ in.	$ 6 00	$ 8 00
¼ in.	5 16	7 29
⅜ in.	5 16	7 29
½ in.	6 55	8 12
¾ in.	8 28	10 41
1 in.	12 24	15 39
1¼ in.	16 56	20 82
1½ in.	19 80	24 89
2 in.	26 64	33 49
2½ in.	42 72	53 53
3 in.	55 85	70 00
3½ in.	70 84	87 86
4 in.	83 93	104 10
Standard Lapweld.		
2 in.	29 60	36 08
2½ in.	44 46	54 70
3 in.	58 14	71 53
3½ in.	72 68	90 62
4 in.	86 11	107 37
4½ in.	97 79	122 56
5 in.	114 00	142 82
6 in.	147 80	185 28
7 in.	192 80	241 57
8 L in.	202 50	253 75
8 in.	233 30	292 32
9 in.	279 50	350 18
10 L in.	259 20	324 80
10 in.	333 70	418 18

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 40-45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Discount 10%.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD
See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	35, 2½	35, 2½
8" soil pipe	30	30
Medium and extra heavy, fittings, 6" and under	40, 2½	40, 2½

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	40%
Cistern Pumps	40%
Set Lengths	40%
Brass Lined Cylinders	40%
Brass Body Cylinders	40%

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 15%; Iron Burrs, 15%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	1 90
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	$5-$5.50
Roofing Pitch, 75 to 85c per cwt.	

F.o.b. Toronto, London, Montreal

ROPE	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	0 65 0 70½
5-32 in.	0 64 0 69½
3-16 in.	0 60 0 66½
¼ in. and up	0 59 0 66½

F.o.b. Toronto, Montreal, Brantford London, Hamilton.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES Champion—	Scale List	Stamping extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge.
F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS
Net list.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs
10¾ oz.	$9 50
U.S. 28	9 20
U.S. 26	8 90
22 and 24	8 75
18 and 20	8 60
16	8 45

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in each lots. F.o.b. Montreal

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 8 35
16 gauge	12 05	8 45
18-20 gauge	10 30	8 60
22-24 gauge	10 45	8 75
26 gauge	....	8 90
28 gauge	....	9 20
10¾ ozs.	11 05	9 50

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$ 8 70
18-20	12 55	12 55	8 85
22-24	12 25	12 25	9 05
26	12 25	12 25	9 25
28	13 00	13 00	9 65
10¾ oz.	....	....	10 00

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES	Per sq.
Standard galvanized	$10 25
Shipping weight, 90 lbs.	
Standard painted	8 00
Shipping weight, 80 lbs.	

Discount 7½%.
F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$8 75
Standard painted	7 00

Discount 7½%.
F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS
Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR
See Weekly Report.

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	5 00

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 520 (120), each	$6 25
No. 525 (125), each	6 00
No. 530 (130), each	6 50
No. 630 (230), each	8 25

Discount 25% off list.
F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

Wanted

SIUTATIONS VACANT

WANTED—TINSMITH FOR COUNTRY SHOP —must be competent, reliable, exempt from military service. Good salary paid to right man. Apply Drawer A, Rocanville, Sask.

WANTED—A SOBER, ENERGETIC HARDware salesman for retail store. A man who can fill this position can draw a manager's salary and assume management as soon as he proves good. Apply Frank McLagan, Prelate, Sask.

WANTED — THOROUGHLY COMPETENT foreman for tinshop in Maritime Provinces. Man with some knowledge of cornice work preferred. No boozer need apply. Apply A. B. C., care of Hardware and Metal. Toronto.

WANTED—BY OLD ESTABLISHED MANUfacturers' agent in Montreal, bright young man with some hardware and metal experience, speaking French and English preferred, as assistant and traveller. References as to character, ability and experience required, also state salary expected. Box 738, Hardware and Metal.

SALESMEN TO SELL TO HARDWARE AND electrical dealers, side line specialty. A. M. Towe, Canadian Agent, Pioneer Corporation, Imperial Bank Building, London, Ont.

MAN FOR WHOLESALE CONCERN — EXperienced in handling orders, correspondence and knowledge of automobile accessories. Must have capacity to handle details thoroughly. State age and full details, including salary expected. Application will be treated confidentially. Box 800, Hardware and Metal.

WANTED — A COMPETENT HARDWARE clerk and salesman of not less than three years' experience. Must come well recommended, and be exempt from draft. Apply, stating salary required, Box 790, Hardware and Metal.

WANTED — EXPERIENCED HARDWARE travelling salesman to cover Western Ontario. Apply, stating qualifications and salary expected, to Box 739, Hardware and Metal.

WANTED—COMMISSION AGENTS LOCATED in Sherbrooke can handle two or three more specialty lines to sell to hardware and manufacturing trade in Eastern Townships, Province of Quebec. Address P.O. Box 357, Sherbrooke, Que.

POSITION WANTED

WANTED—POSITION AS MANAGER FOR retail store, in city or country, or as city or country salesman; 15 years general hardware experience. Box 737, Hardware and Metal.

WANTED — POSITION IN CONNECTION with buying and managing of large retail hardware or hardware department in department store, or buyer in mail order. Have had wide experience. At present well employed, but wish a change to larger possibilities. Winnipeg or further west preferred. Box 793, Hardware and Metal.

FOR SALE

FOR SALE — HARDWARE STOCK AND buildings, living rooms over. Machine agency in connection. In Saskatchewan. Stock about $5,000. Good terms to right man; must have some cash. Good reasons for selling. No city property wanted. Apply Box 732, Hardware and Metal.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

FOR SALE

FOR SALE — HARDWARE, FURNITURE, stove and tin business. Good farm trade. R. McClanahan, Belwood, Wellington County.

HARDWARE BUSINESS FOR SALE—IN AN Ontario marine town; $4,000 stock at a discount. Owner wishes to retire. Box 735, Hardware and Metal.

FOR SALE, AT A LIBERAL DISCOUNT—2 National cash registers, cost $210.00 cash; 1 Taylor safe, cost $150.00; 1 oval glass counter show case, cost $30.00; 1 set of tinners' tools, cost $250.00. J. H. Millard, Melfort, Sask.

FOR SALE—A NUMBER OF MACHINES for use in tinshop. These are second-hand but in good repair; will be sold cheap. T. I. Thomson, Limited, Owen Sound, Ont.

FOR SALE — HARDWARE BUSINESS IN good Western Ontario city; stock about $8,000. Premises can be leased at reasonable rent. Box 740, Hardware and Metal.

500 TIN CANS, PLAIN ROUND WITH SLIP cover, 5⅝ in. diameter, 9 in. high, at $9.00 per 100, packages free, f.o.b. Moncton, N.B. For sale by R. T. Holman, Ltd., Summerside, P.E.I.

A 640 ACCOUNT McCASKEY REGISTER — good as new; reason for selling, doing cash business. Will sell cheap. R. A. Wells, Dresden, Ont.

FOR SALE—BUILDING AND HARDWARE stock in good live Saskatchewan village. Stock on hand about $6,000. Living rooms above. Good opportunity and terms for right man. Box 726, Hardware and Metal.

HARDWARE BUSINESS FOR SALE—IN A Northern Ontario town of 8,000 population. Stock of shelf and heavy hardware, in excellent condition. Stock can be reduced to about $15,000.00. Will sell or lease premises. Owner has been in business over twenty-five years and wants to retire. Box 730, Hardware and Metal, Toronto, Ont.

MISCELLANEOUS

WANTED—TO REPRESENT A GOOD LIVE proposition in Manitoba or Western Canada. Headquarters now in Winnipeg, where a good connection is already established. Fifteen years' experience in general hardware, stoves and paints, and can furnish first-class business and bank references. Apply Box 731, Hardware and Metal.

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	.....	net list
Hollow Back No. 2 Shovels	30%	.....	5%
Hollow Back Sand Shovels and Coal Shovels	30%	.....	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 48	7½%	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	—Per Dozen—		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	17 80	.....	14.80
Coal Shovels, No. 3 Black	22.00	.....	14.50
Sand Shovels, No. 3, black	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black	19.00	18.00	17.00

For polished goods the following net extras apply:
Full polished ..... $1.00 per dozen net
Half polished ..... 50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon

SWEEPERS, CARPET

	Bissell's
American Queen, nic'd trim, ball bearing ..... Doz.	$39 00
Club, nic'd trim., "Cyco" bearing	32 00
Champion, nic'd trim	30 00
Champion, Jap'd trim	27 00
Elite, nic'd trim., B.B.	41 00
Grand Rapids, nic'd trim., B.B.	36 00
Grand Rapids, Jap'd trim., B.B.	32 00
Parlor Queen, nic'd trim., B.B.	42 00
Princess, nic'd trim., B.B.	37 00
Standard, nic'd trim	32 00
Standard, Jap'd trim	29 00
Universal, nic'd trim, "Cyco" bear.	34 00
Universal, Jap'd trim., "Cyco" bear.	30 00

F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim	$1 00
Household, Jap'd trim	67 00
Superba, nic'd trim	96 00

F.o.b. Toronto, Hamilton, London.

TACKS

	Discount
Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%

Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1, 1916 ..... 60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount.
Samson, 20% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10		

Discount 10%.

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME)

	Doz. with chain
Victor No. 1	$2 05
Jump, No. 1	2 65
Hawley & Norton, No. 1	3 15
Newhouse, No. 1	4 30

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder)

	Per lb.
500 ft.	$
550 ft.	
600 ft.	
650 ft.	

In 5-ton lots ¼c discount from above: 10 tons and upwards, ½c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 52½-65½
4-ply wrapping, lb. ..... 56 -72½
F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz.	$16 50
No. 1, per doz.	14 25
No. 2, per doz.	12 00
No. 3, per doz.	10 50

F.o.b. Newmarket

VALVES

	%
Ground work	50
Compression work, standard	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	net
Radiator valves, standard	15
High grade	7½
Globe, angle and check valves, standard	10
Do., high grade	7½
Patent quick opening valves	35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 30%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list plus 25%.
Railroad Cans, list, plus 20%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%
Steel Sinks, galvanized, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 60%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 75
Sectional, ½ lb., per 100 lbs.	4 45	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 1v

WHEELBARROWS

Navvy, steel wheel, doz. 37.50-51.50
Garden steel wheel, doz. 51.00-75.00
Light garden, doz. 37.00-54.00
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Hay Wire in Coils

No. 13	6 10
No. 14	6 15
No. 15	6 25
No. 16	7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire.

	Toronto
Barb	$5.50-$6.20
No. 9 pl. galv.	4.70- 5.90
No. 12 pl. galv.	4.85- 6.00
No. 13 pl. galv.	4.50- 6.15
No. 9 coil sp.	5.00- 5.90
No. 12 coil sp.	6.20

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 50
Fence staples, galvanized. $6.25-6.50
In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.
Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus 10%
Brass wire, 3 to 24 gauge, add. 40%
25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls. $3 00
In 50-ft. rolls 3 05
Bronze, sq. ft. 0 14
F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., dos. list	$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 80
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$14 00	18 in.	$31 20
10 in.	15 60	24 in.	45 25
14 in.	21 85		

Coes—	Doz. net		Doz. net
6 in.	$13 00	15 in.	$31 20
8 in.	15 60	18 in.	41 60
10 in.	18 20	21 in.	50 70
12 in.	23 40		

Stillson—	Each	Dozen	Net
6 in.	$1 10	$12 00	$12 50
8 in.	1 25	13 50	14 00
10 in.	1 40	15 00	15 60
14 in.	1 95	21 00	21 85
18 in.	2 75	30 00	31 20
24 in.	3 95	43 50	45 25
36 in.	....	81 00	84 25
48 in.	....	....	124 80

ZINC

For zinc products and zinc sheets See weekly report.

E
Quality Mark

EMPIRE
Brass Goods

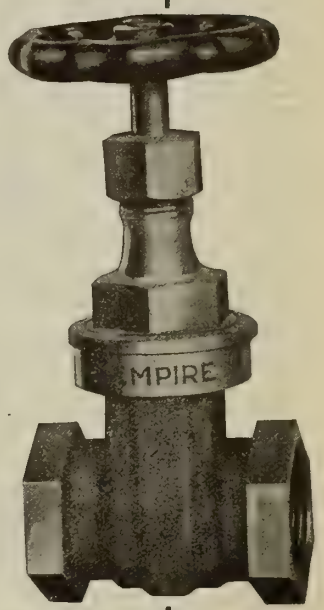
E
Quality Mark

Have the weight and quality that make lasting service possible. The metal is made to formula in our own plant—the largest and most complete brass manufacturing organization in the British Empire.

Dependable for Every MARINE Purpose



A-2512 Steam Whistle with Valve



A-861 Gate Valve: SolidWedge; Non-rising Stem

Put your trust in Empire Brass Goods, designed for strength, convenience and beauty. Every piece proven perfect by test is stamped with our quality mark "E" to protect you and ourselves.

Empire Brass Goods are made for every marine engine room and shipboard use.

Write for beautifully illustrated catalog.

Empire Manufacturing Co.
LIMITED

London and Toronto

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London

BEESWAX Per lb.
Small quantities $0 45
Larger quantities 0 40
F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID
Bronzing liquid, No. 1. $1.50-$2.00
Banana oil, gal..... 3.50- 4.25
F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each.	$1.35	$2.00
Weighted, 20 lbs., each..	1.60-	2.25
Acme, 15 lbs., each.....		1 75
Acme, 20 lbs., each.....		2 00
Acme, 25 lbs., each.....		2 35

F.o.b. Toronto.

COATING
Cement Coating $3 00 $3 75
F.o.b. Montreal, Toronto.

COLORS (DRY) Per lb.
Raw Umber, 100-lb. kegs... 7-15c
Burnt Umber, 100 lbs..... 7-15c
Raw Sienna, 100-lb. kegs... 7-15c
Burnt Sienna, 100-lb. kegs... 7-15c
Imp. green, 100 lb. kegs.... 0 23
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k.. 0 12
Indian red, 100-lb. kegs.... 0 15
Indian red, No. 1, 100 lb. k.. 0 06
Venetian red, best bright... 0 04
Venetian red, No. 1 ..... 0 02½
Drop black, pure dry..... 0 15
Golden ochre, 100 lb. kegs.. 0 06½
White ochre, 100 lb. kegs.. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 2½-3¼
Spruce ochre, 100-lb. kegs.. 4c-6c
Canadian red oxide, bbls....2 -2¼
Super magnetic red..... 2¼-2½c
Vermilion 0 40
English vermilion 0 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE
Venetian red, 1 lb. tins, pure 0 15
Indian red 20-26
Chrome yellow, pure 45
Golden ochre, pure 22
French spruce ochre, pure.... 16-18
Chrome green, pure 18-26
French permanent green, pure 24
Signwriters' black, pure 25
Marine black, 5 lb. irons.... 0 17
Lampblack 0 24
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Duralite 6 15
Albagloss 6 05

GLUE Per lb.
Brantford All Round Glue—
Case No. 7—50-lb. pkgs. $28 00
Case No. 8—100 ½-lb. pkgs.. 31 00
Case No. 9—200 ¼-lb. pkgs.. 38 00
Discount.
French medal (prices withdrawn)
English common sheet 30-35
English prima 0 38
White pigsfoot 0 50
Cake bone, 112-lb. bags 0 35
Hide, 112-lb. bags 0 45
Gelatine, 112-lb. bags 45-60
Ground glues, 112-lb. bags, No. 1 30-32
Ground glue, No. 2, 112-lb. bags 23½-24
Do., No. 2, less than bags.. 25

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$10 75	$15 60
26 to 34	11 20	16 85
35 to 40	11 70	17 85
41 to 50	15 40	20 35
51 to 60	16 10	20 80
61 to 70	17 20	22 05
71 to 80	19 35	24 10
81 to 85	....	29 85
86 to 90	....	31 95
91 to 94	....	32 80
95 to 100	....	38 05
101 to 105	....	42 00
106 to 110	....	48 55

F.o.b. Montreal. Discount 5% on box glass.

Discount from pane list 15 and 5%

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount box glass, 40%.
Cut lights, 25%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE
Discounts below apply to plate glass list.
Montreal city price, 10% off list; country, 5%.
Toronto, Hamilton, London, 20%.
For shipments of glass outside of Toronto, Hamilton or London, 10% discount from the list. Freight charges paid to destination, provided the gross list value of the glass is $75 or over. Under $75 in value, 10% discount from the list, f.o.b. Toronto. These prices apply to glass under 90 inches in height. Over 90 inches, then special flat car rates apply.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE
(Ground in oil.)
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	$15 50	$15 70
Crown Diamond ...	15 50	15 70
Crown Pure	15 50	15 70
Green Seal	15 50	15 70
Tiger Pure	15 50	15 70
Ramsay's Pure ...	15 50	15 70
Moore's Pure	15 50	15 70
O.P.W. Dec. Pure..	15 50	15 70
Red Seal	15 50	15 70
Decorators' Pure ..	15 50	15 70
O.P.W. English ...	15 70	15 90
Elephant Genuine..	16 10	16 20

B.B. Genuine Lead, less than tons, $17.40 Toronto; $17.20 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.....	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.....	14 75	15 50
Less quantity	16 00	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

	Dry, Pound	Paste, Pound
Barrels, 600 lbs...	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52½	0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO
Tints, 5-lb. packages, per 100 lbs., $7.80; white, 5-lb. packages, $7.20.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report

PAINTS, PREPARED
Price per gallon

Elephant, white	3 70
Elephant, colors	3 30
B.H. English, white	3 80
B.H. English, colors	3 55
Minerva, white	3 65
Minerva, colors	3 50
Crown Diamon, white	3 55
Crown Diamond, colors	3 30
B.H. Frescouette, white	3 30
B.H. Frescouette, colors	3 10
Moore's House Colors, white..	3 50
Moore's House Colors, colors.	3 40
Moore's Egyptian Paint, all colors	2 75
Moore's Floor Paint	2 90
Moore's Sani-Flat	3 00
Jamieson's Crown Anchor....	3 30
C.P.C. Pure, white	3 80
C.P.C. Pure, colors	3 55
O.P.W. Can. Brand, white...	3 35
O.P.W. Can. Brand, colors...	3 10
O.P.W. Can. Brand, floor....	2 70
O.P.W. Flat Wall, white	3 05
O.P.W. Flat Wall, colors....	2 85
Ramsay's Pure, white	3 65
Ramsay's Pure, coors	3 35
Martin-Senour, 100%, white..	3 80
Martin-Senour, 100%, colors.	3 55
Martin-Senour, Porch Paint..	3 55
Martin-Senour, Neutone, white	3 35
Martin-Senour, neutone, col..	3 10
Senour's Floor Paint	3 00
Sherwin-Williams, white	3 80
Sherwin-Williams, colors	3 55
Flat Tone, white	3 30
Flat Tone, colors	3 10
Lowe Bros. H.S., white.....	3 80
Lowe Bros. H.S., colors	3 55
Mellotone, white	3 35
Mellotone, colors	3 20
Sanitone, white	3 30
Maple Leaf, white	3 80
Maple Leaf, colors	3 55
Maple Leaf, floor	3 00
Maple Leaf, flat wall.....	3 10
Pearcy's Prepared, colors.....	2 75
Pearcy's Prepared, white.....	3 15

F.o.b. Montreal, Toronto.

PARIS GREEN

	C.P. Per lb.	Berger's Per lb.
In barrels, about 600 lbs.	0 60¼	0 61
In arsenic wegs, 250 lb. drums	0 61¼	0 62
In 50 lb. and 100 lb. drums	0 62¼	0 63
In 25 lb. drums.....	0 64¼	0 65
In 1 lb. packets, 100 lbs. in case.....	0 66¼	0 67
In ½ lb. packets, 100 lbs. in case	0 66¼	0 67
In 1 lb. tins, 100 lbs. in case	0 66¼	0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY

	Standard Montreal	Less than tons Toronto
Bulk, in casks $4 10		$4 30
Bulk, 100-lb. drums. 4 95		5.05-5.15
Bulk, 25 lb. drums.. 4 95		5 15
Bulk, 12½-lb. irons. 5 20		5 40
Bladder, in bbls.... 5 20		5 40

Ton lots standard are 20c per hundred pounds less.
Pure Putty, $1.75 cwt. advance.
London and Hamilton prices same as Toronto.

SHELLAC
Pure White, gal., $4.40-$4.50.
Pure Orange, gal., $4.15-$4.25.
Gum Shellac, TN, 70-74c lb.; finest orange, 83-86c; bone dry white, 80-83c.
F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans.....	3 00
B.H. Vanisher	$2 75
Cumoff	3 00
O.P.W. Presto	2 65
Lingerwett 2 80-3	25
Solvo	3 00

F.o.b. Montreal, Toronto.

TURPENTINE
See weekly report elsewhere in this issue for prices.

SLATING Gal.
Liquid Slating, B.B. $2 20

VARNISHES Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins .....$1.32-$1.45
B.H. Stovepipe Varnish, ½ pints, per dozen 1 54
Depend-on, list 3 25
B.H. Maritime Spar, list.... 7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.
Elastilite 2 90
Granitine 2 90
Hydrox Spar 3 65
Sun Varnish 2 64
Sun Spar 4 59
Sun Waterproof Floor 3 02
Jasperite Interior and Exterior 2 64
Jasperite Pale Hard Oil..... 1 92
Jasperite Floor Finish 2 64
Jamieson's Copaline 3 02
M-S Marble-Ite Floor 3 29
M-S Wood-Var 3 29
M-S Double Spar 4 57
M-S Finest Interior 3 86
Elastic Interior 2 64
Mar-not 3 52
Quick Action House 2 47
Rexspar 4 62
Sear-Not 3 34
Kyanize Spar 4 95
Kyanize Cabinet Rubbing .. 3 85
Kyanize Interior 3 85
Luxeberry light 3 30
Luxeberry granite 3 52
Luxeberry spar 4 95
Ramsay's Universal 2 64
F.o.b. Montreal, Toronto.

WATER PAINTS
Opalite, 300 lb. bbls..... 0 13½
Opalite, 100 lb. kegs..... 0 14
1 gal. packages, per pkg... 0 75
½ gal. package, per pkg. 0 40
Coralite, 5-lb. pkgs., white 0 05½
Coralite, 5-lb. pkgs., colors 0 06
B.H. Frescota, 5 lbs. white, $6.50; colors 7 00
F.o.b. Montreal, Toronto.

WASTE
Extra Quality XXX.....$0 20
XX Quality 0 18
X quality 0 15
F.o.b. Toronto

WHITE WIPING
XXX Extra 0 21
X Grand 0 19¾
XLCR 0 18½
X Empire 0 17¼
X Press 0 16

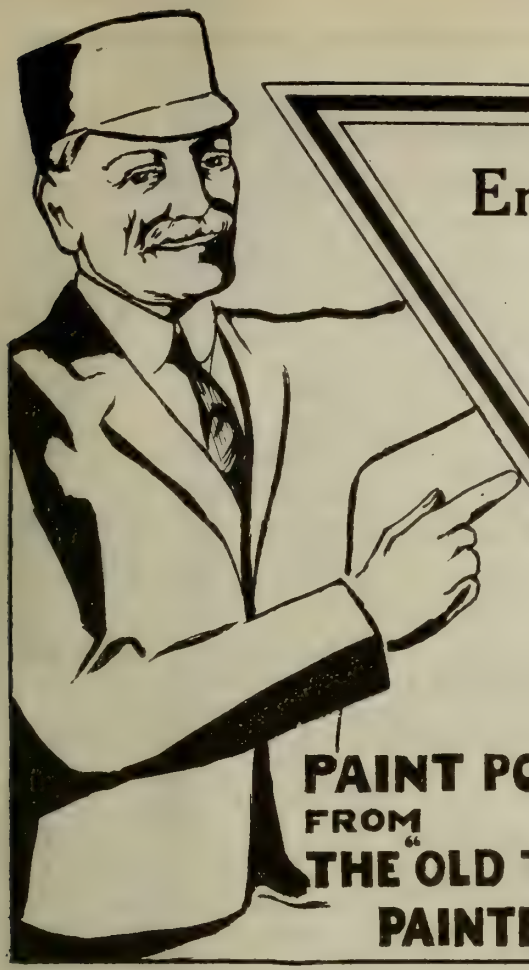
WASTE, COLORED WIPING
Quality I 0 14
Quality 1A 0 12
Quality 1B 0 10
No. 5 ..... 0 15
No. 6 ..... 0 13
No. 7 ..... 0 12
Japanese 13½

WIPING WASTE, COLORED
Fancy 16½
Lion 15
Standard 13½
Popular 12
Keen .....
This line subject to trade discount for quantity.

WAX Per lb.
C. & B. Floor Wax.....$0 35
B.H. Wax 0 35
Ronuk Floor Wax lb. 0 38
Berry Bros. 0 34
Imperial Floor Wax..... 0 30
Anchor 0 33
O.P.W. Lion Brand 0 30
Old English 0 45-0 55
Johnsons 0 45-0 55
Jamieson's liquid wax, gal.. 2 75
Gold Medal 0 42
Ramsay's 0 30
S. & W. 0 40
F.o.b. Montreal and Toronto.

WHITING
Plain, in bbls $2 50
Gilders, bolted, in bbls..... 3 00
F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL Per gal.
In five gallons .....$1.80-$1.90
In barrels .....- 1.70
$4 extra for barrels
F.o.b. Montreal, Toronto, London



Encourage More Painting

BY SELLING

GOOD PAINT

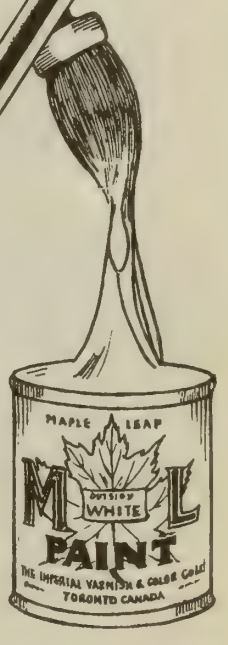
Where paint service and value are overshadowed in consideration of low price —results are disappointing and discouraging.

Maple Leaf Paints

Encourage more painting—and develop more business through actua service.

PAINT POINTERS FROM "THE OLD TIME PAINTER"

MAPLE LEAF
FINISHES THAT ENDURE
M L
QUALITY



RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.85; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regal Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $41; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Singl Bit	$14 50	$18 00
Double Bit	16 50	19 50
Broad axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin 20%
Gilmour 60%

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.05 base; other sizes, $5.60 base; Swedish iron, $5.25; sleigh shoe steel $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 33 1-3%; over 6 in., 20 and 10%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOARDS—Wash

	Doz.
Improved Globe	$4 00
Diamond King, Glass	4 75
Western King, Enamel	4 75

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	35
3 x 3 in.	37
3½ x 3½ in.	38
4 x 4 in.	47
4½ x 4½ in.	68
5 x 5 in.	80

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; ¾, $7.25; Logging, 5-16, 11c; ⅜, 10c; ½, 9¾c; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 55

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 62c lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe	Discount 45%
Nicholson Gen.	Discount 35%

FITTINGS

Malleable	Black	Galv.
Class B	$ 26	$ 36½
Class C	17	26
Bushings	25%	..
Unions	35%	..
Nipples 4" and under	45%	..

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. barrels, 30c lb.; 100-lb. barrels, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$10 50	$15 25
26 to 40	11 50	17 25
41 to 50	15 00	19 50
51 to 60	15 50	20 50
61 to 70	16 50	22 00

GLASS (Plate)

5% off list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $7.25; No. 2 and larger, $7; snowshoes, No. 0 to No. 1, $7.50; No. 2 and larger, $7.25; steel, No. 0 to 1, $7.70; No. 2 and larger, $7.45; featherweight, $8.85.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED

	Apollo	"Fleur de Lis" Premier
10¾ oz. or 28 Eng.	$11 20	$11 20
28 Am. or 26 Eng.	10 90	10 90
26 Am. or 26 spec.	10 60	10 60
24	10 45	10 45
22	10 45	10 45
18 and 20	10 30	10 30
16 Am.	10 20	10 20

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set $1 80
Mrs. Pott's No. 50, set 1 90

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $2 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 00
3	2 70
4	4 75
Barn Door	
5	2 70
8	2 90
9	5 00

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$4 75
New Century B	10 15
New Idea	11 35
Snowball	8 50

MATTOCKS

Pick, $10; cutter, $10.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	4 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$7 75	$8 25
Empress	10 00	10 60
Daisy	6 15	....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING—POULTRY

Net Prices Per Roll

1 in. mesh x 24 in.		$5 95
	30 in.	7 20
	36 in.	8 50
2 in. mesh x 24 in.		2 90
	30 in.	3 40
	36 in.	4 05
	48 in.	5 25
	60 in.	6 55
	72 in.	7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots, all styles, 1c less than above

OILS

"Buffolite," 22½c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 35c; Family safety coal oil, 23½c; "Engoline" engine coil oil, 19½c; Summer black oil, 22½c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 46c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

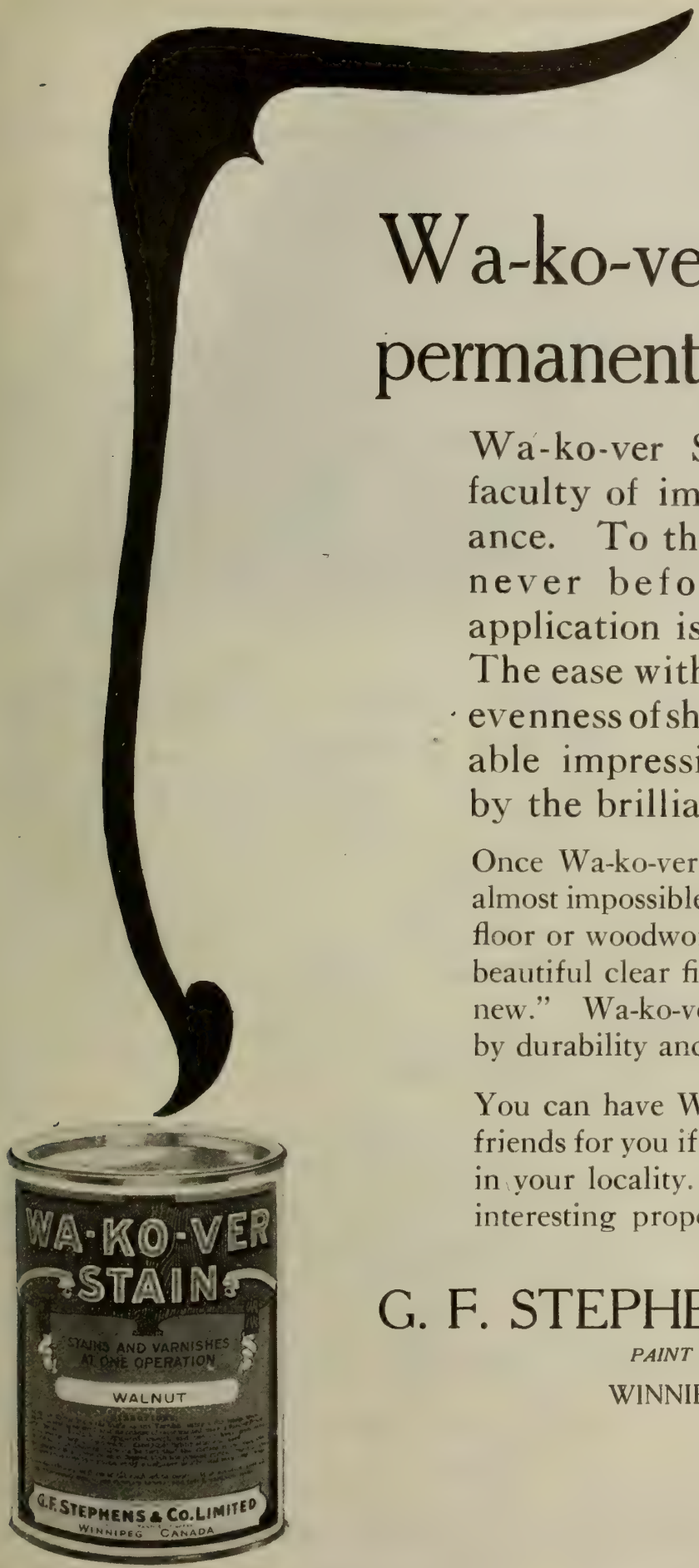
Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $19; less quantities, 20c.

PICKS, Clay, 6-7, $9.60 per doz.

POLISH—

O-Cedar—	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page.)



Wa-ko-ver Stain makes permanent friends

Wa-ko-ver Stain has the happy faculty of improving on acquaintance. To the householder who has never before used it the first application is a distinct revelation. The ease with which it is laid and its evenness of shade make a very favorable impression that is heightened by the brilliant gloss finish.

Once Wa-ko-ver has been applied it seems almost impossible to wear it out. Whether on floor or woodwork it continues to display a beautiful clear finish that is always "just like new." Wa-ko-ver holds the friends it makes by durability and permanence.

You can have Wa-ko-ver making permanent friends for you if there is no Stephens' Agency in your locality. Write us to-day about our interesting proposition.

G. F. STEPHENS & CO., LIMITED

PAINT and VARNISH MAKERS

WINNIPEG and CALGARY

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 80	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18x21 per box, half polish, $10.25; full polished, $11.75; 18x24, half polished, $10.25; full polished, $11.75; 20x28, half polished, $10.25; full polished, $11.75.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$5 50
25-lb. irons, per cwt.	5 80
1½-lb. tins	0 10

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope, ¼ and over, 55c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell).

Net list.

SAWS, BUCK

Happy Medium, $9.00; Watch Spring, $9.40; Lance Tooth or Lightning Blades, $10.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—	
No. 2 loop	11 50
Bush	13 00

SWEEPERS, Carpet—	Each
Bissell's Grand Rapids, jap'd.	$2 85
Bissell's Grand Rapids, nick.	3 20
Bissell's Vacuum	8 00

STEEL SHEETS, BLACK

10 gauge	$8 50
12 gauge	8 50
14 gauge	8 40
16 gauge	8 50
18-20 gauge	8 80
22-24 gauge	8 85
26 gauge	8 90
28 gauge	9 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30. Black Cat and Crescent Scoops—No. 4, $15.80 doz.; No. 6, $16.80; No. 8, $17.80; No. 0, $18.80; Moose & Jones Scoops, No. 4, $16.90; No. 6, $17.80; No. 8, $18.70; No. 10, $19.60.

SOLDER. Per pound, 43 to 44c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $7.50; machine, $8.00 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.80 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $9.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 10
20 x 33 I.X.	37 40
Terne plates	24 00

TRAPS, GAME—

	Victor	H.& N.	Jump
No. 0	$1 80	....	....
No. 1	2 12	$3 25	$2 75
No. 1½	3 17	4 88	4 12
No. 2	4 44	6 83	6 05
No. 3	5 90	9 10	8 05

TUBS—	Wood	Fibre
No. 0	$18 30	$19 75
No. 1	15 65	16 95
No. 2	13 20	14 10
No. 3	11 45	12 00

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply	$0 60
Cotton, 4-ply	0 65

Dozen

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.

Scotch Grey, 40, 12½% discount.

Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, 17½% discount.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.15; less than ton lots, $16.50.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Fort William, $5.10; Winnipeg, $5.50; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 00
8 in.	7 20
10 in.	8 40
12 in.	10 80
15 in.	14 40
Perfect Handle—	
6 in.	13 00
8 in.	15 60
10 in.	18 20
12 in.	23 40
15 in.	31 20
18 in.	41 60

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 13
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 60
36 in.	6 75
Trimo—	
10 in.	$1 45
14 in.	2 00
18 in.	2 90
24 in.	4 15

Dozen

Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Royal Canadian, $51.90 per doz., Eze, $56.10 per doz.; Bicycle, $63 per doz.; Ajax, $125.80 doz.



"There, John! That's what Sells Pratt & Lambert Varnishes for Us."

SMASH! SMASH! One after another the big full-page advertisements of the Pratt & Lambert Spring Campaign are going to hammer their message into the mind of the American public. This is not to be a campaign with a mere handful of page advertisements bolstered up with a lot of small space. Practically every advertisement occupies a full page — and all are in publications of largest or most exclusive circulation, such as the Saturday Evening Post, the American, the Ladies' Home Journal, House Beautiful and Country Life in America. The opening gun of the campaign is a

FULL-PAGE PRATT & LAMBERT ADVERTISEMENT IN THE SATURDAY EVENING POST ISSUE OF MARCH 2ND

Buy a copy. If you're a Pratt & Lambert dealer already, read it through. See if it doesn't give you a feeling of confidence in the goods you're selling — a feeling that the makers of Pratt & Lambert varnishes are willing to *stand back of their product.*

Then tear out the advertisement and paste it in your window.

If you haven't yet stocked the P&L Line, read this Post advertisement. Estimate for yourself the benefits that have accrued to the paint and hardware dealers who have been getting the benefit of this constant, powerful advertising, every season for *ten years.* Then imagine the sales value to you of a line of varnishes backed by ten years of cumulative publicity — products resting on sixty-nine years' experience and a full decade in the continual searching spotlight of national advertising.

Then write for the Pratt & Lambert Dealer Proposition.

PRATT & LAMBERT-INC. VARNISH MAKERS 69 YEARS

24 Courtwright Street, Bridgeburg, Ontario

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Sydney



THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Canadian B. K. Morton Co., Montreal.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Ware Mfg. Co., Oakville, Ont.

Ammunition
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Auto Accessories
Canadian Carbon Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg.
Hyslop Bros., Toronto.
Interstate Electric Novelty Co., Toronto.
Line, Hansen & Kimball Co., Moose Jaw, Sask.
McKinnon Chain Co., St. Catharines.
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian Carbon Co., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Empire Mfg. Co., London, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bends, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Bibbs, Basin and Bath Cocks, Fuller
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brass Castings and Goods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets and Rods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boilers, Heating and Range
Empire Mfg. Co., London, Ont.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Bone Grinders
Toronto Lock Mfg. Co., Toronto.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Weston, Ont.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Builders' Hardware
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.
The Stanley Works, New Britain, Conn.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Millbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Specialties
Vol-Peek Mfg. Co., Montreal.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Faultless Caster Co., Evansville, Ind.
Landers, Frary & Clark, New Britain, Conn.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Crowbars
B. J. Coghlin & Co., Montreal.



THE GREATEST OPPORTUNITY

will present itself to all Martin-Senour dealer agents during the year 1918 for making a big increase in their paint and varnish sales.

Economy and Conservation

have become an absolute necessity. This truth is being impressed upon us from all sides. The urgent need for the conservation of what we have is bound to create an extra demand for good paint because of its great protecting and preserving qualities. Good paint is the only weapon ever devised that will successfully withstand the unceasing attack of time and weather on all exposed surfaces.

MARTIN-SENOUR
PAINTS AND VARNISHES

with their absolute guarantee for quality, will put you in a front rank position to meet this extra demand. See to it that you are fully prepared with a complete, well assorted stock of Martin-Senour Paint and Varnishes to take advantage of this opportunity. Martin-Senour co-operation for 1918 in the way of strong selling helps, special mailing campaign, and wide national advertising, will be the greatest we have ever attempted, and will also help materially in bringing to your store every paint prospect in your locality.

If you are not already one of our successful Dealer Agents, become one at once.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
MONTREAL
WINNIPEG TORONTO HALIFAX

PIONEERS OF PURE PAINT

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.
Conductor Pipe, Hooks, etc.
Metallic Roofing Co., Toronto and Winnipeg
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.
Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Cordage
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., Toronto.
Cultivators
J. E. Gilson Mfg. Co., Port Washington, Ill.
C. S. Norcross & Sons, Bushnell, Ill.
Cutlery
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
John Chatillon & Sons, New York, N.Y.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).
Culverts, Corrugated Metal
Winnipeg Ceiling & Roofing Co., Winnipeg.
Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.
Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.
Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.
Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.
Display Racks and Stands
Cameron & Cameron, Toronto.
Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.
Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.
Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.
Door Hangers
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.
Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.
Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.
Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Dusters
Channell Chemical Co., Toronto.
Dynamite
Du Pont American Industries, Wilmington, Del.
Dry Cells
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.
Spielmann Agencies, Ltd., Montreal, Que.
Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.
Egg Cases
Walter Woods & Co., Hamilton.
Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg.
Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg.
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.
Electric Fixtures
Barton Netting Co., Windsor.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.
Electric Grates
Toronto Lock Mfg. Co., Toronto.
Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.
Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Electrical Toys
A. C. Gilbert Co., New Haven, Conn.
Electro-plating
Toronto Lock Mfg. Co., Toronto.
Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Emery Glass and Papers
John Oakey & Sons, London, Eng.
Expansion Tanks
Pease Foundry Co., Ltd., Toronto.
Explosives
Du Pont Powder Co., Wilmington, Del.
Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Extinguishers, Fire
Booth-Coulter Co., Toronto.
Northern Electric Co., Montreal.
Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.
Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.
Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.
Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.
Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.
Ferrules, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Files
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.
Fire Door Fittings
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.
Fire Department Supplies
Booth-Coulter Co., Toronto.
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.
Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.
Garden Cultivators and Weeders
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.
Garage Hardware
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.
Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.
Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.
Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Glass, Window, Plate, Ornamental
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.
Glue, Sheet and Ground
Brantford Glue Co., Brantford, Ont.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.
Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.
Glass Benders
Toronto Plate Glass Importing Co., Toronto.
Glaziers' Diamonds
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.
A. Ramsay, Son & Co., Montreal, Que.
Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.
Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.
Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works, Ltd., Hamilton, Ont.
Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.
Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.
Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.
Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
Hangers, Door
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Machinery & Supply Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.
Hangers, Door and Track
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Ferrules, Brass, Iron, Lead
Empire Mfg. Co., London, Ont.
Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg.
Interstate Electric Novelty Co., Toronto.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.
Floor Stands
Jenkins Bros., Ltd., Montreal.
Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.
Flint Cloths
John Oakey & Sons, London, Eng.

SHERWIN-WILLIAMS
VARNISH STAIN

The Stain Your Customers Want

Is a stain that is made with a high-grade varnish, producing a finish on old or badly scratched furniture that makes it look like new. It is made in beautiful shades, permanent in color and of beautiful tone.

A Combined Varnish and Stain for Use Around the Home

Furniture and wood-work in the home need touching up now and then. Naturally the housewife wants a stain she knows will produce satisfactory results, that is Sherwin-Williams Varnish Stain, and will insist on using no other.

Be ready to meet this demand created by the well-known quality of the goods and our extensive advertising campaign.

If you have not a good stock of Sherwin-Williams Varnish Stain on your shelves order now.



THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.



WANTED IMMEDIATELY
Advertising Manager

A MANAGER is wanted by HARDWARE AND METAL to work in Montreal. Successful applicant will be paid a good salary, and will have a very fine opportunity to improve his position.

The successful man will be one who has a good knowledge of advertising theory and practice, and will have salesmanship ability in goodly measure. He ought to be able to devise advertising campaigns for HARDWARE AND METAL for advertisers called on. We do not believe in calling on and taking up time of advertising prospects unless we have definite and constructive suggestions to assist them in their sales problems. For this reason our salesmen are always welcome. If he can make good copy suggestions and put up good ideas, so much the better.

The position is an important one. The field to be covered is rich with good prospects. The classes of firms who can use HARDWARE AND METAL are experiencing prosperous times.

Give full particulars in first letter so as to cut down time-consuming correspondence. State past experience and connections; age, married or single; salary previously earned, and other information which an employer desires to know.

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MacLean Publishing Co. Limited

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SAGER AXES always make Satisfied Customers

because of their sterling quality and excellent design. Our "Sager" special chemical process of tempering gives Sager axes their individuality.

Soo Line Logging Tools

Lumbermen prefer Soo Line Logging Tools because of the careful attention given to the design and their dependability when subject to hard usage.

We desire to impress upon the Merchants the necessity of placing orders NOW for Peavies, Pike Poles, etc., for Spring trade, as otherwise they may be disappointed in being unable to obtain deliveries.

Canadian Warren Axe & Tool Co.

LIMITED
ST. CATHARINES, ONT.



Soo Line Logging Tools



WHITE ENAMEL
One of the Dougall Quality Line

Practically an indestructible enamel which will not crack or chip off. Will stand washing and will never change color, either indoors or out. Made in pure white but can be tinted any color.

This is a line of sterling quality that will mean steady sales for you.

Let us send you full particulars. It will pay you to investigate.

The Dougall Varnish Co.

Limited
MONTREAL

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire
Canada Metal Co., Ltd., Toronto.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Hardware Specialties
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Louis McLain Co., Ltd., Winnipeg, Man.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.

Heaters
Beauchamp, J. E., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ice Scrapers
James Bros. Co., Perth, Ont.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Boards
J. E. Beauchamp & Co., Montreal.

Iron, Corrugated
Metallic Roofing Co., Toronto and Winnipeg.
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron Sheets, Black and Galvanized
Dominion Sheet Metal Co., Ltd., Hamilton.

Iron and Steel Bars
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.

Jack Planes
National Machinery & Supply Co., Hamilton.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extension, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.

Lath, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Spielmann Agencies, Ltd., Montreal.

Lamps, Lanterns, Electric, Hand
Canadian Carbon Co., Toronto.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Spielmann Agencies, Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago, Ill.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.

Lace Leather
Wm. Taylor, Parry Sound, Ont.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Mantels and Grates
Barton Netting Co., Windsor.

Marine Brass Work
Empire Mfg. Co., London, Ont.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mendets
Collette Mfg. Co., Collingwood.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Monel Metal
International Nickle Co., New York.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

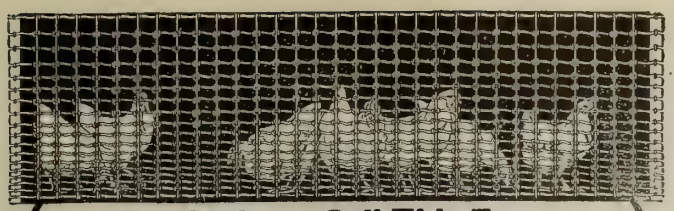
Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oil Cups
Canadian Winkley Co., Windsor.



Mr. Dealer: Sell This Fence

Establish a trade that will stay with you and at the same time will show a substantial growth. Compare this strong, rustless, unyielding fence alongside flimsy netting, and every poultry raiser will flock to your store. Note the close spaces at bottom that turns the small chicks and keeps out intruders.



SEND FOR LITERATURE

Get our catalogue of fencing for all purposes. Every foot of it guaranteed. Write today for agency in open territory. Our fence in every instance backs up our advertising.

The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg Man. Hamilton, Ont.

PEERLESS FENCE — THE ALL AROUND

Get Ready for War on Potato Bugs



Paris Green

Arsenate of Lime
(Cheaper than Paris Green)

Hand Sprayers

Celebrated Air Pressure Kant-Klog Sprayer with a capacity of 17 qts.

Thos. Birkett & Son Co.

Limited
OTTAWA, ONTARIO

BIG

RESULTS
from small investments. Read Hardware & Metal's Want Ad. Page.



Separators a Paying Line for Hardwaremen!

Cream separators are a **staple** article, used in the majority of farm homes. You are overlooking a worth-while opportunity if you neglect this profitable part of dairy equipment. But, above all, handle a machine that will give every-day satisfaction, since separators are used twice a day, and three hundred and sixty-five days a year. Many a

SHARPLES
SUCTION-FEED
CREAM SEPARATOR

has not cost a dollar for repairs in 15 years—convincing proof of their satisfaction-giving qualities, and their rugged durability.

Again, Sharples outstrips all competition, since it is vitally different in construction from any other separator on the market. Nor can other separators approach it in performance or construction, since the principles on which it is built are basically patented.

Sharples differs from all others because it skims clean and delivers even cream at *all* speeds; because you can turn faster and skim quicker; because of discless bowl (just *one* piece in it); because of knee-low supply tank and once-a-month oiling system.

Sharples will earn you as high as 45% on your investment. Write to-day for detailed description of sales methods.

The Sharples Separator Co.

Toronto, Ont. **Regina, Sask.**

The Mitchell & McGregor Hardware Company
Brandon, Man.
Distributors for Manitoba

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
R. E. Bloomer, Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.

Packings
Consumers Cordage Co., Montreal.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto

Pipe, Galvanized, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Tools
Empire Mfg. Co., London, Ont.

Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Poultry Netting
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Empire Mfg. Co., London, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto

Rakes
Ward & Payne, Sheffield, Eng.

Ranges, Coal and Wood
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Wrought Iron Range Co., Toronto

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Roofing
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Shades, Electric
Canadian General Electric Co., Toronto.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Solder
Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Champion Spark Plug Co., Windsor, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Montreal
Northern Electric Co., Ltd., Toronto
Eclipse Mfg. Co., Indianapolis, Ind.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Stoves
Enterprise Foundry Co., Sackville, N.B.
Canada Foundries & Forgings, Brockville.
Clare Bros. & Co., Preston
Findlay Bros., Carleton Place
Gurney Foundry Co., Toronto
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

There are no dissatisfied owners of Reliable Churns



The Reliable Churn was designed to give women who churn just exactly the churns they think best. It has been amply demonstrated that the dash churn gives by far the best results. Many women are to-day still using the old-fashioned dash churn because no one has show them a better.

So the old dash idea has been adapted in the Reliable Churn. Linked up with a crank mechanism it gives the same dependable results but eliminates practically all the labor.

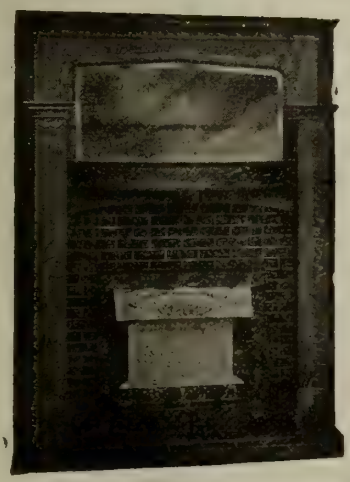
It gives also, greater capacity. For instance, a 5-gal. "Reliable" will work perfectly 4 gals. of cream. No other churn can approach this.

Because "Reliables" do all and more than their owners ask of them, there is never any dissatisfaction. They who sell "Reliables" experience no kicks and have no apologies to make. Everybody's satisfied.

Reliable Churns bring good profits to dealers. Better find out about them right away.

The Reliable Churn Company, of Canada

T. W. FOSTER, Mgr. 141 King St. E. TORONTO



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

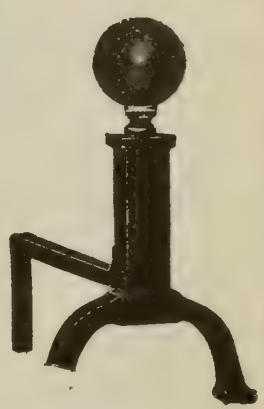
Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.



Advertising makes for a better product—

Not only does advertising create a good impression regarding the product advertised but it **makes for a better product.** There are added responsibility and written-printed claims to substantiate.

THE BUYERS' GUIDE

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

Sweat Pads
American Pad & Textile Co., Chatham

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Montreal.

Supply Pipes, Iron and Brass, Bath and Basin
Empire Mfg. Co., London, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Cistern
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Empire Mfg. Co., London and Toronto
National Equipment Co., Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. of Canada, Galt

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wrought Iron Range Co., Toronto

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber Co., Toronto.
McGraw Tire & Rubber Co., East Palestine, O.

Tools
Buck Bros., Millbury, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Toys
Buck Bros., Millbury, Mass.
J. E. Beauchamp & Co., Montreal

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Woodworkers'
National Machinery & Supply Co., Hamilton

Towel Bars
Kinsinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canada Foundries & Forgings, Brockville

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto

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Buck Bros., Milbury, Mass.
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

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Standard Tube & Fence Co., Woodstock

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Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

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Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
United Brass Founders, Ltd., Manchester, Eng.

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Empire Mfg. Co., London, Ont.
Jenkins Brass Co., Montreal, Que.
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T. McAvity & Sons, Ltd., St. John, N.B.
United Brass Founders, Ltd., Manchester, Eng.

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Boston Varnish Co., Everett Station, Boston, Mass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
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A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

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Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
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Northern Electric Co., Montreal

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The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton

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J. H. Connor & Son, Ltd., Ottawa
Dowswell, Lees & Co., Hamilton.
Northern Electric Co., Montreal

Waste, Cotton
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

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Wm. Cane & Sons Co., Ltd., Newmarket, Ont

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Swan Mfg. Co., Winnipeg

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Can. Foundries & Forgings, Ltd., Brockville, Ont

Whitewash Outfits
Collins Mfg. Co., Toronto

Weeders, Garden (hand)
J. E. Gilson Mfg. Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Rice, Lewis & Sons, Ltd., Toronto

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Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
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Metallic Roofing Co., Toronto and Winnipeg

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Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

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Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire
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British Aluminum Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal
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Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound, Ont.
Steel Co. of Canada, Hamilton
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"THE QUALITY BELT"
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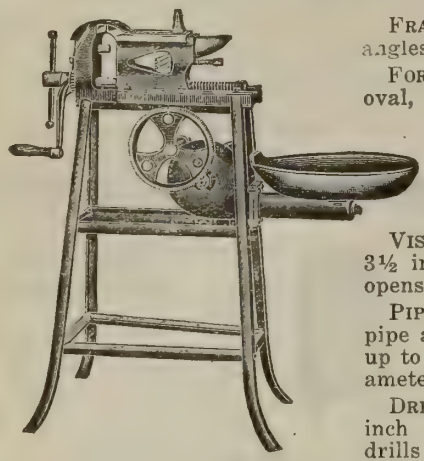
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P H

TRADE MARK

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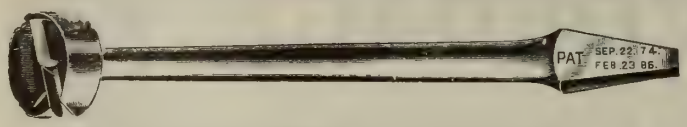
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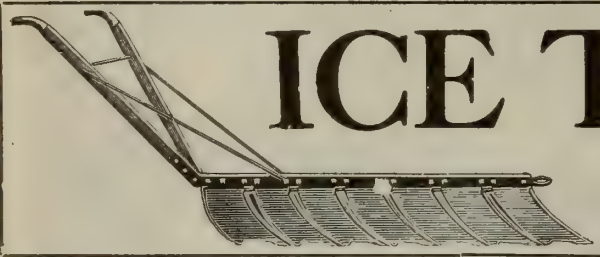
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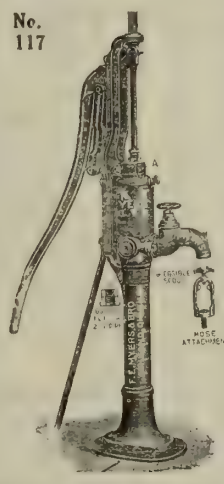
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No. 117



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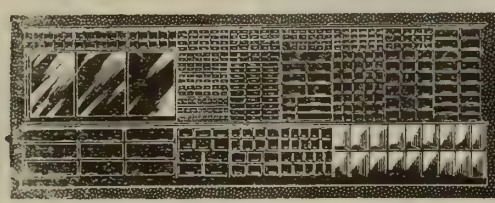
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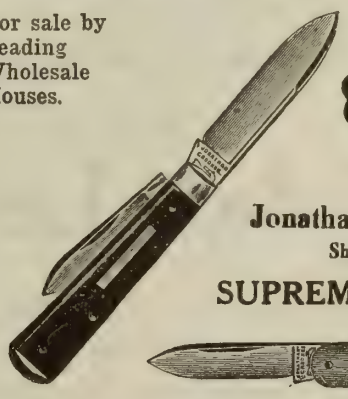
REGISTERED TRADE MARK
GRANTED 1682.

By seeing that this exact mark is on each blade.

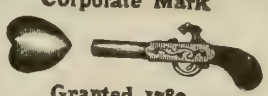
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OUR war aims have fallen from their original elevation. You may say they were too high at the beginning—when first formulated. Perhaps they were, but the real reason for their toning down, as Colonel John Bayne Maclean sees it, is because we have lost many things to Germany which can never be recovered—and lost them by the bungling of incompetent Cabinet Ministers. He instances the failure to make contraband cotton in 1914, when, had this war material been made contraband, the war might have ended in the year in which it was begun. He instances the Dardanelles fiasco which almost drove Australia out of the war. Colonel Maclean shows how Russia might have been saved as an aggressive ally, and how Bulgaria might have been made an ally at the cost of a million dollars. It is startling material which Colonel Maclean provides, and will cause world-wide discussion. We are losing the war, he affirms, but he does not say we have lost it. How it can be won he tells also. Read what he has written in

MacLean's Magazine

for FEBRUARY

In this issue are short and long stories by Alan Sullivan, E. Phillips Oppenheim, Archie P. McKishnie and Ethel Watts Mumford. There is a war poem by Alfred Gordon. The special Business articles which are a feature of every issue of MACLEAN'S MAGAZINE, and the department of Women and their Work, are present.

The Review of Reviews Department contains satisfying presentations of literary and descriptive articles taken from the leading magazines of the world. The story of Hon. Henri Beland, Canadian prisoner of war in Belgium, is told in this number of MACLEAN'S MAGAZINE. There are biographical sketches of Thomas Findley, President of Massey-Harris Company, and of George J. Desbarats, C.M.G., who has done so much for Canada's development of her Naval service.

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MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

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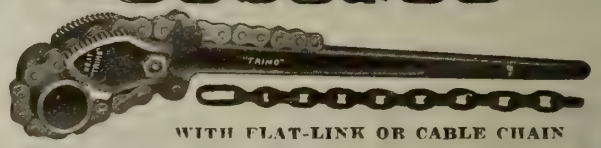
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MR. CHAIN USER: August, 1917.

For many years we have made a specialty of chain for manufacturer's use, and are well equipped for this business.

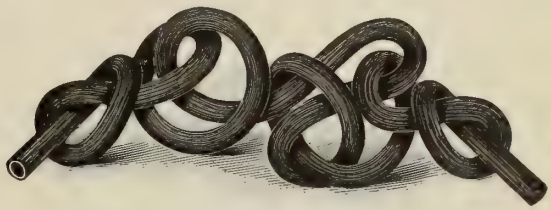
Our chain is made of special wire found by us to be best suited for the purpose. The links are well shaped, small and compact, making a heavy, strong chain.

A sample mailed to us of what you may need will be given immediate attention, and interesting prices quoted on any quantity.

Yours very truly,

The Andrew B. Hendryx Company, New Haven, Conn.

"Multiped"



The Garden Hose That Doesn't Kink

A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

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LUFKIN



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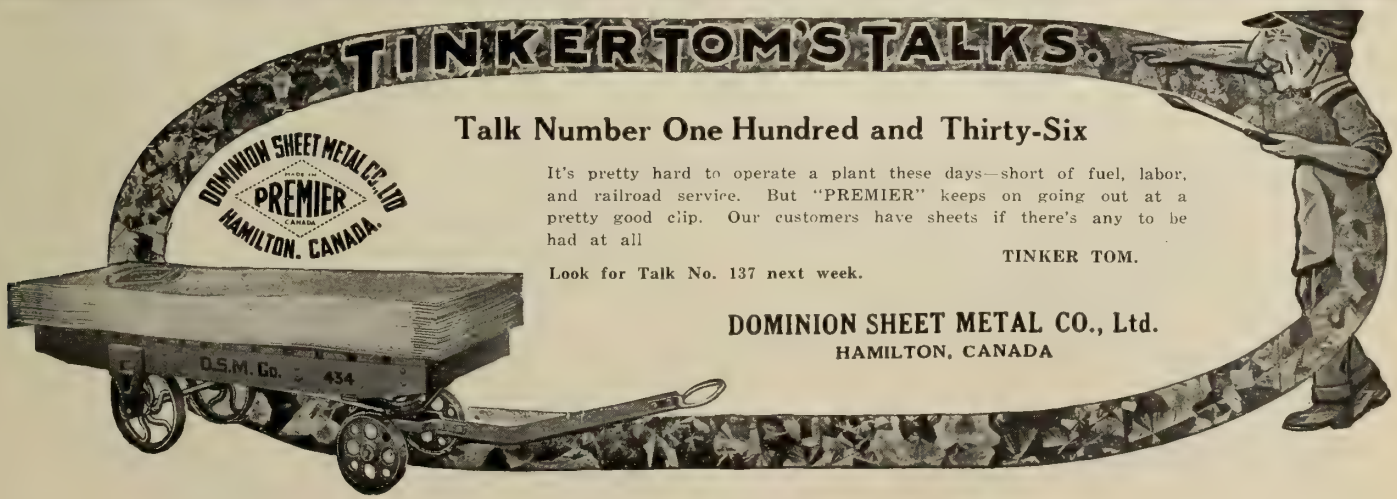
Flexible, tough, straight-grain wood sections, securely put together with brass plated joints, which work smoothly yet firmly hold the rule up to its work.
Also the name itself assures their ready sale.

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THE BEST RULES. QUICK SERVICE. ASK YOUR JOBBER.

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TINKER TOM'S TALKS.



Talk Number One Hundred and Thirty-Six

It's pretty hard to operate a plant these days—short of fuel, labor, and railroad service. But "PREMIER" keeps on going out at a pretty good clip. Our customers have sheets if there's any to be had at all

TINKER TOM.

Look for Talk No. 137 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

Livingston

The old names "*Baden*" and "*Livingston*" mean the same.

As a proof ask some of the older hardware men of Canada what the name "BADEN" means to them and the reply will be "LINSEED OIL"—BADEN LINSEED OIL.

The same little Ontario town is still the home of the original BADEN OIL, which, in honor of its originator, has long since been called the

Livingston Brand

BADEN OIL is the standard. The best by test.

Whether you are the dealer, the wholesaler or manufacturer, your interests are best served by using "LIVINGSTON BRAND."



The Dominion Linseed Oil Company Limited

BADEN, TORONTO
MONTREAL

HAMILTON CONVENTION NUMBER

HARDWARE AND METAL

Vol. XXX PUBLISHED EVERY SATURDAY SINCE 1888 February 23
No. 8 1918

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

MADE IN PREMIER CANADA FACTS!

SERVICE

In spite of shortages in fuel, labor, raw materials — and crippled railway service, "PREMIER" GALVANIZED SHEETS show increased shipments, viz:—
Increase Dec., 1917, over 1916 .....112%
Increase Jan., 1918, over 1917 .....142%
HOW'S THAT FOR REAL SERVICE?

PRICE

Our policy of selling "PREMIER" SHEETS at the reduced prices fixed by U.S. Government was entirely voluntary on our part. Other producers were forced to follow our policy, and it means lower prices this year for all Canadian buyers. Pass it on to your customers.

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We are sending out hundreds of tons on war work—shipbuilding — railway orders—everybody pleased with "PREMIER" quality. Soft, workable sheets, uniformly and thoroughly coated. Your jobber has "PREMIER" in stock.

BOOK YOUR SPRING ORDER FOR "PREMIER" GALVANIZED SHEETS NOW. ASK YOUR JOBBER.

Dominion Sheet Metal Co., Limited
HAMILTON, CANADA

Circulation of Hardware and Metal has been audited by the Audit Bureau of Circulations.

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Works: Lachine Canal, Montreal

Manufacturers of

BOLTS AND NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, etc.

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Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.
We also manufacture NIPPLES in all sizes—black or galvanized.

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Works : Lachine Canal, Montreal

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BAR IRON AND STEEL (rounds, squares and flats).

TWISTED STEEL BARS FOR REINFORCING.

CANADIAN TUBE & IRON CO., Limited
MONTREAL

Colonial Wire Mfg. Co., Limited

Manufacturers of

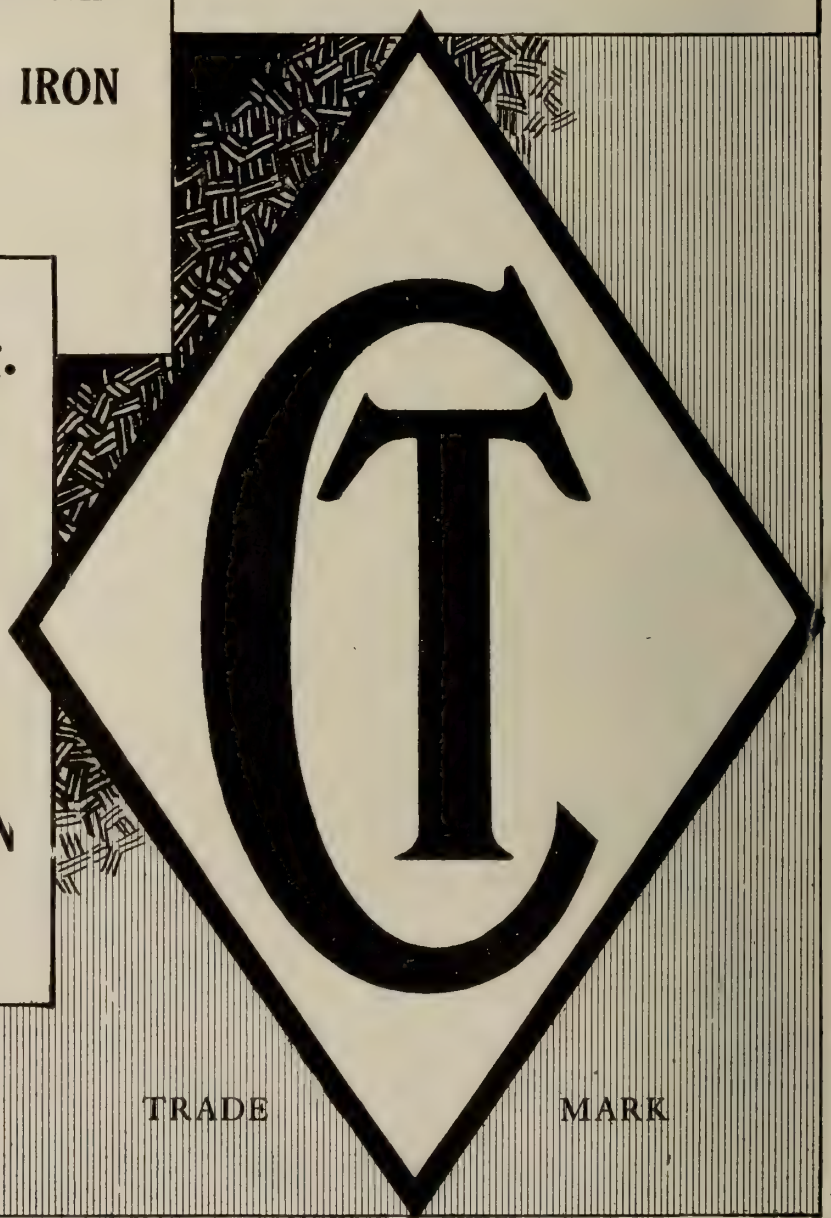
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TINNED MATTRESS WIRE, BROOM WIRE, FINE WIRE (plain and galvanized).

FENCE STAPLES — WIRE NAILS — WOOD SCREWS.

PUMP RODS (plain and galvanized).

CANADIAN TUBE & IRON CO., Limited
MONTREAL

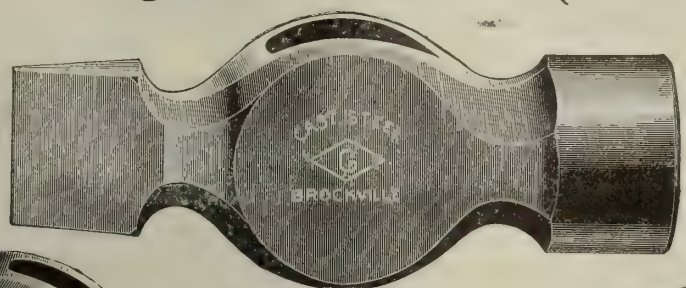


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CANADA FOUNDRIES & FORGINGS LIMITED

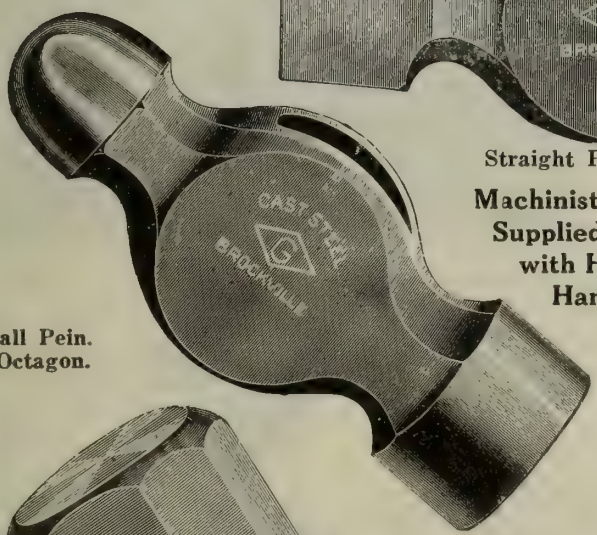
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Machinists' or Engineers' Hammers (Solid Cast Steel)

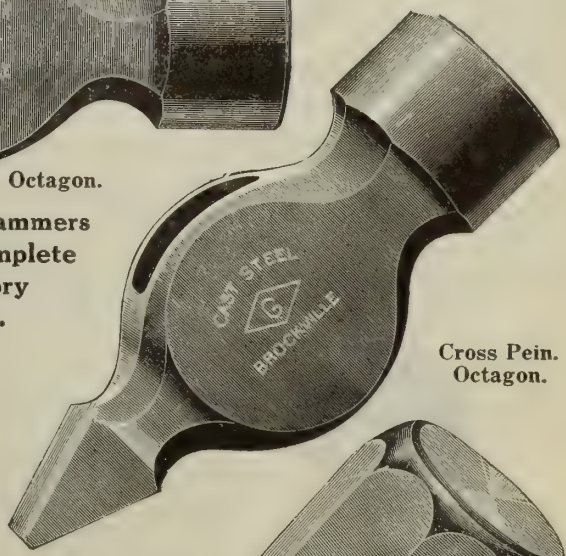


Straight Pein. Octagon.

Machinists' Hammers Supplied Complete with Hickory Handles.



Ball Pein. Octagon.



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Blacksmiths' Sledges



No. 37. Cross Pein.



No. 37½. Straight Pein.

We also make hammers for Carpenters, Bricklayers, Masons, Blacksmiths, Miners and Ship Builders.

Produced at JAMES SMART PLANT, Brockville, Ont.; Winnipeg, Man.

UNIVERSAL

New Universal Window Display

These Attention Catchers are for you to use in connecting your store with the Bread Maker, Food Chopper and Percolator business created by our Food Conservation Advertising Campaign.

These window pieces are lithographed in ten colors and stand approximately 29 inches high. All three are sent charges paid with each order for one dozen pieces assorted Universal Food Choppers, Bread Makers, Percolators.

Send in your order to-day and we will start them on the way.







Order by Number D 800

LANDERS, FRARY & CLARK, New Britain, Conn.

CANADIAN REPRESENTATIVES:

A. MacFarlane & Company, Coristine Bldg., Montreal

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Mr. Hardware Dealer:

There is a great shortage of goods and this condition is becoming more acute. We are short of some lines that are impossible to get, but we think our stock is better assorted than any other hardware house in the Dominion.

Test Our Service

Owing to the curtailed train service, the very severe winter and other causes over which we have no control, travellers are unable to move as fast as they did formerly.

DELAYS MEAN LOST SALES!

Customers are annoyed if they can't come into your store and get what they want quickly.

You Want the Very Best Mail Order Service

TRY US

The purpose of our mail order service is to help the merchant to have his goods when the customer wants them.

LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

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Priest's Toilet Clippers

Making Clippers for fifty years has given us an experience that reflects in the quality of our line. Ask your jobber about Priest's Clippers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd.
New York City

Selling Agents

Get Ready for War on Potato Bugs



Paris Green

Arsenate of Lime
(Cheaper than Paris Green)

Hand Sprayers

Celebrated Air Pressure Kant-Klog Sprayer with a capacity of 17 qts.

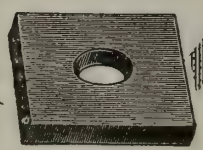
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Limited
OTTAWA, ONTARIO

Wrought and Steel Plate WASHERS

of all descriptions





Annealed Rivet Burrs.

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Malleable Washers and Cast Iron Washers.

Round & Square

Plain or Galvanized

Prompt Shipments

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Milwaukee, Wis.

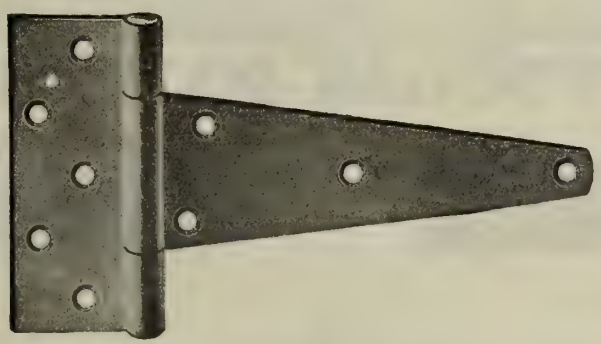
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You'll find "National" Hinges easier to sell



Place a "National" Strap or "T" Hinge alongside one of any other make and you'll quickly recognize the added selling value of the "National." The same evidence of care and attention to detail that has earned "National" Hardware the preference with competent builders everywhere is seen in these goods. They are well-balanced, easy working, nicely finished, and the screwholes are sharply cut and well counter-sunk.

The superiority of "National" Hinges is so apparent as to materially assist in the selling.



"National" Wrought Strap and "T" Hinges are made in four styles:—Plain Steel, Japanned, Sherardized and Sherardized with Brass Pin. Strap Hinges pack approximately from 10 dozen pair per barrel in the 14-inch size to 250 doz. pair in the 3-inch size. "T" Hinges pack approximately from 7 dozen pair per barrel in the 14-inch size to 200 dozen pair in the 3-inch size. Also packed, if desired, one pair in a box, with screws.

If you had a "National" Catalog you could find a number of good reasons why you should stock "National" goods.

NATIONAL MANUFACTURING CO., Sterling, Illinois

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Ward & Payne

W P
WARD

Sheffield



No. 5417—Garden Shears. Guaranteed "Fast Handles."

Why this Garden Shear is Preferred

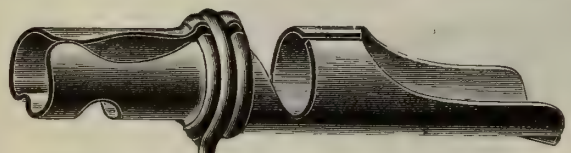
Amateur or professional, nine out of ten gardeners will take the W. & P. Shear in preference to any other. The reason is simply that W. & P. Shears give an unusual amount of service, are easy and quick in operation and give no trouble. The spring washers give elasticity and ease of movement, the famous Fast Handles never come loose and the high grade steel holds its edge well.

Stock W. & P. Anvil Brand Shears and get the bulk of the business in your locality. Full particulars will be given at any time by our Canadian Agents:—

WARD & PAYNE, SHEFFIELD
CABLES: WARD, SHEFFIELD.

Canadian Agents
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SHERMAN F. AINSLIE, Spadina Avenue, Toronto.
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.

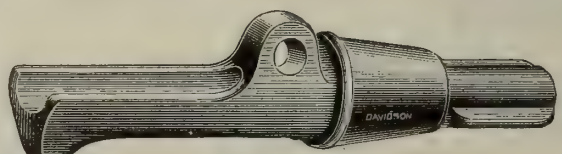
DAVIDSON'S SUGAR MAKERS SUPPLIES



"Eureka" Steel Spout

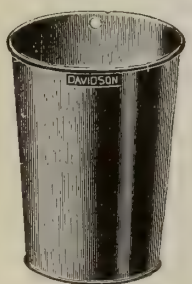


Perfection Spout



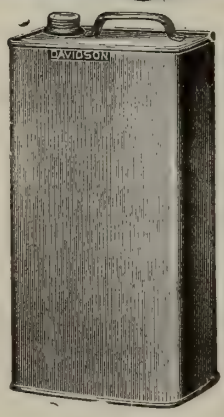
"Beaver" Sap Spout

Sap Buckets



Quarts
4, 5, 6, 8, 12

Order Now to be certain of prompt shipment

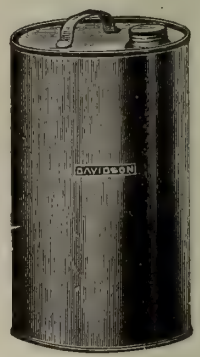


Square Syrup Gallons Special

Maple Cans
½, 1
8 lbs.

Gallons
¼
½
1

Prices forwarded on application



Round Maple Syrup Cans

The Thos. Davidson Mfg. Co., Limited, TORONTO MONTREAL WINNIPEG

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"SAMSON" CHOPPING AXES

The better shape, the satisfactory service of Samson Axes will convince you that good axes cost less in the end.

Figure economy in the number of days' service and the satisfaction you get—not by the price.

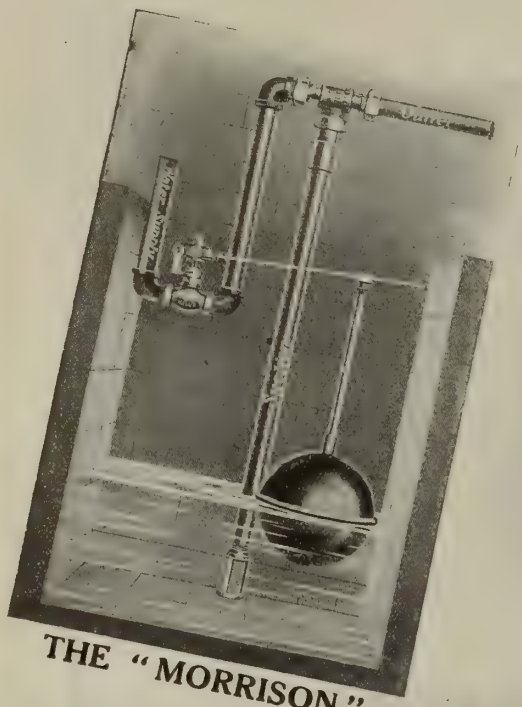
FULLY GUARANTEED

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

TORONTO

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THE "MORRISON"

A Cellar Drainer

Without an Equal

Automatic in operation, and dependable. Requires no attention when once adjusted, the water turned on and put into operation, being actuated by the raising or lowering of float as the water level changes. It operates purely by water. It works under a far greater range and gives much larger capacities than any other device on the market, so far as we know, operating as low as 10 lbs. water pressure.

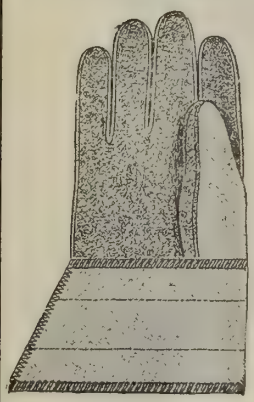
The operating limits of most types of cellar drainers range from 15 to 18 feet lift. The Morrison cellar drainer will lift as high as 30 feet at 60 lbs. pressure.

All working parts above water. Nothing to get out of order.

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide St. W., Toronto

TAPATCO
REGISTERED TRADE MARK
BRAND



Cotton Gloves Selling Better Than Ever

There's more work being done in the gardens of Canada this year than ever before, and every garden worker feels the necessity of cotton work gloves. Sell them "Tapatco" cotton gloves. They are the most comfortable and serviceable glove made. Good-looking, too.

Many Styles--Many Colors

Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

Also Leather and Leatherette Trimmed Gloves.

Put "Tapatco" Gloves to the front. It will pay you. Big sales and good profits.

The American Pad & Textile Co.

CHATHAM, ONTARIO

Stanley Tools



"JERSEY" VISES

Made in Canada

To increase your small Vise business, put in a line of "JERSEY" VISES.

They are a necessary addition to the Tool Kit of every Mechanic, Amateur and Householder.

Made with either Clamp or Swivel Bases, with iron or steel jaws, and in six sizes.

Send for special circular containing complete description of all styles, also an attractive display card.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

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Cut Glass *and* Silver-Plated Novelties to Sell at Popular Prices—Order Stock Now



Every Hardware Store in Canada should have a case of them for all-year-round selling.

WE have secured the selling rights for this splendid line of Cut Glass and Silver-Plated Novelties and Tableware, included in which are:

Mustard Glass and Silver Spoon
Celery Dip, Salt and Pepper with Silver Spoon
Tea Strainer and Stand
Marmalade Jar and Silver Spoon
Cut Condiment with Silver Spoon
Flower and Bud Vases
Relish and Bon-Bon Dishes, etc.

An All-Year-Round Sales Getter

Being popular in price the sale of this line is not confined to any one season, though, of course, the Wedding and Christmas Seasons are the best naturally. The prices of the small articles appeal to the public as prizes for Red Cross Euchres and the many small society affairs.

Write for price list to-day—you should have a showcase filled right now for immediate selling.

BASTERS, JACKSON COMPANY

22 COLLEGE STREET, TORONTO

If interested, tear out this page and keep with letters to be answered.

Stewart Clipping Machines

Always make good for dealer and user.
The steady increase in sales is the result of real merit.

Stewart Horse Clipping Machines have been a consistent profit-maker for dealers for twenty-five years —each year sales increase and 1917 showed a remarkable gain over all previous seasons.



The Stewart No. 1 Ball Bearing Enclosed Gear Machine

Every dealer in Canada can sell Stewart Machines

and failure to stock them means an actual loss of profit to the dealer.

Heavy purchases for war purpose and a big advance demand from the trade are taxing the capacity of the manufacturer.

Order from your Jobber now while he has the stock to supply you.

Get in some Stewart No. 1 Machines and display them—don't depend on special ordering this season.

Horse Clipping starts with the first spring weather.

ORDER NOW



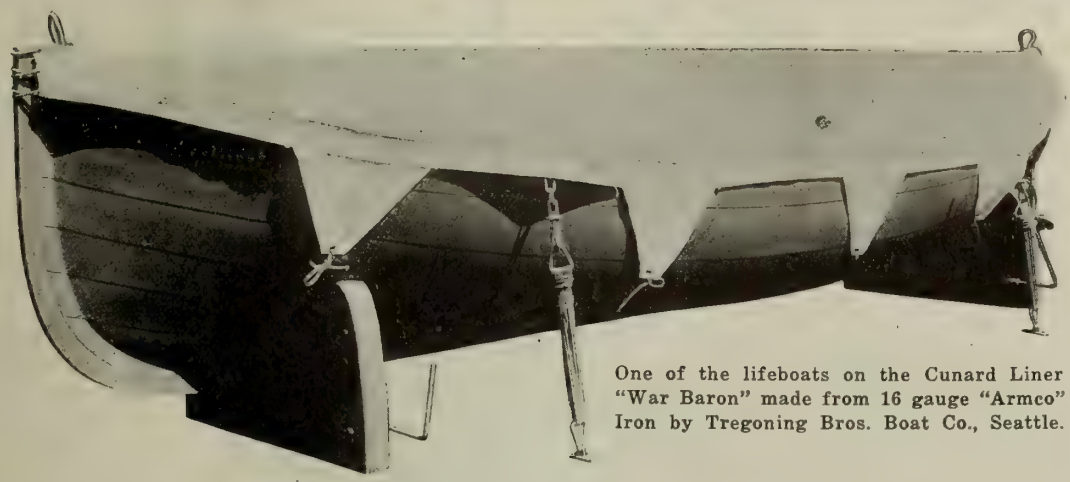
We are now in our new plant where we have everything in the way of latest machinery and larger space for manufacturing and shipping to continue our reputation for quality and service.

Chicago Flexible Shaft Company

Twelfth Street and Central Ave., Chicago, U. S. A.

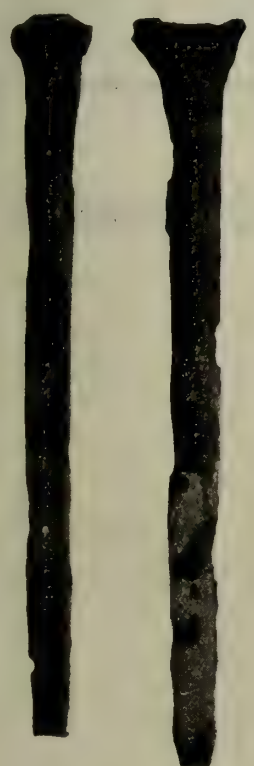
If interested, tear out this page and keep with letters to be answered.

Pure Iron For Long Service



One of the lifeboats on the Cunard Liner "War Baron" made from 16 gauge "Armco" Iron by Tregoning Bros. Boat Co., Seattle.

Purity, Evenness and Density



From a photograph of nails taken from the hull of the Steamer "Silver Lake," sunk in the Osage River in 1863. Sound and strong after more than half a century in shallow water. Analysis shows 99.834% Pure Iron —very low contents of Carbon, Copper, Sulphur, and Manganese.

are now, as always, the qualities of durable iron.

In these, Armco (American Ingot) Iron is unequalled among the products of modern furnaces. Its composition is practically the same as that of the pure, old fashioned iron of our grandfathers' days. The experience of thousands of users during the past ten or twelve years points to the conclusion that it will render similar service.

AMERICAN ARMCO INGOT IRON

The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

The American Rolling Mill Co.

MIDDLETOWN, OHIO

Licensed Manufacturers Under Patents Granted to The International Metal Products Company.

Armco Iron Blue Annealed Sheets and Tank Plate, Black, Galvanized, Polished, and Locomotive Jacket Sheets, Roofing, Pipe and Metal Lathe.

Branch Offices at New York, Washington, Chicago, Pittsburgh, Cincinnati, Cleveland, Detroit, St. Louis, Atlanta and San Francisco.

If interested, tear out this page and keep with letters to be answered.

To laymen, all files look alike, but skilled mechanics will tell you they prefer to work with "Famous Five" Files.

The steel in them is made from special formulas, which have proven best after years of investigation and practical experience.

Each file is well balanced, sharp and hard. Consequently it will cut efficiently, and last long.

There is such a wide variety of grades, that a buyer can select a file for any grade of work and know that it will fulfill his requirements exactly.

That's why you can always satisfy a customer with "Famous Five" Files.

Specify them when ordering from your jobbers.

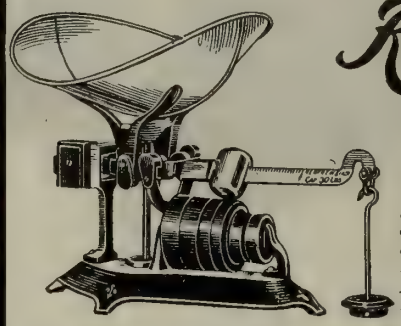


Show Her the Way

FOR goodness' sake, cries the average housewife, show us how to save money out of the deluge of sky-high prices for meats, sugar, flour—everything. And seldom a thought has she of what a tidy sum can be saved every little while by checking up the honest mistakes of grocer, butcher, etc. Show her.

Just a bit of enterprise, pushing the Renfrew Scale to the front—displaying it—and showing her how it soon pays for itself will stir up a tidy lot of sales worth while. Right now is the "psychological moment."

Clinch your sales by showing the Government Inspector's Certificate of correct weights accompanying every Renfrew Scales supplied in black or all nickel-plated finish. The



Renfrew

HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs.

Government Inspector's Certificate accompanies every scale.

Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

Eastern Branch, Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 206 Scott Block, Winnipeg, Man.; Foundry Products, Ltd., Calgary, Alta.; Crandall Co., Ltd., Vancouver, B.C

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.



Tree Pruners

The great efforts to increase food production which will be made this year will tend to increase sales of tree pruning tools. Every grower will be anxious to give his trees every assistance to bear well.



You can do your part by being prepared to supply the most approved type of pruners. We have many styles all positively guaranteed against defects in material and workmanship.

Taylor's Improved Pattern Pruner

Orchard King Compound Lever

Taylor-Forbes Co., Limited

GUELPH, ONTARIO

"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

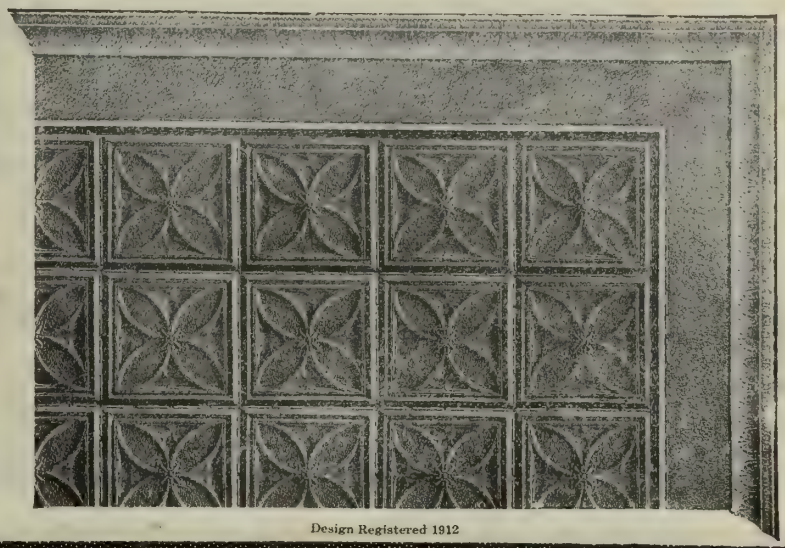
The Labor Cost is Light

"Metallic" ceiling and wall jobs are profit-makers for you and satisfaction-givers to the customer from first to last. Send us a list of prospects and watch us get busy on them in your interests. We've been 32 years at the business and our service will get you big results.

Write to-day for catalogue and full particulars.

Stock carried by

GEO. W. REED & CO., LTD.
37 St. Antoine Street, MONTREAL



Design Registered 1912

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

UNIFORMITY USED THE WORLD OVER SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL TENAXAS TIN-TOUGHENED MASCOT ATLAS W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED
Large Stocks

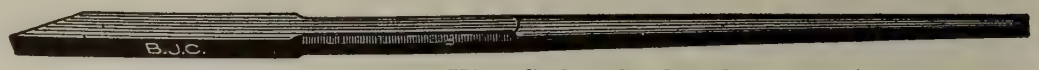
THEY MAKE GOOD EVERYWHERE
Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal Works: Riverside Street, Montreal

If interested, tear out this page and keep with letters to be answered.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn. U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

Montreal
E. Roy
65½ St. Andre



Winnipeg
C. C. Cartwright
85 Water Street

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

Make Use of Page 147 for all Your "Wants"

HARDWARE AND METAL, 143 University Avenue, Toronto, Ont.

Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.) (Each figure counts as one word)

.....

.....

.....

.....

.....

Signed .....

Town .....Province .....

Place Your Order Now & Anticipate the After War Rush

THE output of our famous WILKINSON Silver Sword-Steel Razors has been largely restricted through War requirements. We feel the time has arrived when factors and retailers should be placing their orders for "After-the-War" delivery, and we invite such orders, to be executed in strict rotation as received. Every effort made to meet sample orders from present limited output.

The
World-Famous
WILKINSON
Sword-Steel RAZOR
—The envy of every man who loves an easy shave.
Made from our Special Steel, and Ground, Hardened and Tempered by Special Process.



These Razors are fully guaranteed.



The
PALL MALL
7-Day
SAFETY SHAVER,
in Best Leather Case. Extra Blades may be obtained for the "Pall Mall" Safety Razor. The blades are ***solid,*** therefore most suitable for ***stiff*** beards and tender skins.

We are Makers of **Razors, Shavers, Swords, Guns, Pistols, Camp Equipment, Hunting Knives, etc.**

The
WILKINSON SWORD CO., Ltd.,
53, PALL MALL, LONDON.

T. H. RANDOLPH, ***Managing Director.***

If interested, tear out this page and keep with letters to be answered.

Dressing the Store Window

is a big business-builder, no doubt—but—you've got to have the best of goods behind that window to hold the trade.

Take FILES, for instance. Why not stock the best—they're none too good for that discriminating customer of yours.

You'll never go wrong if you stock and sell

P H

TRADE MARK

Quality Files

They're the kind that attract and hold a good customer, for they are "The Standard of File Efficiency."

Port Hope File Mfg. Co., Ltd.

Port Hope, Ont.

Ask Your Jobber.

Parker Sheet-Metal Screws



For joining sheet metal.

Saves 75% cost and labor.

Used by all sheet metal workers.

Does away with bolting, riveting, etc.

Makes a pleasant job in its use.

Parker Damper Quadrant



"BEST IN THE WORLD"
FOR DAMPER REGULATION IN HOT AND COLD AIR DUCTS

PARKER SUPPLY CO.

Manufacturers

784 East 136th Street, New York

WRITE FOR SAMPLES

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS



Gold Medals **Grand Prix**

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England

London Showroom, 62 Holborn Viaduct, E.C.

Address Correspondence to TRINITY WORKS, SHEFFIELD

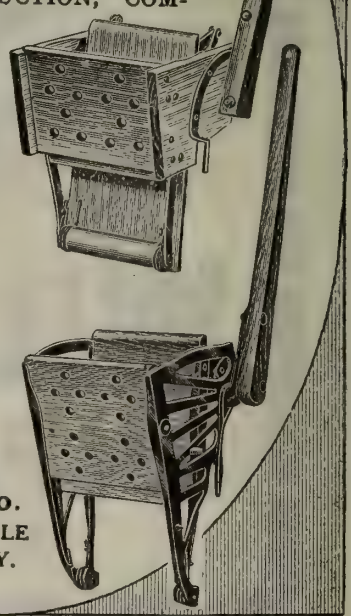


"White" MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

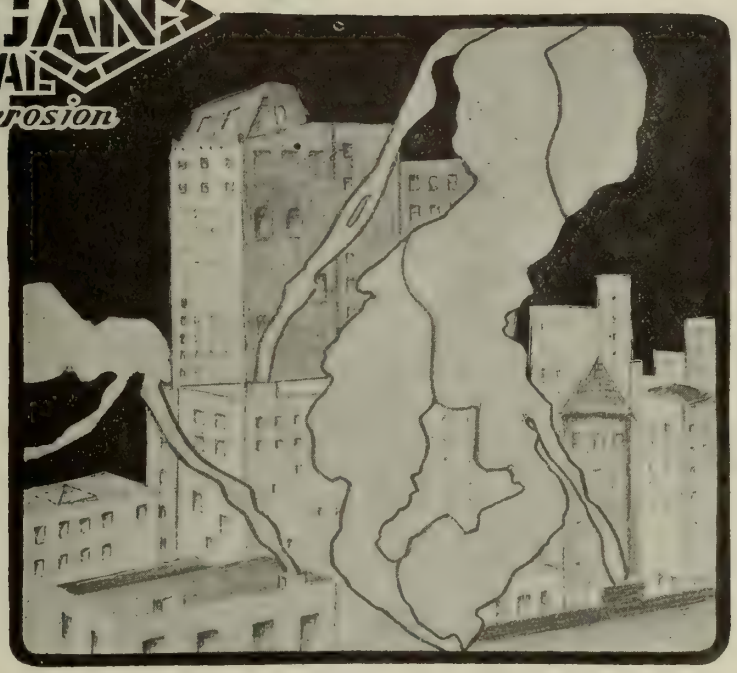
Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use—often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



White Mop Wringer Co.
FULTONVILLE N.Y.

TONCAN METAL
Resists Corrosion



The Exterior Sheet Metal Work
And the Punishment it Gets

The Sheet Metal man who has his customer's interest at heart (as well as his own) will use sheet metal that will resist the severe punishment it is bound to get on the exterior of the building.

The ventilators, skylights, window frames, conductor pipe, eavestrough, cornice flashings, roofing and siding must be able to withstand the severe corrosive influences constantly present in the atmosphere. Otherwise, they are a constant expense and a nuisance.

Therefore, be sure that the sheet metal is durable. It will mean a saving in the end.

Toncan Metal Sheets resist corrosion. Years of service have proved that there is no sheet metal made from iron ore that is more durable or more economical than Toncan Metal.

Toncan Metal owes its extreme durability principally to its purity, homogeneity and scientific processes of manufacture. It is a modern metal sheet designed to withstand modern atmospheric conditions.

Practically anything that can be made out of sheet metal can be made out of Toncan Metal Sheets. Both, black and galvanized Toncan Metal is procurable, and it can be bought formed up into any of the above mentioned products, ready for use.

Write for a copy of "Corrosion—The Cause—The Effect—The Remedy"

The Pedlar People Limited, Oshawa, Ont. *Canadian Distributors*

The Stark Rolling Mill Co., Canton, Ohio, *Sole Makers*

If interested, tear out this page and keep with letters to be answered.



"Oh! What a **VIVID** flash." This is what we generally say when a thunder-storm is on and an exceptionally bright, strong, clear flash of lightning illuminates the darkened heavens.

"Oh! what a **VIVID** lamp," is what your customers will exclaim when they put into use our registered brand of lamps.

It will give them a **VIVID** memory of your store.

The **VIVID** lamp can only be had from us.

Churton & Taylor

Importers and Distributors of Tungsten and Nitrogen Lamps

53 Yonge St. Phone Ad. 5487 **Toronto, Ont.**

If interested, tear out this page and keep with letters to be answered.

557 Canadian Newspapers are helping you sell the AutoStrop

Our advertising program for 1918 includes the frequent use of practically all the leading daily and weekly newspapers from coast to coast, as well as several farm papers.

Every man in your vicinity will read of the merits embodied in the

AutoStrop

He will learn that the AutoStrop Safety Razor will give him a cleaner, closer and more comfortable shave than any other razor, and will come to you to purchase it. But,

YOU MUST CO-OPERATE

to reap the benefit of our advertising by putting attractive displays in your windows so as to supply the last link in the sales plan---let your customers know that you are an authorized AutoStrop dealer.

WRITE US FOR WINDOW DISPLAY MATERIAL

AutoStrop Safety Razor Co., Limited

83-87 Duke Street, TORONTO, Ontario

***REMEMBER*—The AutoStrop Guarantees sa customers--Satisfied customers are your best asset.**

If interested, tear out this page and keep with letters to be answered.

GOODELL-PRATT

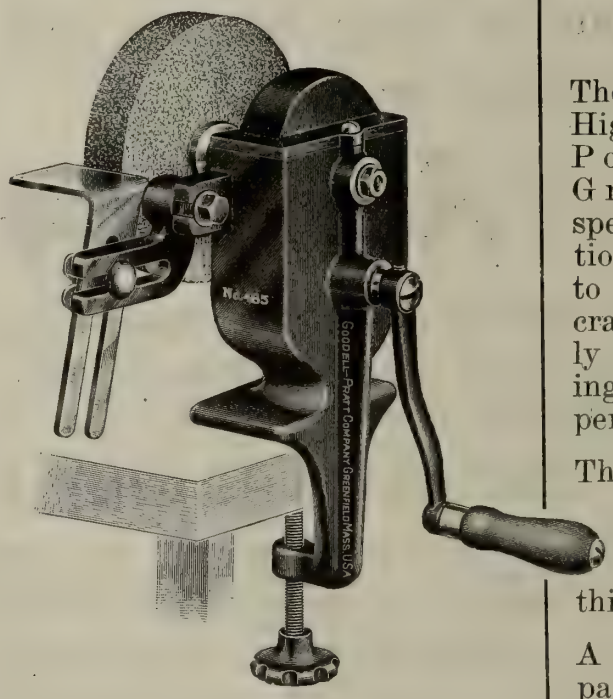
1500 GOOD TOOLS

BENCH GRINDERS

QUALITY

Talented engineers, the best raw materials, modern machinery, skilled workmen, rigid inspection and careful wrapping for shipment are responsible for Goodell-Pratt "1500 Good Tools."

Quick turnovers and reasonable profits are practically assured the dealer handling the Goodell-Pratt advertised line of Quality Tools. Send for copy of Tool Book No. 13.



No 485

SPEED

The Goodell-Pratt High Speed, High Power Bench Grinder with a speed of 22 revolutions of the wheel to one turn of the crank, is particularly adapted to keeping edge tools in perfect condition.

The high-grade 5x1 inch Abrasive Wheel is selected especially for this class of work.

A serviceable, compact, sturdy machine of great durability.

Makers of Mr. Punch

Goodell-Pratt Company

Greenfield, *Toolsmiths* Mass., U.S.A.

Makers of Mr. Punch

If interested, tear out this page and keep with letters to be answered.

CANE'S Clothes Pins



NOT "Just Clothes Pins"

Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

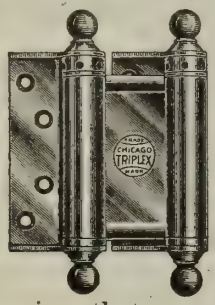
The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket **Ontario**

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

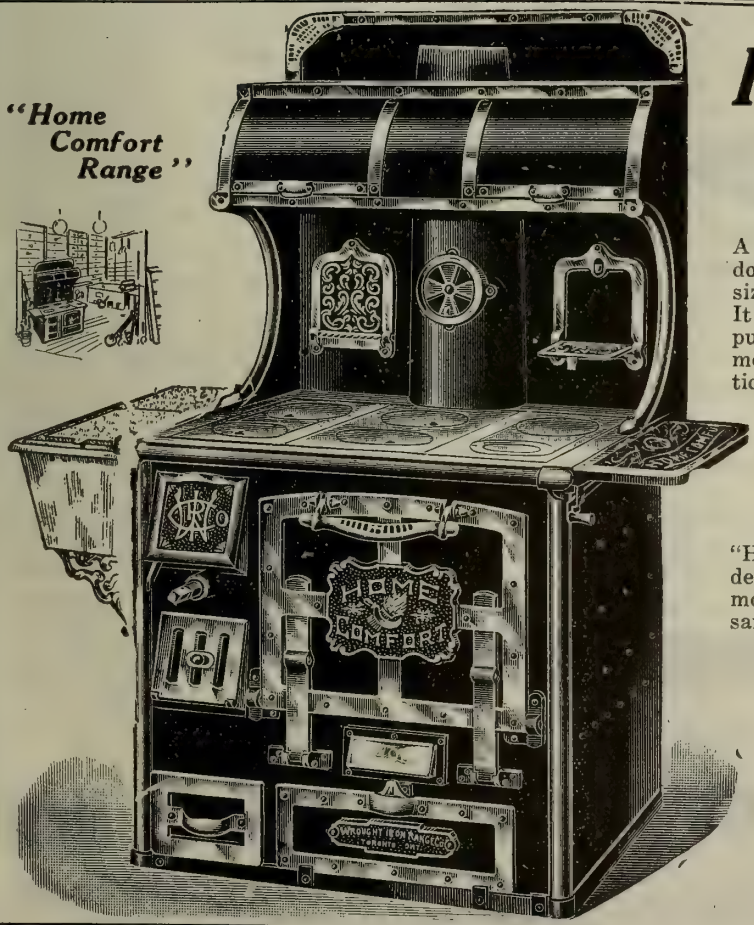
offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK **NEW YORK**

"Home Comfort Range"



It's Wise to Sell a Single Model

A dealer acting as agent for the "HOME COMFORT" doesn't have to keep a big stock. We make only one size and one style. This simplifies matters a whole lot. It used to be, and still is, the custom for the dealer to put forward on his floor the simplest and cheapest model of a range, and to sell his customers this particular range. Then having made the sale, the dealer would proceed to induce the customer to buy extras. For this purpose, the more expensive models kept in the rear would be used for the purpose of demonstration.

Experience has taught a good many dealers that it is wiser to sell but one model, a model like the "HOME COMFORT." It saves time and money—dealers do not have to carry a large stock. This single model plan pleases the customer, too, and makes it safe and easy to make a choice.

We have made the "HOME COMFORT" the most easily sold range on the market. Write for agency proposition. It's a good one.

Wrought Iron Range Co. of Canada, Limited

Office: 151 King St. West **TORONTO, Ont.** Factory: 22 Orillia St.

If interested, tear out this page and keep with letters to be answered.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stampings

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

POULTRY
LEG BANDS & EAR TAGS FOR STOCK
25

Poultry Leg Bands and Ear Tags for Stock. Tag your stock and mark your poultry. Best means of identification for Sheep, Cattle and Poultry. Name, address and number stamped on tag. Samples and prices on request.

THE RIDEAU SPECIALTY CO.,
Smiths Falls, Ont.

ROSS



FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

TRADE SAWYER MARK
Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST NEW YORK



Strong, Serviceable Trucks of all Kinds

Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

John Watson Mfg. Co., Ltd.
Winnipeg

BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

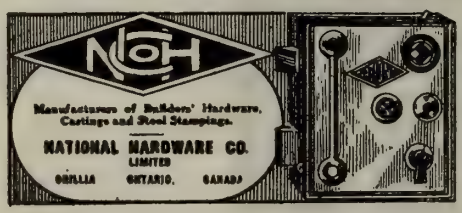
STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.



"VIOLA" Cabinet PHONOGRAPHS
Registered

Write for splendid agency proposition. Easy to sell. Big Profits.

Dominion Sewing Machine & Phonograph Company
300 Notre Dame Ave., Winnipeg, Man.





NORCROSS
Garden Cultivators

"Used the World over"
Send for Catalog
C. S. Norcross & Sons, Bushnell, Ill.

Make Your Own Paper Money



Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a

Pressteel FIRE PROOF PAPER Baler

Strongest, simplest, most efficient and easiest to operate—Full particulars from
SPIELMANN AGENCIES RGD
45 St. Alexander St., Montreal.

WRITE TO-DAY

Mr. Hardwareman

Have you ever considered the advantages of advertising your wants in HARDWARE AND METAL? One of the most important of these is the fact that there is no waste circulation. HARDWARE AND METAL goes only to the people who are directly interested in the trade. We have offices in Montreal, Toronto, and Winnipeg. If you like you can have a box number in care of either one of these offices, whichever is nearest to you. We will then notify our representative there and he will promptly forward any replies which may come in answer to your ad. Remember, Thursday noon is the latest for receiving want ads for the current issue.

Hardware & Metal
Want Ad Department

If interested, tear out this page and keep with letters to be answered.

METALS · CHEMICALS · GLASS
B&S·H Established 1790

CHINA WOOD OIL
BARYTES
LITHOPONE
RED LEAD
LITHARGE
ORANGE MINERAL
ZINC OXIDE
BLUE VITRIOL
BORAX
GLYCERINE

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.
Canadian Sales Agents: United States Steel Products Company
Exporters for American Sheet & Tin Plate Company



"Belleville"
Hardware

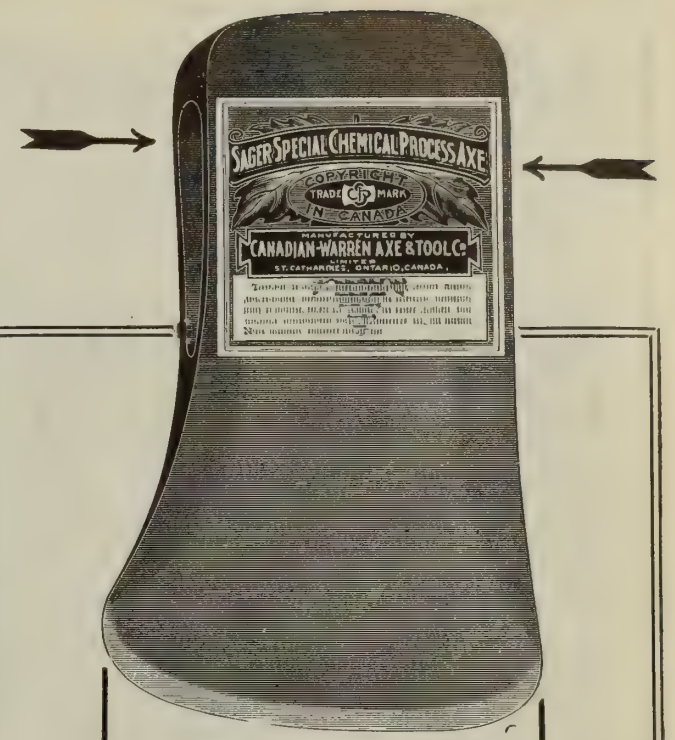
A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company
BELLEVILLE ONTARIO



SAGER AXES
always make Satisfied Customers

because of their sterling quality and excellent design. Our "Sager" special chemical process of tempering gives Sager axes their individuality.

Soo Line Logging Tools

Lumbermen prefer Soo Line Logging Tools because of the careful attention given to the design and their dependability when subject to hard usage.

We desire to impress upon the Merchants the necessity of placing orders NOW for Peavies, Pike Poles, etc., for Spring trade, as otherwise they may be disappointed in being unable to obtain deliveries.

Canadian Warren Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.



Soo Line Logging Tools

If interested, tear out this page and keep with letters to be answered.

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe. Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

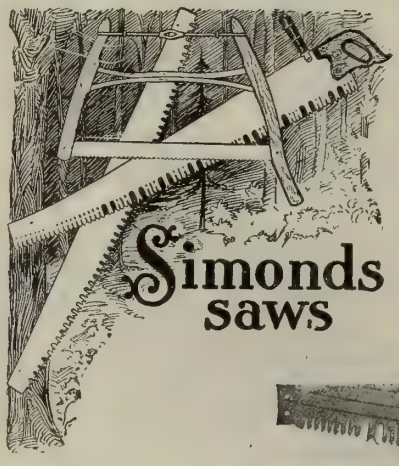
J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

HARDWARE BUSINESS WANTED — IN good Ontario town or city. Replies treated strictly confidential. Box 167, Hardware and Metal, Toronto.

This little advertisement inserted in HARDWARE AND METAL not long ago immediately brought eleven replies to the advertiser. And the cost was only 47 cents, including 5 cents for Box Number.

USE THE WANT AD PAGE



The best way to build a big business is to sell goods that satisfy. In the Saw line you know there is nothing which gives the user such complete satisfaction as Simonds Crescent Ground Cross-Cut Saws and Simonds Hand Saws. They will help to keep your business big or build it big. Write for catalog and terms.



No. 22. Full Width Cross-Cut Saw, Lance Tooth.

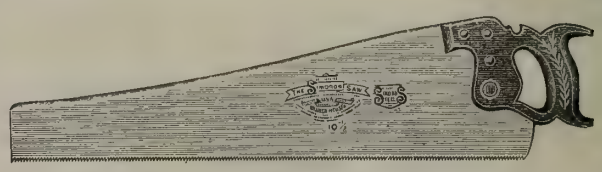


No. 315. Hollow Back Cross-Cut Saw.

Simonds Canada Saw Co.,
Limited

St. Remi St. and Acorn Ave., Montreal, Que.

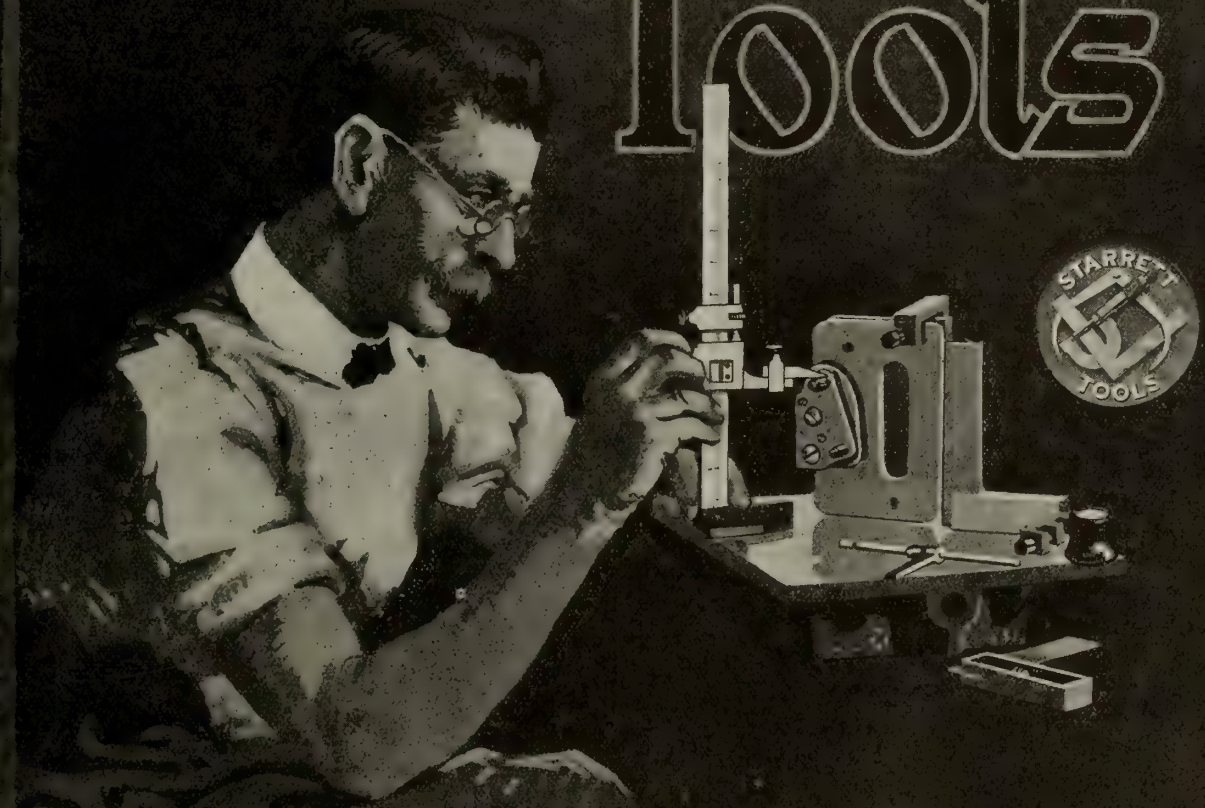
Vancouver, B.C. St. John, N.B.



No. 10½. Sway Back Hand Saw.

If interested, tear out this page and keep with letters to be answered.

Starrett Tools



In checking up the progress of work Starrett Tools assure accurate guidance. Because of their usefulness, adaptability and accuracy they are recognized as standard.

You will find our free Catalog No. 21MA describing the 2100 styles and sizes of Starrett Tools a valuable aid in your demonstrations and sales talk. Ask us to send it.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers

ATHOL, MASS.

NEW YORK LONDON CHICAGO

42-617

If interested, tear out this page and keep with letters to be letters to be answered

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

DIRECTOR OF EXHIBITS

SECTY OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



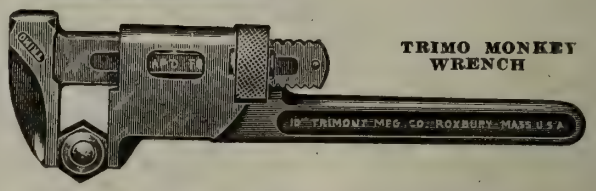
TRIMO PIPE WRENCH WOOD HANDLE



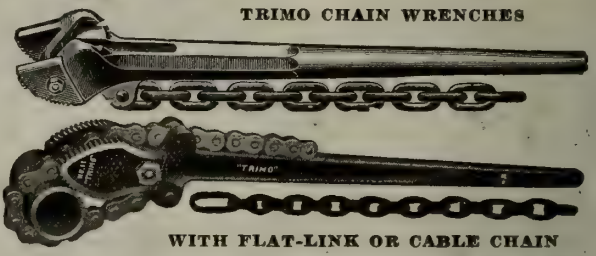
TRIMO PIPE WRENCH STEEL HANDLE



TRIMO PIPE CUTTER



TRIMO MONKEY WRENCH



TRIMO CHAIN WRENCHES

WITH FLAT-LINK OR CABLE CHAIN

Pumps that Carry Good-Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.



Every pump sold stays sold—gives the dealer no trouble.

They are metal — hand-fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

WRITE

The R. McDougall Co.

LIMITED

GALT, CANADA

Everybody will be Gardening this Spring



No. 21 Liberty Adjustable Cultivator-Weeder

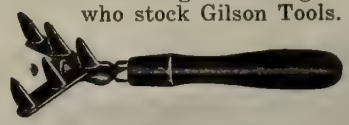
Patent Applied For.

The High Cost of Living will combine this Spring with Government Back-Yard Garden Campaigns to make many new gardeners.

These inexperienced as well as the experienced tillers of the soil will be particularly pleased with the labor-saving features of Gilson Garden Tools and will buy them in preference to the ordinary kind. You will in particular sell many Liberty Adjustable Cultivator-Weeders because this double-efficiency tool is just the one to keep garden soil in perfect condition with the least labor.

If you want to carry the best line of efficiency garden tools ask your jobber about Gilson Tools. If he can't tell you, write us direct.

Through our advertising space in these publications readers of MacLean's Magazine and of Farmers' Magazine are learning why these tools are best. This advertising will bring business only to dealers who stock Gilson Tools. Stock quickly.



5 Point Scratch Weeder Patent Applied For.

J. E. GILSON CO.

PORT WASHINGTON, WISCONSIN, U.S.A.

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LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS
Manitoba — Bissett & Webb, Limited, Winnipeg
British Columbia—McPherson & Teetzel, Vancouver

Reliable QUALITY



Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE
Smoothest and most pliable made.
Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.
THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT.

"Write for HARDWARE and METAL Electro Booklet"

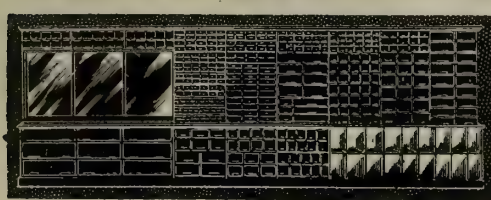
SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.
The quality of our goods is guaranteed. Prices right.
CAMERON & CAMPBELL, Sole Manufacturers
Toronto, Canada

"Delta" Files

—we'll help you sell them



TRADE MARK
DELTA

If the "Delta" Dealer never said a word about these good files but just kept handing them across his counter day by day he would gradually build up an enviable reputation for the quality of files he sells. But we believe in hurrying up that good reputation by telling our agents' customers facts about "Delta"—facts which interest file users and induce them to buy "Delta."

If you want to take on the "Delta" File Agency in your district we will help you make it the most profitable line in your stock. We'll help you interest all the big users of files and show you how to close them up.

This is a genuine plan we want you to try so write and get full particulars.

DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg.

ALL LEADING JOBBERS

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MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

Acme Waste Mfg. Co.

Cotton and Wool Waste Manufacturers

482 Wellington Street West, Toronto, Ont.
5 Queen Street, Montreal, Que.

Western Representatives:

P. A. C. McINTYRE & CO.
206 Scott Block, Winnipeg, Man.

Write to any one of these places when in need of waste.

AUTO RIMS



Any size you may require in any quantity. We have a strong line of Auto Bumpers, Lock Washers, Auto Curtain Fasteners, Handles and Locks, Tie Chains, Auto Springs, Auto Clips, Enamels, Varnishes, Japans, Bolt Ends, Turn Buckles, Carriage, Machine and Stove Bolts, Nuts, Rivet and Washers.

C. KLOEPFER, LIMITED
44-50 Wellington Street East, TORONTO
And at Guelph

Mr. Manufacturer, We Get Results in the West

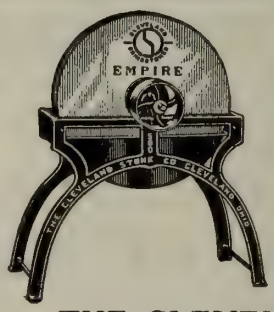


This organization includes a bunch of live salesmen who are calling regularly on both the wholesale and retail trade throughout Western Canada. We are getting good business for our clients because we know our field thoroughly and cover it often. If yours is a good line we certainly can get business for you. Get in touch with us.

Geo. W. Griffiths & Co., Ltd.
Winnipeg

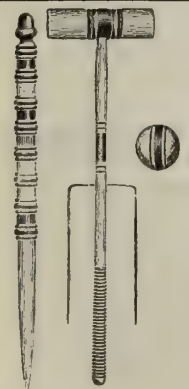
Cleveland Grindstones

It's in the Grit



Sandstone of commerce is made from sand, which is pressed together in Nature's wonderful laboratory.
There are about 20 different grades—from coarse to fine.
"Cleveland Grindstones" are carefully selected by experts of years' experience.
Ask your jobber for "Clevelands." Write for folder, "Selection and Care of a Grindstone."

THE CLEVELAND STONE CO.
Leader News Bldg. Cleveland, O.



Why not stock these lines, which will bring you good results?

Ironing Tables, Garden Seats, Sleighs, Folding Chairs, Kiddy Karrs, Toboggans, Lawn Swings, Iron Washers, Mail Boxes, Chair Seats, Snow Shovels, Games, Knife Sharpeners, Auto Tyre Vulcanizers, Orange Peelers, Sifting Shovels, Croquet Sets, Hibernocycle, Tennis Rackets.

J. E. Beauchamp & Co., Montreal

Agents: Lynch & Manley, Toronto, Ont.; H. C. Brennan Co., Ottawa; Landry & Simard, Quebec.

LACE LEATHER

in

Sides, Backs and Cut;
Raw-Hide and Tanned

W. TAYLOR
TANNER
PARRY SOUND, ONT.

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BRANTFORD

The Superior All Round

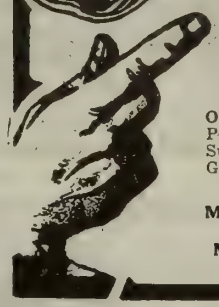
GLUE

You'll find that Glue sold in packages meets with much favor with the consumer—that's "Brantford" Glue. Very economical. Put up in ¼, ½ and 1 lb. packages. Buy from your jobber.

CANADA GLUE CO., Limited - - Brantford, Ontario.

GERMANTOWN

LAMPBLACK



E. L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA
Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.
Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.
Messrs P. A. C. McIntyre & Co., Winnipeg, Agents for Western Canada



Gipe-Hazard Service

SHORT OF HELP? Then put in a Gipe-Hazard Cash Carrier. The amount of time thus saved by enabling salesmen to remain with customers will compensate for the reduced number of your staff. Will also eliminate losses through the making of wrong change. There are many other advantages. Our four-page circular tells about them. Write for it.

Level, Grade and Perpendicular Wire Cash Carriers, Parcel Carriers, Cable Carriers and Pneumatic Tubes.

GIPE-HAZARD STORE SERVICE CO., LTD.
113 Sumach St., Toronto, Can.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of ou

CUTLERY

By seeing that this exact mark is on each blad

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

Look for the full name

Russell Jennings

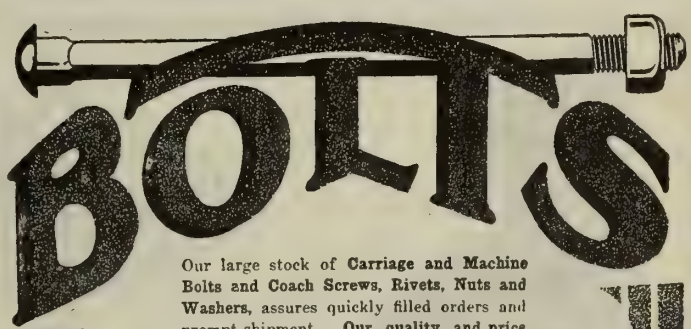
stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.

CHESTER, CONN., U.S.A.



BOLTS

Our large stock of **Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers,** assures quickly filled orders and prompt shipment. **Our quality and price please everybody.**

LONDON BOLT & HINGE WORKS
LONDON, CANADA

FREE—A Counter Display that sells

MENDETS

A PATENT PATCH

Ask your jobber for a "Mendets" Counter Display. Put it where your customers will be constantly reminded that they need "Mendets" to repair leaky graniteware, hot water bags, cooking utensils and rubber goods of all kinds.

Sales follow as a matter of course.

Wholesale Hardware Merchants Who Sell MENDETS:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderland Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal, Que.; Revillon Wholesale, Ltd., Edmonton, Alta.

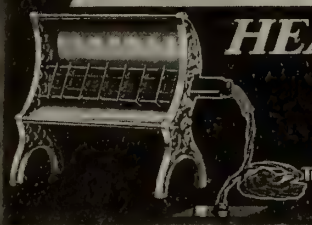
Collette Mfg. Company, Collingwood, Ont., Canada



For every requirement there is a

National ELECTRIC HEATER

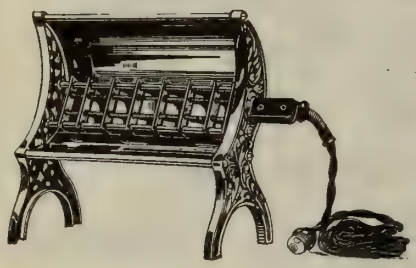




Many styles and sizes for both portable and stationary uses

MANUFACTURED BY THE NATIONAL ELECTRIC HEATING CO LIMITED TORONTO

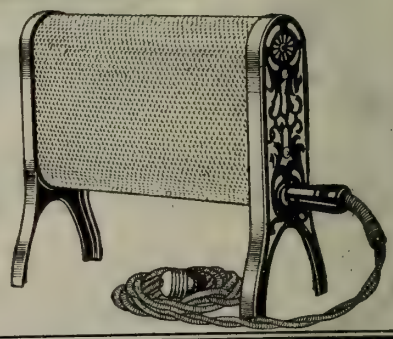
We are creating a demand for *National* Electrical Heaters Through Our Consumer Advertising.



WRITE for our catalogue covering our complete line, consisting of: Irons, Toasters, Ranges, Hot-plates, Water-heaters, etc.

The National Electric Heating Co., Limited

TORONTO





WAKYTE M'F'G Co. WAKYTE WINNIPEG · CANADA ·



ANNOUNCEMENT TO THE TRADE

Our new "WAKYTE" models are ready for distribution. Photographs and prices are in the hands of all wholesale hardware travellers, who are now booking orders for fall delivery on "WAKYTE" closets, chemical, barrel trucks, etc. We strongly recommend your placing your order without delay.

The quality of "WAKYTE" goods is not equalled at any price. They not only guarantee you a substantial profit, but enable you to give your customer more value for his money than he can get anywhere else. The 1918 "WAKYTE" products show a decided improvement over anything heretofore offered to the trade.

WAKYTE POWDER CHEMICAL:

To eliminate all loss and annoyance due to defective cans, etc., we are now putting our chemical up in powder form as well as liquid. We recommend your ordering "WAKYTE" POWDER CHEMICAL as it costs less money, goes further, and may be shipped under any weather conditions. It is packed in containers having same capacity as one-gallon cans.

"WAKYTE" BARREL TRUCKS:

You can save yourself considerable time and money by equipping your store with "WAKYTE" BARREL TRUCKS. They are inexpensive and will last practically a life-time. Prices and particulars from your jobber, or direct from us.

Our service this year will be better than ever. By placing your order now you are protected against any advance in prices, and are assured of getting the goods at the specified time to take care of your trade.

For the convenience of our customers, complete stocks of "WAKYTE" goods are carried at Winnipeg, Edmonton, Calgary, Saskatoon, and London, Ont.

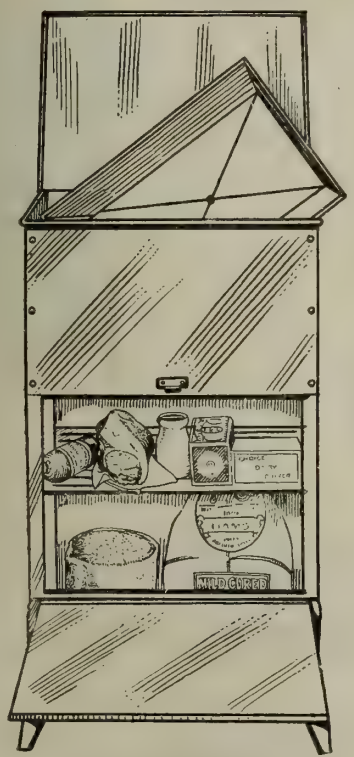
WAKYTE MFG. CO., 259-261 Stanley Street, WINNIPEG

If interested, tear out this page and keep with letters to be answered.



When in Toronto look up SOREN BROS.

—one of the best known firms of tinware manufacturers in the Dominion. We make over 200 lines of domestic tinware which are generally termed staple. They hold American and Candian patent rights on the Frost King All-metal Refrigerator and the Daisy Ash Sifter. Send for catalogue.



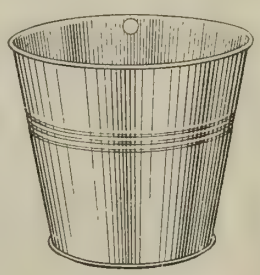
Frost King All-Metal Refrigerator

is cheap, light in weight, compact, strong, sanitary, has large ice holder, commodious food chamber, drop door; most economical with ice. Procured from all leading jobbers, or direct from us.

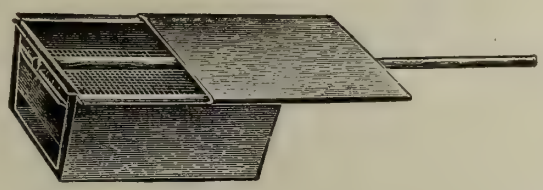
Daisy Ash Sifter

Made in two sizes. The Daisy has become the standard ash sifter of to-day. Everybody needs an ash sifter these days, in view of the present importance of coal conservation. Write for prices.

SORENS' Sap Pails



Now is the time to get busy with this line. Every extra pail of sap will be doubly valuable in this increased production year. 6 and 10-quart sizes. Prompt delivery. All pails punched unless otherwise ordered.



SOREN BROS.

545-549 KING WEST, TORONTO

If interested, tear out this page and keep with letters to be answered.

OWL BABBITT METALS

YOU can successfully handle Babbit Metals if you always specify Owl Brand Made in the West.

OWL METAL COMPANY LTD.

WINNIPEG MAN.



Milbradt Ladders

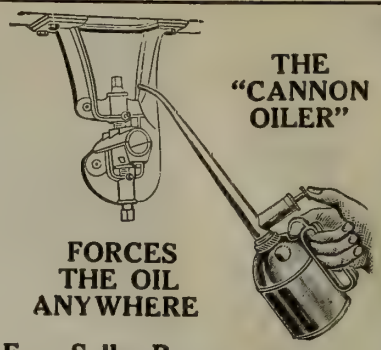


will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write to J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Marshall-Wells Co., Ltd., Winnipeg, or direct for catalog giving prices of a large number of styles we manufacture, suitable for all kinds of shelving.

John Calander Mfg. Co.
155 E. 13th St.
St. Paul, Minn., U.S.A.

THE "CANNON OILER"



FORCES THE OIL ANYWHERE

Easy Seller Because—

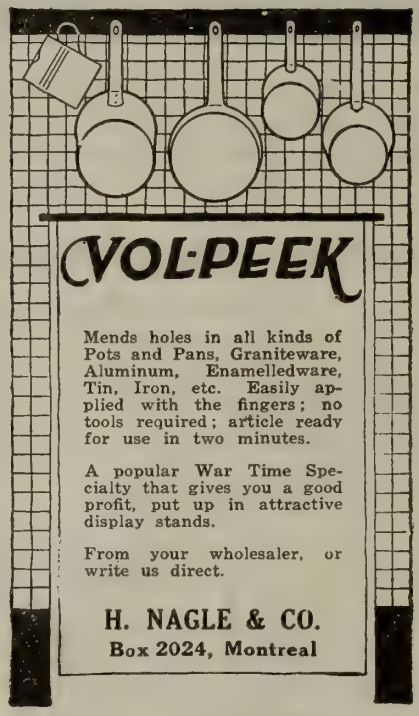
It is exceptionally convenient, quick-acting and an oil saver.

Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.

A sure good sale and splendid profit. Order it now.

THE CANNON OILER CO.
Successor
R. E. BLOOMER, Keithsburg, Ill., U.S.A.
Mfrs. The Original and Genuine "Cannon Oilers"

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL



VOL-PEEK

Mends holes in all kinds of Pots and Pans, Graniteware, Aluminum, Enamelledware, Tin, Iron, etc. Easily applied with the fingers; no tools required; article ready for use in two minutes.

A popular War Time Specialty that gives you a good profit, put up in attractive display stands.

From your wholesaler, or write us direct.

H. NAGLE & CO.
Box 2024, Montreal

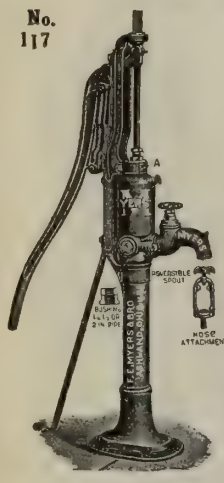
HERE'S A PROFITABLE SIDE LINE.

The Pantaphone will occupy little space on your floor, and no one who comes into your store can pass its beautiful cabinet without displaying pleased interest. And anyone who is interested will be quickly won over by the full, resonant, beautiful tone reproduction. Many hardware merchants have sold Pantaphones as a side line with a minimum of trouble. You too can do it. Its price helps. Find out more about it.



Canadian Phonograph & Sapphire Disc Co., Limited, 408 Builders Exchange, Winnipeg

No. 117



THE HIGH STANDING

in trade circles of the Distributors, whose names appear below, of MYERS PUMPS and HAY TOOLS is an indication of the high quality of the goods themselves.

Send your inquiries direct to them, or write us for the names of many other large jobbers who can also supply you the MYERS. Catalog on request.

J. H. ASHDOWN CO., LTD.
Winnipeg, Calgary & Branches
LEWIS Bros. Ltd.
Montreal
F.E. MYERS & Bro.
ASHLAND, O.



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

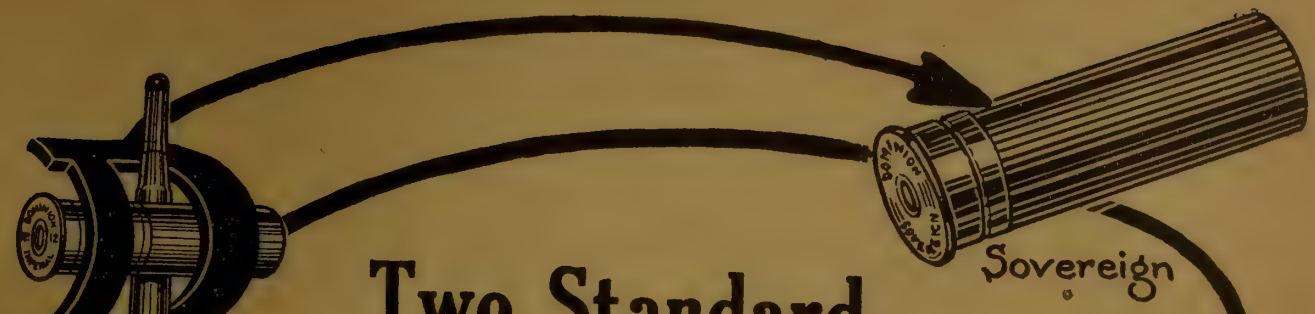
Wellington Mills, London, S.E.1., Eng.

Why you should advertise on Buyers' Guide Page

Many dealers are sometimes in doubt as to where they can buy supplies of various kinds. The Buyers' Guide gives it to them in condensed form, easily located.

Advertise in the Buyers' Guide page and reach nearly all the aggressive Canadian dealers.

HARDWARE AND METAL
143-153 University Avenue - TORONTO, CANADA



Two Standard Shot Gun Shells

The sportsmen—trapshooters and hunters—who stand at your counter know the superior qualities of

Sovereign and Regal
Shot Gun Shells

The double assurance of strong, safe casings due to the knurled base and the steel reinforced head in both the Sovereign and Regal are points that interest your sportsman customer. Care in loading—well seated wads—the large Dominion 3B primer all help to develop the

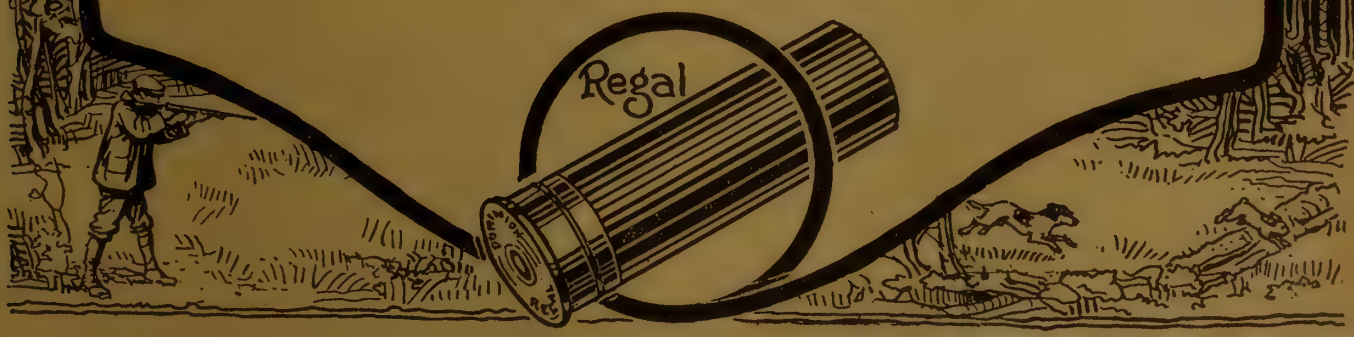
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that have meant so many successful days for Dominion users—your customers.

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February Number of
MACLEAN'S MAGAZINE

In the February MACLEAN'S are personal articles concerning Hon. Henri Beland, Canadian Prisoner of War in Belgium (Mr. Beland was a member of Sir Wilfrid Laurier's Cabinet); Thomas Findley, President of the Massey-Harris Company, and George J. Desbarats, C.M.G., who has had much to do with Canada's Naval Service .... These are but a hint of the good things in the February MACLEAN'S. These men, because of their achievements and experiences, should be better known to all Canadians.

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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, FEBRUARY 23, 1918 No. 8

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, FEBRUARY 23, 1918 No. 8

Hamilton Convention Great Success

Most Practical Program in History of Association—Good Attendance of Retailers—Complete Report in This Issue

THOSE who attended the thirteenth annual convention of the Ontario Retail Hardware & Stove Dealers' Association were unanimous in declaring that from the retailers' standpoint it was the most successful in the history of the association. The many practical addresses, the hearty welcome of Hamilton manufacturers and wholesalers, and the ideal surroundings for holding a convention of the kind helped to make the convention one of real practical value to all who attended. To those who were not privileged to attend this year, owing to shortage of help, etc., the complete reports which follow will supply abundant food for thought in these trying times.

THE OPENING MEETING

The afternoon of Tuesday, February 19th, saw the Convention fairly opened, and off with a swing to a good start. A representative attendance gathered in the assembly room of the Royal Connaught Hotel where Mayor Booker and the trade association representatives welcomed the Convention members to Hamilton.

The Mayor's Welcome

Enthusiasm for the merits of Hamilton as a thriving industrial centre, and city of handsome buildings, and well laid out streets characterised the Mayor's address. He promised the Hardware Association every facility in their business in Hamilton. The freedom of the city was theirs to enjoy. They would find Hamilton a city not of stone and lime, not of streets and stores merely, however handsome, but a city in which the people count above all else. "The people —the soul of Hamilton," he said, "welcome you members of the Ontario Retail Hardware Association."

Wholesalers' Welcome Extended

On behalf of the Wholesalers' Association of Ontario, S. H. Alexander, of Wood, Alexander & James, gave the Convention members a hundred thousand welcomes to Hamilton. He referred to war's effects in industry, mentioning that of 70 employees of his own concern 40 were in khaki (cheers). Boys little more than fresh from school were being now entrusted with work which had formerly been entrusted only to men of long years' experience, and with supervision they were doing wonders. But production was the problem of the hour, and it would take some solving. That, however, did not in the slightest interfere with the warmth of the welcome extended to the hardwaremen.

Hamilton Manufacturers' Welcome

President Marsh of the Hamilton Branch of the Canadian Manufacturers' Association in a brief breezy address bade the Convention welcome, and promised them every gratification for all the thirst for knowledge of manufacturing methods they might evince, though since prohibition had come in he could suggest no other kind of thirst to them (laughter). Referring to the unfair charge made in expert quarters that the manu-



Bird's Eye View of the City of Hamilton, Canada, where the Convention of the Ontario Retail Hardware and Stove Dealers' Association was held this week.

facturers were taking advantages of war times to advance prices and take exorbitant profits, Mr. Marsh drew attention to the cost of raw materials and labor, and said the firms able to keep up manufacturing production at all feel themselves lucky with small idea of profits. Though some few cases might exist of profiteering in certain isolated lines, the charge of systematic profiteering was absolutely untrue.

Hamilton Hardware Manufacturers

The Hamilton Hardware Manufacturers in particular expressed through Mr. H. P. Hubbard their welcome to the Convention members, Mr. Hubbard briefly but cordially voicing the sentiment.

The President's Address

Then followed the president's address, in which President J. N. MacGregor expressed himself in the following terms:

Mr. Chairman, members Ontario Retail Hardware and Stove Dealers' Association—It is a pleasure for me to welcome you to the thirteenth annual convention of our association. We had



J. N. McGREGOR
Retiring President, O. R. H. & S. D. A.

hoped at our last convention that before another convention the war would be over and that peace would have been restored.

We find, however, that the problems to-day are greater than any which have confronted us in the past, and in the convention sessions which are to follow we will have to consider many problems which have been raised by events of the past year.

I feel sure that you will agree with me that during the past year more than ever before we, as retailers, have felt the need of co-operative effort. There was a time when a competitor was looked upon as an enemy, snatching business from our grasp and literally taking the bread right out of our mouths. In the new order of business competitors are simply men in the same line of business, inspired perhaps with the same high ideals that we have. They serve a most useful purpose and keep us keyed up to our best efforts. While we may not always approve of our competitor's methods, we must admit that competitors are necessary in order to keep us more efficient. If for no other reason we should feel kindly disposed towards our competitors for what they do for us.

The modern feeling of co-operation, which is showing itself in trade associations, conventions and trade meetings, is doing a great deal of good. I feel sure that when this convention is over all of our members, both old and new, will feel that they have been greatly benefited by the convention proceedings, by the many addresses and discussions on business problems, and by the knowledge they will gain through their associations with other men who are also present at these meetings.

I would like to urge that every member take an active part in the convention proceedings, and that he also endeavor to be present at all sessions.

The officers have tried to produce a programme this year which will appeal to all retail hardware merchants and one that will prove of real practical value to them.

Owing to conditions created by war and to the curtailed train service, and also to the fact that there is a great shortage of help, it is impossible for some of our members to be present. We feel sure, however, that those who have been enabled to attend the convention will go back to their stores better equipped to carry on their businesses in competition with other forms of merchandising with which they have to contend. I also trust that the retail merchants who are present here will not fail to pass on to their sales staffs any new pointers or information which will assist the staff in becoming better salesmen, window trimmers or display men. Our sales results will be in proportion to the time and effort we spend in training our sales staffs, and this is an important feature of every business which is sometimes overlooked.

I believe that you will agree with me that the programme which we have prepared this year is one of the most practical that we have ever presented to you.

You will recall that following our convention last year we were criticized, in a friendly way, of course, by HARDWARE AND METAL for the manner in which our last convention was conducted. HARDWARE AND METAL at that time through the columns of the paper opened a discussion of association affairs and many splendid suggestions were sent in by members and ex-members.

Acting upon these suggestions the officers have prepared the programme for this convention.

There are many features in the programme which I believe will appeal to you and which will prove of great interest to all those in attendance.

Our meetings this year will be carried out according to schedule and our election of officers will be made by ballot.

The question box session and the discussion following the various addresses should prove among the most interesting features of the convention, and I again urge every member to take a prominent part in these discussions.

There is also another matter which I believe we should take up at this convention, and that is the question of increasing the membership fee.

As you are probably aware, our association has been doing valuable work through the secretary, Mr. Macpherson, who has supplied all members with a splendid cost book and net cost sheets from time to time.

Our Exchange Bureau is another department which has already proven its value. There are also our collection letters and a number of other services which are free to members.

When you consider that all these are available at a cost of $3 per year under



W. F. MacPHERSON
Prescott, Ont., Re-elected Secy. O. R. H. & S. D. A. by acclamation.

the present system, you will readily see that our fees are altogether too low. I would suggest that this question be taken up for discussion at one of the meetings with a view to increasing the membership fee at a future date, as I believe that membership in our association is worth a great deal more than what is charged at the present time.

I wish to express my appreciation of the co-operation of the officers of our association during the past year, the trade papers and to the manufacturers, wholesalers and exhibitors who have co-operated with us. I trust you will all have a pleasant and profitable time at the convention, and that you will leave at the close of the convention feeling that you have profited by your attendance, and that you will do your share towards making our association bigger and better than ever.

Secretary's Report

Secretary W. F. Macpherson then pre-

sented his report to the Convention as follows:

Prescott, Feb. 18, 1918.

Officers and Members C. R. H. & S. D. A.:

I beg to submit you herewith my report as Secretary covering the year 1917.

Membership:—

Total unrenewed and paid up for 1917 as on last report was 267. This included 160 unrenewed members.

My present membership roll shows paid up members for 1917—263.

I regret not having been able during the past year to take much time away from my business to make a personal canvas of some of the larger centres, owing to shortage of help and other considerations, and new members secured to replace the lapses which always occur were by means of correspondence.

Exchange and Sales Bureau:—

This bureau was inaugurated early in the year and met with considerable response. Two mailings of lists were sent out and results obtained were most satisfactory to both



F. H. WHITTON

General Manager, Steel Company of Canada, Hamilton, who addressed the retail merchants on conditions in the manufacturing industry.

sellers and buyers, some lists of goods being entirely disposed of. This feature is a good one, and our members are invited to avail themselves more fully of it. During this convention a clearing house for overstocks will be conducted, and we hope lists will be investigated by all our members.

Change Sheets:—

Various net cost sheets were issued during the year as well as two new lists for binders, covering hinges, butts, barn door fittings, etc. A net cost sheet per each on malleable fittings was also issued.

Collection Bureau:—

Evidences reach me from time to time through receipt of remittance from delinquent debtors that these forms are being used successfully by some members, and I would again urge the use of the forms as a capital way in which to secure payment of outstanding overdue accounts.

Exhibition:—

The manufacturers, whose exhibits are found in the hotel at this convention, are worthy of your attention. It is to be hoped that not a member will miss visiting each exhibit and place orders where possible, but visit and examine the display anyway. They are here for your benefit and those exhibiting under our auspices deserve every recognition.

Your Advisory Committee recommend adoption of new system in nominating and electing your officers for the coming year, which will be submitted for your approval.

In conclusion, I would urge every member to be loyal to the association, to use every effort to obtain new members. As I have stated before, increased membership means increased service. Respectfully submitted,

W. F. MacPherson.

Report of Treasurer

Treasurer John Caslor's report was presented showing balance on hand at December 31st, 1917, of $178.87. Total cash on hand and cash received being at that date $1,295.78, and total expenditures (as per detailed statement submitted to the members) $1,116.91. The treasurer's report concluded with the following statement: The books have been examined by your auditors, Messrs. J. W. Peacock and G. Matheson, and certified correct. I would further advise you that the account of the association is now carried in the bank under the name of this association, and withdrawal only obtainable by official cheque, signed by president and treasurer and countersigned by secretary.

Membership Fee Too Low

That while a balance to the good was shown by the report, the experience of the secretary, president and treasurer in carrying on affairs during 1917 indicated that the membership fee was too low for practical purposes of the association was a view expressed by the president.

Executive meetings had been dispensed with on account of their extra expense ($80 to $90 each), stated the Secretary, and in order to secure the results, issue the change sheets often enough, and in sufficient detail, and otherwise carry on the work of the association successfully either a much more numerous membership or a higher fee for membership would be necessary. The point would be discussed as occasion offered during proceedings, said the President.

Committee on Resolutions

Following Committee on Resolutions was then appointed: A. M. Oldham, Weston, Chairman; S. B. McClung, Trenton; F. F. Balsdon, Cargill, Ont., and F. A. Coons, Winchester, Ont. It was at first proposed that Mr. W. A. Rankin should be Chairman, but he found it impossible to act owing to pressure of affairs, and was excused "with reluctance," as the President expressed it, Mr. Oldham being appointed with unanimous approval in his stead.

A Paint Protest Renewed

It was after the President had recommended the exhibits of the various manufactures on view in the hotel to the members of the convention, that a member, Mr. Phillips, raised a protest against consideration of the exhibit of a certain manufacturer of paint because of a former difficulty occasioned through the handling of paint manufactured by this firm by a department store in manner to menace the interests of the retail hardware trade. Discussion followed. The member making protest was commended by the President on his pertinacity in sticking to his ground on this grievance of some years ago.

An opinion voiced and supported was that nearly all manufacturers who sell to the retail hardware trade also sell to department stores doing mail order business, and the President very tactfully and quietly brought the incident to a close. He pointed out that while an injustice might exist, and the association was always steadily at work to remove such obstacles to fair dealing, still much valuable time at conventions might be lost in discussing what could not be altered by mere discussion, while the time could be better employed in studying the subjects capable of giving great benefit to the trade by leading to concerted action. This attitude was generally approved by the meeting.

Question of Higher Fee

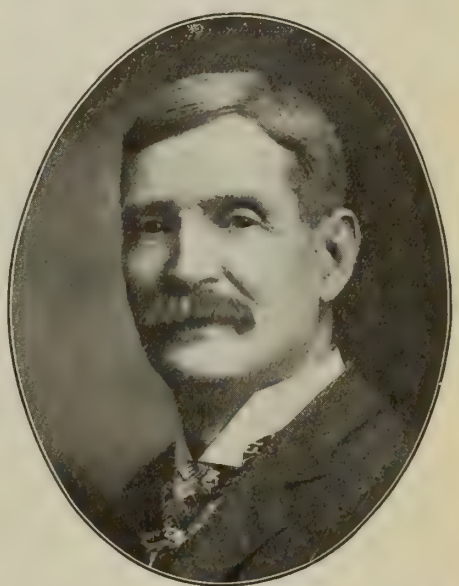
On the question of higher membership fee further progress was then made by a short discussion. The fact that higher fees for similar association membership are charged in the States was pointed out. The need for more financial strength to carry on the association's work was indicated. The possibility that a higher membership fee might defeat its purpose by reducing membership was not overlooked. Finally it was moved and seconded that the membership fee be $5, and associate membership be $3. To this objection was taken in amendment that associate membership remain as before, and an amendment to the amendment suggested $2.00 as associate membership fee. The matter finally was left in the hands of the Committee on Resolutions.

Office Bearers by Ballot

In preparation for election of officers, to take place the following day, it was moved by D. A. MacNab, and seconded by Mr. Wideman, that election of officers be conducted on the basis of written nominations and vote by ballot, nominations to be in by noon of Wednesday.

This was unanimously carried, and nomination papers distributed.

Mr. Jas. Hardy, secretary of the Whole-



JOHN CASLOR

Toronto, Re-elected Treasurer O. R. H. & S. D. A.

sale Hardware Association, also addressed the opening meeting.

"I wanted to be here," he said, "and I am here." (Cheers.) Mr. Hardy expressed approval of the idea to advance membership fees, as he felt the executive could render better service to the members of the association in this way.

As regards the outlook in the hardware business, he indicated great uncertainty as to supplies of goods in the year ahead owing to difficulty of getting raw material. He indicated every probability of radical changes in manufacturing business methods in the direction of standardization and united effort to avoid reduplication of processes and to reduce unnecessary transportation of materials and finished products. "In the States they have standardization methods at work," he said, "and due to the presence of the War Board at Ottawa this may be coming here also. It is only surmise on my part, no one can tell what is to happen. But it is wise not to buy too heavily at present, although in view of the shortages of materials I think it would be better to have bought heavily than to have no goods at all through holding off from buying until too late to get deliveries at all."

The Committee on Resolutions then con-

vened for business, the general meeting adjourning.

From Manufacturers' Standpoint

On Tuesday evening convention members were entertained to a banquet by Wood, Alexander & James, formerly Wood, Vallance & Co., and an outstanding event of the occasion was the address given by Mr. F. H. Whitton in the concluding half-hour of the banquet session. Complimentary speeches were given by President MacGregor and Mr. MacPherson, secretary of the Ontario Hardware and Stove Dealers' Association, and by the hosts of the evening—and the banquet was a very outstanding success.

Mr. Whitton's Address

Speaking, as he announced in opening, not only for the Steel Company of Canada as particularly interesting hardwaremen, but also for all manufacturers, more or less, at this time, Mr. F. H. Whitton delivered to the banquet gathering a forceful address on present conditions in the manufacturing industry of Canada and the United States as affecting Canada.

An Important "Trinity"

"First of all," he said, "I should like to point out to you the union of interests existing between the manufacturer, the wholesaler, and the retail hardwareman. I consider that three-fold arrangement the best for distributing goods at the least possible cost," he said.

He went on to refer to the importance of association membership to every merchant. "I have spoken to the leader of your association," he said. "The men who become members of associations of this kind are amongst the most thoughtful of their circle, their leaders the most thoughtful and far-sighted of all. An association gives stability to trade. It regulates and produces fair prices for all commodities. There need be no fear of exorbitant profit taking. Competition in business will always take care of that.

Public Poorly Instructed

"As regards co-operation in business for the fair interests of any group of business men in any one line, there exists a misapprehension on the part of the public," said Mr. Whitton. "The public has been unfortunately educated to wrong ideas of co-operation, largely by the daily press. They have come to think that co-operation of this kind is an evil feature. As a result the government has been moved to take steps to restrict co-operation in this way. But the benefits of having united forces of this kind were overlooked. Big interests in the United States made money not through excessive profits, but because their united organization enabled them to operate with the maximum of economy.

Socialistic Tendencies To-day

"The socialistic tendencies of the day are to be regarded seriously," said Mr. Whitton. "They fail to take into account the function of co-operative organization in industry and business. The Canadian manufacturers, for instance, have been accused in a general way by the people of having taken advantage of the war to enrich themselves. To the contrary the manufacturers of Canada by their organization to effect production economically in these times of stress have proved themselves a tower of strength to Canada and to the British Empire and Allies during this terrible war. Were it not for Canada's part in the war through her organization of industry for manufacturing munitions, her steel industries and other concerns, trade could not have been kept alive as it has been in the Dominion and countries in trade touch with the Dominion. Australia, New Zealand, South Africa, Russia, France have been supplied with Canadian steel products they required, rails and munitions of war, and other manufacturing industries of Canada have done equally well, and contributed their products to the Allies."

Government Regulation

Mr. Whitton referred to government regulation. While not in any way desirous of disparaging the principles in view, and while expressing the whole-hearted effort of industry to conform with all measures for the Allied good, he pointed out that government regulation is not by any means a general "heal-all." He exemplified the licensing system for exports and imports between the United States and Canada, and the transportation difficulties, and the difficulties of heatless days hard to administrate without hitches of many kinds. He predicted that taxation on a heavy scale must continue for many years, and advised business men, especially in associations, to talk together much and compare opinions on all these questions, with a view to obtaining the best co-operative results. While manufacturers are looked on as the special mark of the public press in criticism, Mr. Whitton pointed out that shareholders are entitled to some returns, that depreciation is enormous and costly to take care of, but that these things must be maintained or the whole manufacting industry, and with it the business of Canada, would fall behind in the world race for commercial standing.

After the War Trade

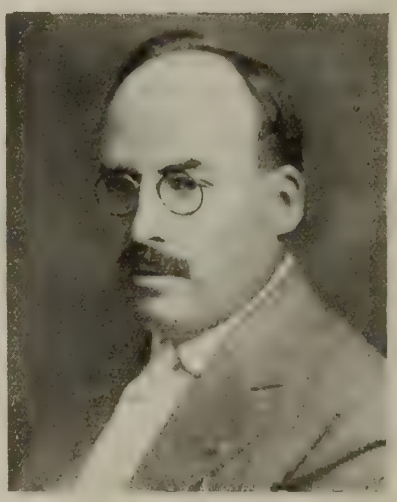
After the war all countries would be struggling to produce to export and to maintain favorable trade balances. No country will want to import what it can produce itself. Labor will cost more and industry will be on a new basis. Farm products will be scarce and higher than ever in cost perhaps, and perhaps for a long time, and "the poor farmer" will be amongst the best off in the community. Enormous outlays will be required to maintain and improve railways. Shipbuilding will be prosperous in Canada also. Canada has enjoyed prosperity up to now, and even in the war years to a wonderful extent. Mr. Whitton concluded his rousing address by a forward outlook towards more prosperity based on Canada's great resources, "perhaps a prosperity greater than that of any other country in the world."

High Prices, Efficiency, Fair Profits

In Dealing With the Outlook For White Lead and Linseed Oil For 1918, H. M. Ashby, Managing Director, Sherwin-Williams Company, Inspires Ontario Hardware and Stove Dealers' Association Members With Call to Efficiency in Business

H. M. ASHBY, managing director of the Sherwin-Williams Co,. on the programme for an address on the linseed oil and white lead situation came with an address which went keenly into the matter of his subject.

"The large manufacturer and large distributor," he said, "can hardly think of anything but of high prices, and of how much higher prices may go. As a man connected with one of the largest corroders of lead on the continent, I may be fairly considered to know something of the situation with which I am in touch. Frankly, gentlemen, I don't see any prospect of any drop in prices of white lead. These times are uncertain, and no man—I don't care who he is—in the United States, may give an opinion to-day which may not to-morrow be confounded by change of conditions. As I see it, however, we do not see any chance of a drop in the market for white lead for some time. We believe that the bottom of the market was touched some time ago, and that there will not be any change except a steady advance for some time to come. What will happen after the war we cannot be certain of, but if the war soon closes will there be an immediate drop in prices? I think not. I believe that with reconstruction which must follow, and bring about increased consumption of metals, this will produce a demand which will prevent a drop. I firmly believe, and I am backing my belief with the money of the company, that following the war there will be an increased demand, and markets will be consistent. When you consider that the corroder of pig lead has to put his money out very much in advance—even as much as a year ahead of the time he can get his returns—then you can see what that means in my opinion. It means a continued steady market in pig lead and white lead.



H. M. ASHBY

Managing Director, Sherwin-Williams Co., Montreal, who delivered address before Ontario Retail Hardware and Stove Dealers' Convention on "The Linseed Oil and White Lead Situation."

The Look-Out in Linseed Oil

"Now as to linseed oil, which touches paints and a good many other things—I wish I knew. (Laughter.) I suppose many of you gentlemen are more familiar with the linseed oil situation and flax situation than I am. This I do know, however, that the continent of North America has not produced enough flax to last until the end of May. Any relief must come through the Argentine, and ships are scarcer than the most doubtful of us ever anticipated. I would not contract to supply linseed oil at ten cents a gallon over present prices as prospects are at present. The carrying capacity of ships is important in this matter. The prospects are for more trouble and for higher prices rather than for lower prices. Briefly, gentlemen, that is my opinion and the feeling of our organization as to these two products.

Two Points of Importance

"Now, having touched on these matters on which I have been expected to speak, I should like, if time is allowed me, to speak on two points which I consider of exceptional importance at this time. Anyone who is responsible for a large volume of business spread over a wide area has to face to-day the exceedingly difficult questions arising out of the present conditions, and everybody in this room has to face them in just the

same way, only the degree being perhaps different.

"There is no question about the fact that each one of us has the feeling that we have to charge more than we feel the stuff is worth. We all feel that the price is high. We smart under it when we pay it out, and yet we have to charge these high prices when we are selling. There is not a man in the room but feels that. What are we to do about it? Well, here is how I feel about it:

"I don't believe that we are going to see the drop in prices when the war closes, that has been prophesied. I don't believe that we shall have peace declared one day, and prices down the day after. The downward trend of prices will be much slower.

"Every one of us, manufacturer, jobber and retailer, must now, of all times, see that he is working on an efficient basis. We must be absolutely certain that the cost of the product is right to give the best quality of service necessary. I don't believe this continent has ever done this. It has never been done either in Canada or in the United States. It has been done in some cases in other countries, and in these few cases the result has been world-wide supremacy for the business doing it.

I speak to include ourselves, and I think that you might well apply this to yourselves. We must all see that we don't lose any motion in any way. We must not make things which are not really necessary. The higher prices go, the more we must strive to give the best possible value under the circumstances. The Paint Manufacturers' Association has done a good deal on that (of which Mr. Penberthy may tell you more) in the way of service and effort. We have gone into the question of packages. We have gone into the question of eliminating unnecessary expenses putting up goods where the expense did not directly benefit the consumer. But we have not yet gone as far as we should.

We are all working in harmony with each other, however, in this effort, and shall devise yet other means of cutting out waste. When each one of us has put his business on just as efficient a basis as possible we shall have achieved a good deal. It is as important a duty to country and flag to do this as if you were to go to the front and fight if called up.

"The future of Canada demands that every manufacturer, wholesaler, and retailer put out every effort he can to the end of absolute efficiency. If we don't do it we shall not be able to compete with Germany after the war. That efficiency must be reached as a duty to our country if not as a duty to ourselves.

"Now there is another duty the retailer must look to. That is that he gets a fair profit after having arrived at a state of real efficiency. That you should do this is a matter of duty to yourselves and a duty to your country as well. Put a fair price on your goods. Every man must determine for himself what is his necessary profit as regulated by the conditions of his business, but see that you get your fair price and profit.

"We in our own concern believe most strongly in cost accounting as the basis of real efficient business. We believe that you must know exactly what it costs to make goods and to sell goods. It is just as much a patriotic duty to make a fair profit. You owe that to your country. You absolutely must make a fair profit. It should not be an excessive profit. It should be rightly graded. Without efficiency you cannot make a profit fairly and still meet competition. See that you are making, buying, or distributing stuff right, make sure that there is no lost motion anywhere, and then put your right, fair profit upon it.

In England, in the States, and also in Germany (where I went in connection with my work buying dyes) I have seen the methods of business employed. I am familiar with the German dye situation and know these great dye concerns which used to control the world and still to a certain extent control the dye business. They had such a grasp of it that their hold is not yet entirely broken. When I think of those great concerns I have a picture before me of the efficiency they achieved first, and then a picture of profit making based on that efficiency. With that picture before you, gentlemen, I can now only urge upon you, and ourselves included, first that every one of us should pay every possible attention to getting up our standards of efficiency, paying every possible attention to it in every aspect. If you who are dealers are making two deliveries where one would do, avaid this. See that the sales effort in your store is correctly applied to get results. Don't waste time and power.

"There are things in the paint trade which have been graded and brought into line with this end in view. We have cut down the number of sizes of tins, and number of shades of paint where there were unnecessary sizes and shades that were simply lying on our shelves and on yours gentlemen. That means that you won't have to tie up money in these things. We must, and will put, and we are putting our proposition in shape so that the turn-over will be easier, and our products will be easier for you to sell. That is our end of it. Your end in many ways can be worked on, and no doubt in many ways can be improved.

"When you have done that don't be afraid to put a fair profit on your proposition. If you are afraid to do that you will inevitably lose. But if you do that, then when you have done it both you and your country are going to take their proper place in the world."

Labor Affects Saws and Tool Situation

A Suggestion That Fewer Styles of Saws Would Materially Help Production Made by H. P. Hubbard, General Manager, E. C. Atkins & Co., Hamilton

"THE Saws and Tool Situation" was the subject of a ten minutes address by H. P. Hubbard, General Manager of E. C. Atkins & Co. He followed Mr. Enlow who dealt with



H. P. HUBBARD

General Manager, E. C. Atkins & Co., Hamilton, who delivered address before Ontario Retail Hardware and Stove Dealers' Convention on "Saws and Tool Situation."

sheet metals, and opened with an explanation to the effect that while the steel situation governed everything made of that metal, the same sheet metal that goes to plates does not enter by any means into the matter of saws and tools.

"Tool steel," he said, "is increasingly difficult to obtain, even what there is of it is hard to get. In regard to prices, we have raised our prices always just a little behind the rising market for the materials. Now we think we ought to raise them again. That is good news for you, boys," he said, as a sensation passed around following announcement of a further advance ahead. "There is going to be an advance in prices even though the war should cease. It is just as well to get the advance on the goods in stock now, though you did buy them much below present prices." He cited the case of a hardware man who was content with making a little on a very early purchase in saws when the advance was far beyond his prices.

Cost of labor besides the cost of materials became an increasing factor in the market now, stated Mr. Hubbard. Skilled labor was from 30% to 40% higher in market, and in saw-making it was hard to retain the help in Canada against the attractions of the United States, with their wage scales high also.

As to cost of materials, Mr. Hubbard gave contrasts. Billets formerly $28 a ton are now $40. Sheets once $1.90 a hundred are now $8.50. Nails formerly $2.00 are around $5.00, advances of several hundred per cent. as he pointed out.

"Advances in saws to date," said Mr. Hubbard are only about 85% to 100% in some instances. As a matter of fact saws have been sold here in Canada as cheap as in United States, and sometimes a little cheaper." Yet, as Mr. Hubbard pointed out, war taxes on materials in Canada placed the Canadian manufacturer at a disadvantage as compared with the United States maker. Factory costs in Canada he held to be 20% to 25% over United States costs. "Thus you see," he went on, "the saw manufacturer is not making any money to speak of, even if he may look prosperous. (Laughter.)

"The labor proposition," said Mr. Hubbard, "is the most serious we have to face. Laboring men are determined to have a larger and a stronger voice in industry than they have ever had in the world's history. When the boys come home from the war they will not take their old jobs up again to any great extent at anything like their old wage scale. There will be a higher scale of wages I think for years after the war ends.

"I believe I have outlined in these few words the situation as regards saws. We are not ourselves in position to want any great rush of orders. We are pretty well loaded up with all we can see our way to make, and what with government special applications to get O.K.'d it is pretty annoying to carry along business for saw-makers as well as the rest of you. As far as I know we have now about all we can handle. and as to the future I think that saws will advance very shortly."

In reply to a question as regards the adoption of efficiency methods in saw-making and how these would affect production and cost, Mr. Hubbard said:

"We are all quite agreed on that matter to try and cheapen our product, but the fact that we have to make a great many different types of saws reduces the chance of efficiency promotion to some extent. If you change work over from one type to another you cannot do it as efficiently. You gentlemen buy a great many different styles of saws. If you could only get along with about four grades we could give you in every case a better saw. Just now we have 48 grades with many different points, and many of these have to be hand-worked by specially trained men. Fitting has to be done individually. We study these things in our factory as far as is possible in a moderately-sized plant, but it is hard to get the maximum efficiency from moderate-sized plants turning out these many different styles of saws."

Shovel Situation, Present and Future

Consider Usefulness Before Attractiveness—Polished Shovel Offers no Advantage in Use—Opinions Voiced by W. E. Skelton

IN dealing with the "Shovel Situation, Present and Future as We See It," W. E. Skelton, assistant manager Canadian Shovel and Tool Co., Hamilton, Ont., alluded to present manufacturing difficulties and made suggestions to remedy same. His remarks follow:

"This is the subject on which I have been requested to make a few remarks. I am not quite sure if the gentleman who assigned this subject to me was purposely or unconsciously intending to play a practical joke or not, for the situation to-day is not what it was yesterday, and of to-morrow it would be hazardous for any mortal to predict.



W. E. SKELTON

Assistant Manager, Canadian Shovel & Tool Co., Hamilton, who delivered address before Ontario Retail Hardware and Stove Dealers' Convention on "Shovel Situation, Present and Future, as We See It."

"The exigencies of the steel market, subject to war and Government requirements, together with railroad embargoes and weather conditions, all combine to make uncertainties for the manufacturer to grapple with. No less perhaps than the steel proposition is the fuel situation. To those who have so far been favored with natural gas the severe weather of this winter has been very hard, and a change has been necessitated to fuel oil. Here again the sudden and abnormal demands have added further difficulties to those of transportation. Speaking from a manufacturer's standpoint who has experienced all of these troubles, my advice, if I may be permitted to give advice to hardware dealers, is to order their goods well in advance and be prepared to take the goods whenever and as early as the manufacturer can deliver. The old school book maxim that 'procrastination is the thief of time,' was never more true than it is to-day. I desire to emphasize this statement and repeat that the dealer is a wise man who takes his goods when he can get them.

"Gentlemen, I don't think I need to add one more word on this immediate topic. While the manufacturer has a great deal of trouble these days, there is no doubt also that the dealer has his time of worry when his goods are unreasonably delayed. Therefore, as you are all so intimate with these conditions, I will turn for a few moments to another side issue, which is of considerable importance at this time, aggravated as it is by this awful world-wide war.

"The issue I refer to is contained in the word 'conservation.' There are many classes of goods which are made more expensive by addition of work upon them, intended to make them simply attractive for sale, apart from any utility of the article. Indeed in some articles these embellishments, if I may so call them, tend rather to depreciate in real value the article embellished. Lest I should tread on others' corns, I will confine my suggestions to shovels and scoops, with which I am most intimately connected. Most, if not all, hardware dealers have been accustomed to buying and selling these goods polished, so that polishing is one of the details in the art of shovel making, and as one of the details, the manufacturer has to see that a sufficient charge is made to cover costs and insure a small profit.

"Well, now, I want to ask what advantage does a purchaser get by buying a polished shovel? I will answer that question by a direct negative, and say, none. In fact, I will go further and say he actually pays more money and buys an inferior shovel, than if he bought it black. When I use the term black, I do not mean that it is painted or varnished black, but I refer to the natural condition of the steel after it is forged or rolled. Any one with a technical knowledge of steel will understand that the outside surface of steel after rolling is of a harder nature than the inside, and therefore, to effectively polish the shovel it has to be pickled in a bath of sulphuric acid to eat away the hard surface, after which it can be more easily polished. You will readily perceive, therefore, that the purchaser of a polished shovel, for instance, pays more for a really inferior tool.

"Some people say that a polished shovel or scoop will work easier, this statement might possibly apply to a tool that had been crudely manufactured, but any modern manufacturer, with up-to-date machinery can make an unpolished shovel practically as smooth as a polished shovel when proper care is used. It would ill become me to be personal in my remarks here, but an instance which so aptly illustrates my words came to my experience some time ago that I feel it might be instructive to relate. A manufacturer of shovels from another country (I won't say where) asked the courtesy of going through a modern factory with which I am acquainted, and, in passing by some goods, his attention was struck by the smooth finish, and he asked Mr. Blank, 'how the dickens do you manage to make the goods so smooth and bright—have you some secret process?' Now, this was rather a pertinent question for one manufacturer to ask of another, and was not, I am afraid, clearly explained in reply, but to you here I may say, what struck the imagination of this visitor (accustomed to old style methods) was not something that had been done, but really was something that was left undone; in other words, the scale or surface of the steel had not been destroyed by imperfect working.

"And now, leaving preaching, I will show you in the matter of handles how we practise conservation in lumber. You all know the old style wood 'D' handle, to make which cuts pretty badly into a plank of ash timber, as compared to the way we now make handles. As ash timber became more scarce it was necessary to effect a change, and the band saw was made use of by cutting the blanks, heads and tails as it were, and, following nearly the shape of the D roughly. From time to time attempts were made to save this timber by splitting a straight stem, but for want of proper fastenings, and to some extent following the lines of the old D, was not successful until some years ago two patent applications were granted, both of which are now being used more or less. In fact the one owned by the company I represent has been well received by the trade, and is acknowldged to be fifty per cent. better handle than the old style D. The new patent D is not so subject to weather conditions, and the grain of the hand-grip, being in a lateral form instead of cross grain, does not crack by drying in the sun as does the old D."

Vagaries of Metal Market

Most Uncertain of Uncertainties—Copper, Tin, Lead, Zinc and Antimony Reviewed by W. G. Harris, Sr., President Canada Metal Co., Toronto

THE situation in reference to the various metals was thoroughly covered by W. G. Harris Sr., president Canada Metal Co., Toronto, who struck the keynote in his opening sentence when he said:

"The metal market of 1918, I suppose, is one of the most uncertain of uncertainties, particularly so of the kinds of metals, copper, tin, lead, zinc and antimony, around which my work centres. You can understand this, when you know that the ordinary price of tin is thirty-five to forty cents per pound, and it now stands at eighty-five cents per pound, and is scarce, and that for antimony the ordinary price is seven cents per pound, while during the past three years it has varied from this mark to forty cents.

"Copper, regular price of which would be twelve cents per pound, has varied up to thirty-eight cents. The Government of the United States has established a state of stability at present by making a firm price of twenty-three and a half cents on this.

"Lead, usual price three and a half to four cents, was sold in Canada last year around fourteen cents, then declined to seven cents and is now about eight and a half cents.

"Zinc.—We bought the last car of best grade V. M. spelter coming out of Belgium just before war was declared, five cents per pound laid down in Toronto, later we paid twenty-eight cents for ordinary grades of Prime Western spelter, not near as good quality, now eight and a half cents.

"Copper is a war material, and Canada was a most heavy user. During the first three years of the war our company bought a thousand or more tons, it being used particularly for parts connected with shrapnel fuses, bands for outside of shells, bronzes and brasses connected with ammunition plant installation and shipbuilding, and a general increase in ordinary business, but when the Government shut off on these shrapnel shells, the copper market declined quickly. Copper prices will likely be higher, for owing to the United States getting into shell making in earnest, large contracts are being placed. I, therefore, will believe it will advance.

"Lead.—The Canada Metal Company made thirty thousands tons of shrapnel balls, we bought our lead, first lots at four dollars and forty cents per hundred pounds, and then all the way up to ten and half cents on the American market. You can easily understand that this large tonnage, which is only a portion of that bought, would increase the price materially. The Canadians were the heavy users, and when the Canadians stopped buying there was a slump from ten

and half cents to five and half cents, making big losses to those with heavy stocks. However, since then there has been a slow but noticeable advance. The largest lead smelters are in America, and Canada has a very fine one at Trail, B.C. They smelt lead quickly and cheaply. Lead is therefore close at hand, and while due for higher prices owing to American business, will be affected quickly on any intimation of peace, therefore I mark lead for steady or higher prices, but it is well not to overload, for a decline to five cents would not surprise me if the dove of peace showed any intention to find a perch.

"Antimony is absolutely a war metal from the standpoint of tonnage. Ordinarily it is used for hardening newspaper metals, Babbitts, some lead pipe, Britannia metal, sheet lead, and some other domestic articles. Pre-war price was seven cents, war price up to forty cents, now thirteen cents. A good metal to let alone at present prices, except as a bullet hardener, twelve and half per cent. being used in British and American shrapnel now as the British and Americans are using more and more high-explosive shells, shrapnel is not in demand. We had a large tonnage bought at around thirty-three cents, when it dropped to seven cents, but later, with heavy purchases, it advanced quickly to ten cents, and at twelve cents some three thousand tons were bought; this left the market bare, with the result that it jumped to thirty-five cents, many cars being sold at around this figure.

"Spelter or zinc goes with copper in the manufacture of brass. Was five cents before the war, but after war started it advanced quickly to twenty-eight cents. Large manufacturing firms bought carloads a few months after the war started at close to thirty cents to be sure they would have metal for their galvanizing needs. The present price of eight and half cents is not high



W. G. HARRIS, Sr.

President, Canada Metal Co., Toronto, who delivered address before Ontario Retail Hardware and Stove Dealers' Convention on "The Metal Market."

under present conditions, and it is safe to have some of this around as there is not likely to be much change in the market. Large smelters having been built on a twelve to twenty cents price, they must run or close down and sacrifice their investment, small profits rather than none being their present motto. Do not expect zinc for these reasons to run to high levels during 1918.

"These are my own ideas of the value of these metals, formed from the experience of the past thirty-five years, and the intensive, close, every-day touch with the market, but none of these ideas are infallible, for I could tell you experiences for hours, success and failure of profit and loss.

"Tin.—The aristocrat of commercial metals. I can remember when I first became acquainted with tin, bought the first tons at twelve cents per pound. This was at the low, and refused to put in any stock at fifteen cents, then seventeen cents, but at twenty cents bought. Lost my first money, some five hundred dollars on tin, when it declined on a bull purchase from £62; today it is quoted in London at £327, and owing to the sinking of ships containing one thousand tons, the London Tin Committee refuse to allow any shipments either to Canada or the United States; this is to-day's condition. Therefore, would advise you to cover your requirements, but as there is an old saying, 'Whatever goes up is sure to come down," do not overload. I do not expect to have lower prices on this metal for some time. Tin is mined in places at a great distance, and ships are scarce, and apparently getting scarcer, they being required to carry men and food. Coal, you all know about. I have seen hundreds of people with bags and money begging for fifty pounds of coal in a city not as far from the coal fields as Hamilton. This is the idea so far as tin, and to those using it, it is as well not to be too short. The heaviest use for this today is for tinning sheets, canners and can making, genuine Babbitt for warships, machinery and solder wire or half and half.

"I have only skimmed over the subject, but I am sure you do not wish me to give you a lot of detailed figures, you can get these from your trade papers, but I feel that as my interests are your interests, you appreciate the ideas of one who risks his money and gives every hour of the day checking and counter-checking the variations in the pulse of the metal market.

"In summing up the metal market, you will understand there are London, Singapore, New York, Toronto, and your city or town metal market, all with different conditions. The difference is so great that they must be taken into serious consideration, freight congestion, embargoes, etc, make it that the man who has the goods can sell them and get his price, whereas the man who holds off gets nowhere. Many times I have been conservative and refused to stock up, but have learned the lesson and want to have a stock regardless of what the market may be in the future."

The Ready Mixed Paint Outlook

Optimism Must be Ruling Spirit For 1918—Believe in Value of Merchandise and Make a Profit—Message of F. J. Penberthy, Manager Lowe Bros., Ltd., Toronto

ILLUSTRATING many of his points by the use of charts was a feature introduced into the address given by F. J. Penberthy, manager Lowe Bros., Ltd., Toronto. Mr. Penberthy dealt with the "Ready-Mixed Paint Outlook," and on the charts, which were hung up across the hall, showed where advances in the manufactured product had by no means reached the percentage of increase recorded in raw materials. Mr. Penberthy outlined the situation as follows:

"As a foreword I wish to say that the ready-mixed paint outlook for 1918 depends entirely upon the state of mind of the merchant. Optimism must be the ruling spirit for 1918. Remember the general truth, 'As the thought, so the feeling.' Make the quality of the thought optimistic and constructive and the feeling is optimistic and constructive; make the quality of the thought pessimistic and destructive and the feeling is the same, hence the great importance of acquiring the spirit of optimism.

"In order that the state of mind be tuned to a degree of optimism, it is necessary for the merchant, first, to believe that the level of prices now ruling is warranted, and, secondly, to see a profit to the credit of his paint department at the end of the year.

"The ten minutes given me is not sufficient to verbally go into details regarding the present level of prices made necessary by the increased cost of raw materials—the extraordinary high cost of production—a scarcity of many materials essential to paint manufacture and reason for same, although all of these are the influences that govern the manufacturer in establishing the selling price of ready-mixed paint.

"The charts I have arranged show the percentage of advances on a number of important articles used in manufacture of paint and varnish. There are innumerable advances not shown on the chart exhibit that also have an influence on the cost of the finished product. These percentages are based on the market price of these materials on January 1, 1915, and January 1, 1918. Since that time further advances have taken place in practically everything shown on these charts.

"By studying these charts you must recognize that the paint manufacturer has not been inconsiderate in establishing his selling prices. You also must realize that in trying to decide upon an advance he has taken into consideration the effects of such an advance on your trade. From my experience in making the advances which have been found necessary, I am inclined to think that we, that is you merchants and we manufacturers, have approached this condition with fear and trembling instead of looking at it boldly as an inevitable condition, and we have gone on making small advances when we should have made greater ones; we have been afraid to advance our selling prices to a level that would give us the profit warranted on our investments. In other words, we have lacked courage.

"A recent report made by Trade Commissioner Edward Hurley, of the United States, stated that there were 250,000 corporations in the United States in the year of 1917.

"Of these 250,000 concerns, 100,000 declared no dividends whatever—in other words, they failed; 90,000 declared a profit of only $5,000 or less, and the small minority of 60,000 made a profit on their investment of $5,000 and over.

"Commenting on this report, a business expert stated that conditions in Canada were even worse than these figures show, and this astounding state of affairs was not brought about by any lack of capital, shortage of labor or material, but it was brought about by lack of man power. The term was used in this sense to apply to ability and courage—in other words the failure was attributable to a lack of courage and efficiency to procure a fair profit on the investment.

"If, as we know, man power is the greatest asset we have in the world to-day, and if man power is to adjust the world's affairs through its activities, research, knowledge and courage, why not develop your man power and change the state of affairs existing in Canada whereby nine-tenths of the corporations in this Dominion have not made any money on capital invested?

"Courage is defined as that quality of mind which enables one to encounter difficulties with firmness, or without fear or depression of spirit, boldness, bravery, spirit, daring resolution. It is the absence of this quality which accounts for the "failure," and "hand-to-mouth man."

"The outlook for the paint business in 1918, gentlemen, is just exactly what you

make it. Paint will be used, and the price will be paid for either good paint or cheap paint. You can follow the line of least resistance, building up a business on a cheaper line of paint, but to follow this line of least resistance is not necessarily advantageous; it is more often the opposite, and, indeed, applied to the question at issue, it is disastrous.

"If to you the paint outlook for 1918 is unpleasant, do not blame conditions, blame the man on the lookout. If I could impress upon each one of you the big part that manpower plays in your business, and you applied the great force that is inherent in you, then I could safely guarantee the success of each and every one of you.

"Courage is the weapon that the successful business man uses against the tendency to follow the line of least resistance, when that course is unprofitable. To ask the price to which you are entitled for high quality and thereby make a sale, not only profitable to yourself, but also to your customer; to establish your business on a firm foundation, one which will withstand the ravages of war, financial depression, crop failures, or any other business condition which might affect a business less firmly established than your own, requires that enviable quality—courage.

"The manufacturers have given money, time and man power to the building up of a selling service in order to assist you in marketing the goods of their manufacture which you handle, and, bear in mind, that in making this statement, I am a representative practically of all the paint manufacturers in the Dominion of Canada. I am not giving this message from an individual firm, but from all of them, and all of them have within their institutions that man power which builds up this selling service.

"Are you taking advantage of it? Do any one of you on a cold winter's day or a wet Spring day, when customers are not coming to your store, go to the telephone and call up John Smith in the country and say, "John, do you intend to paint your house this year, or your barn, or your wagon or your buggy?" and do you add, "Well, how about your neighbor Brown's house, have you heard him say anything about paint?" Do you get one or two dozen such prospects over the telephone on business days when customers are not coming to your store, and do you send the names of these prospects to your supplier so that he can bring business to you?

"Remember the other fellow out in the country, even though a great many of you here to-day enjoy a splendid city business. He is worth going after, and he has no argument to advance as far as price is concerned. Paint to-day is cheaper to John Smith out on the second concession than it was in 1914. At that time, when John drove into town he had to bring twenty-five bushels of wheat in order to get ten gallons of paint. To-day John can get ten gallons for sixteen and a half bushels of wheat, so, in reality, paint is cheaper proportionately speaking to-day than it was in 1914.

"Knowing that as soon as snow begins to disappear your customers are going to think of painting; did it ever occur to you to stack up your entire ready-mixed stock in the front of your store where your customers would have to walk around it in order to get in to buy some small piece of hardware? This was done successfully by an aggressive merchant in a town of 1,200 inhabitants.

"About the first of March he would stack all his gallon, half-gallon, and quart cans in a pyramid in the front of his store. Everyone entering or leaving the store would be forced to walk around this obstruction of paint. Each one passed a joke about it, but when Spring opened up everyone that had a painting thought in mind identified this merchant's store as the paint store of the town, and he built up in three years a business amounting to one gallon of paint or its equivalent for every man, woman, and child in the whole township, which means that he sold the equivalent of 2,000 gallons of paint a year.

"I know another merchant who, I believe, is present here to-day, in the farming community who always kept a can of red waggon paint open on his counter. Each farmer that came into his store would be invited to look at this can of wagon paint. Needless to say this merchant sold enormous quantities of red wagon paint.

"Another merchant friend of mine seemed to run to wagon paint. I never knew exactly what his thought was except that he believed that every farmer's implements should be painted, and he placed his opinion before every farmer that came into his store, and he everlastingly talked wagon paint. The consequence that he would order a hundred quarts of wagon red in one order.

"These instances are not remote. Our worthy secretary, I understand, had his town paper knock up about a dozen newspaper electrotypes and run off a number of sheets which, when cut up, produced several hundred attractive circulars at a very low cost. These were distributed as hand bills and produced results.

"There are hundreds of ways where aggressiveness and individuality can be demonstrated. It is all just a case of state of mind, gentlemen, psychology, salesmanship, optimism, anything you want to call it so long as it does the business and the merchants mentioned and the towns are not any different from you merchants and your towns.

"The paint situation is just exactly what you make it. If you go after business you will get it. Throw the whole weight of your personality, your personal power, against those disturbing elements which seem to force themselves to the surface, put forth a forceful aggressive campaign to your paint department this coming year and it will be surprising what you can achieve when you have awakened those latent forces which you possess. Take away your business and leave you, it will only be a matter of time until in one field or another you will be reinstated as a business man, but take away you, the man-power, and the goods, equipment and business will rust."

"When you feel down in the mouth, remember Jonah; he came out all right."

The question was asked Mr. Penberthy why manufacturers did not confine their energies to high-grade paint only, getting away from the cheap lines. His reply indicated that this must be a gradual process, but that the manufacturers were working towards that end. "The customers get just what they pay for it," Mr. Penberthy said, "and the firm selling cheap paint is not fooling the public."

The charts which Mr. Penberthy used will be reproduced in HARDWARE AND METAL.



F. J. PENBERTHY

Manager, Lowe Bros., Ltd., Toronto, who delivered address before Ontario Retail Hardware and Stove Dealers' Convention on the "Ready Mixed Paint Outlook."

A Forecast on Sheet Metals

Canadian Imports and Production — Future Prospects Excellent

Address by A. T. Enlow, President, Dominion Sheet Metal Co., Hamilton, Canada.

SHEET metals have had a very prominent part in the upbuilding of industrial and agricultural Canada in past years. They are playing a good part to-day, although not regarded as in the war munition class, and after peace returns they will again come into their own and the consumption will reach unheard of totals. This statement is made with the full knowledge of what Canada formerly used and is using to-day.

Prior to war times the consumption of galvanized sheets in Canada was about 55,000 tons per year, in addition to 65,000 tons black sheets, making a total of 120,000 tons.

TABLE SHOWING CANADIAN IMPORTS BLACK AND GALVANIZED SHEETS (net tons).

Fiscal year	Black Sheets from U.S.	Black Sheets from England	Total	Proportion from England
1913	66,063	7,377	73,440	10%
1914	39,125	15,954	55,079	29%
1915	29,054	7,260	36,314	20%
1916	46,512	1,333	47,845	3%
1917	50,784	2,258	53,042	4%
	Galvanized Sheets from U.S.	Galvanized Sheets from England		
1913	28,111	28,095	56,206	50%
1914	16,996	33,758	50,754	66%
1915	15,130	20,185	35,315	58%
1916	17,441	6,542	23,983	27%
1917	10,529	455	10,984	4%

CANADIAN PRODUCTION GALVANIZED SHEETS (net tons).

	Tons	Comparison with total imports
1915—5 monthly only....	2,791	8%
1916	7,037	30%
1917	10,895	99%

The farmer has been the largest user of galvanized sheets in Canada, with the building trades one of the principal consumers of black sheets. Last year and at present the farmer practically dropped out of the sheet market, and after the completion of existing building projects that item was also reduced to a minimum as a consuming factor. The railroads have always been large users, and they too have reduced purchases to a minimum, so that you will agree that the present consumption represents that part which is indispensable. Estimated from Customs records for a portion of 1917, the present consumption of galvanized sheets is from 20,000 to 25,000 tons per year, and black sheets about 50,000 tons. The prices in 1917 represented practically three times the normal price to the consumer, thus indicating conclusively that there is no satisfactory substitute for steel sheets.

It is interesting to note the reasons why

a large portion of buyers changed their source of supply, notwithstanding their sentimental preference for England, and this apparently has been due to the very important factors of reduced time required for shipment, the very considerable reduction in damaged goods, and the fact that it was unnecessary to tie up so much capital as would be required by purchasing a half-ton case of sheets in one gauge and size. The writer appreciates that to-day some dealers still argue in favor of crate shipments, but it is equally true that



A. T. ENLOW

President, Dominion Sheet Metal Co., Hamilton, who delivered address before Ontario Retail Hardware and Stove Dealers' Convention giving "A Forecast on Sheet Metals."

there is still a ready sale for old-fashioned razors and "Teddy Bears."

Many makers in the U.S. very naturally regarded Canada as a sort of "dumping" ground, to be used when business was slack and they wanted to stimulate tonnage production, and on the contrary as promptly forgotten and neglected when their order books were overflowing with domestic business. They were forced to compete against very low prices made by English mills, with a much reduced scale of wages, and in addition the 5% duty existed, whereas English sheets came in free of duty, consequently sold at an average lower price, all of which indicates that the Canadian buyer would really prefer to buy sheets made on this side of the water.

At the present time the supply from England is almost entirely cut off, and until the beginning of 1918 Canada has depended on the U.S. for her supply of black sheets, but now there is a Canadian mill producing these at the rate of 20,000 tons per annum, and they state that if the demand warrants doing so they can double the output, provided, of course, that the cessation of war would release a sufficient quantity of steel now largely used for war requirements.

It is a big proposition these times to get together a sheet mill organization in Canada, because American sheet mill workmen are the highest paid manual laborers in the world, many of them earning from seven to ten thousand dollars a year, and it is absolutely necessary to have experienced men. Under these conditions our friends who are embarking on this business should have the support of Canadian buyers, because notwithstanding their best efforts they will inevitably sustain a loss for some months to come, and in this connection we are glad to be able to say that the quality of their sheets, both as to working up quality and finish compares very favorably with the best brands from the United States or England.

Most of you are aware of the fact that galvanized sheets have been made here in Hamilton for three years, the shipments within that period having aggregated nearly $3,000,000, although a small portion of this was for shipment to British possessions outside of Canada.

The production of galvanized sheets—an entirely separate and distinct process from making black sheets, is at present at the rate of 12,000 tons per year, which could be increased under favorable conditions to 20,000 tons.

It might be a matter of considerable interest to hardware dealers and sheet metal workers in Canada to know that prices of galvanized sheets in Canada during the year 1917 actually averaged less to the trade than in the United States, notwithstanding the duty and war tax. It was our good fortune to have some advance knowledge of conditions, which enabled us to protect our jobbing and manufacturing customers well in advance, and at favorable prices, and they in turn played fair and gave to their customers a very considerable portion of this benefit.

In addition, we have from time to time enacted the trying role of general trade advisor through the advertising pages of Hardware and Metal, warning our friends in the trade not only when to buy prior to advancing markets, but in one period during 1916 emphasizing the fact that sheets could shortly be bought at lower prices, which eventually saved many dollars to the readers of this very admirable publication.

From the foregoing it will be clear to you that Canada has made a start in the matter of producing a good portion of her own galvanized sheets requirements, and we have always been of the opinion that the Canadian buyer will give preference to the home product, price and quality being approximately equal to the imported article.

As to the possibilities of future consumption of sheets in Canada, it would appear that when the farmer and builder get back into the game with their large reserve buying power there will be an avalanche of business in these commodities, as the buying power of the average individual who is normally interested in the purchase of sheets has been greatly enhanced within the past two or three years, and it will only require a reasonably low price, which we predict will not be anywhere near the low prices existing immediately prior to the war period, to bring out these buyers.

For the immediate future supplies of both galvanized and black sheets will be small, not so much on account of insufficient producing capacity, but due to the fact that the production of steel is insufficient to cover urgent war requirements, and to allow full production in articles of a more peaceful nature. Naturally the war products will have preference which will extend also to transportation, the worst feature at the present time.

The recent order issued by the United States Government making it necessary to secure a license to export sheets and other steel articles was modified to exclude black sheets, but advice now at hand indicates this order has gone into effect again and will very likely stay this time. This will work out to a point where a virtual famine will exist in sheets in a very short time, and no surplus whatever may be looked for.

The tinsmith and sheet metal worker will be able to help greatly at this time if he will carry only moderate stocks, and especially if his specifications can be simplified by cutting down the number of gauges and sizes. Various parts of the country have peculiarities in this respect, and it now requires about one hundred and thirty different gauges and sizes to fill these orders, whereas at least half could be eliminated with great resulting benefit to both the producers and consumers.

Canada heretofore has been prone to sell her low-priced raw materials and buy the other fellow's finished products, incidentally accepting the role of chronic borrower to enable her to pay the difference in price. It is the general opinion that this condition will disappear with the war and that Canada will hereafter produce a much larger proportion of finished products, including sheets, and that as a result her favorable trade balance will be the envy and admiration of the rest of the business world.

The present unprecedented conditions have demonstrated that we have the finest Government extant; a "Premier who sits steady and refuses to allow anyone else to 'rock the boat'"; railways that have solved the bulk of their troubles and are all capable of handling much larger business; a supply of unfailing Hydro-electric power, sufficient when developed to enable us to forget coal; and manufacturers who have improved their financial position during the war period and will thus be able to independently develop many lines of remunerative trade with great benefit to all who make Canada their home.

Hinges and Wrought Hardware

Elimination of Many Sizes Advocated—Organization Basis for Great Good, Opinion Voiced by A. F. Hatch, Manager Canada Steel Goods Co., Hamilton

SPEAKING on "Hinges and Wrought Hardware," A. F. Hatch, of Canada Steel Goods Co., referred in opening to the advantages of organization, and said:

"Gentlemen, you have one of the most important and far-reaching organizations connected with the trade of Canada. There are some men, bright business men, who are as yet not members of your organization. I never can tell why they are not members. I am no believer in combines, but I am a great believer in organization, and I think if this were always impressed on you strongly by your trade journals, still greater results would be secured. Records show that there are fewer failures in the hardware business as compared with all other trades in the world. There are certainly fewer failures in the hardware business than there are in any other line of business in Canada. Shakespeare has said that there is a tide in the affairs of men, which, taken at the flood, leads on to fortune, and I would point out to you gentlemen present, that the flood tide in the hardware business is setting in now. Taken advantage of, it will lead you to still greater success. A few words more on this matter of organization, gentlemen, and I will proceed with my subject. You have in your body, brisk, brainy business men. These should take more to do with affairs of the association. That will make it an even greater success. I note that the officer bearers are often about the same from year to year, they may just change jobs around. There should be an opportunity here for others to take part. Is it because of a reluctance to act, or just a desire to leave the work to others that this happens? However, I have not any doubt but you have many critics whose only power lies in the direction of the convert who had been a very fault-finding fellow, and whose first prayer on conversion was to be on the subject of service to others. Everyone who

knew him wondered what he'd say. His prayer was, 'O Lord use me in an advisory capacity' (laughter).

"We are here, in Canada, gentlemen, to make a living, but we are here to do more. We are here to make our country. We have



A. F. HATCH

Manager, Canada Steel Goods Co., Hamilton, who delivered address before Ontario Retail Hardware and Stove Dealers' Convention on "Hinges and Wrought Hardware."

a duty to our country. Homes have to be built here, and it is the business of the manufacturer to help build the homes. Here is where, at this time, the manufacturer has a special duty and field of effort, the business of finding materials to make the goods you gentlemen are to sell.

"The thought most prominent in your minds just now, I think, is whether goods are going to be any cheaper. Is wrought hardware going to become cheaper? Gentlemen, I say no. It is going to become dearer, I will tell you why. There is a tremendous amount of detail in making a piece of wrought hardware. I always envy the man who has only a stove to make, and can just pour a little iron into a hole in some sand and get out a stove (laughter). But there is far more detail than that to consider in turning out a piece of wrought hardware. In the first place we must have for it a piece of metal of a quality which is hardly made to-day at all, that is low carbon steel.

"Nearly all the mills in the United States making steel at all to-day are making steel for munitions purposes, shell steel, which contains 55 per cent. of carbon, and a great deal of scrap which has to be re-sold to manufacturers who do not need a steel that will bend to make their product. As a result this soft low carbon steel is very scarce, and as it is used in immense quantities for products made from it the demand is very strong. We could sell our low carbon scrap at as high as $30 a ton.

"Take a hinge now as an example of the product. You think of it as a little bit of hardware, in a box it may be, for which you pay 25 cents. You mark it 40 cents and get it across the counter to a customer, and there's all you need care about it you may think. Well, there's more than that. We make 43 different kinds of hinges and in 441 different sizes at that, and I really think that in these days of economy it is a positive disgrace that the retail merchant does not throw out the sizes he handles that are unnecessary.

"Many of you gentlemen seem to be afraid to say to a customer that you have not the special size he wants, and to get him to use a size that would serve him every bit as well. Take butts again. If you would only get into the way of handling butts in about six sizes, cut out all the quarter sizes and unnecessary numbers, and let us use the metal left to spare to much better advantage, that would mean that we manufacturers would no longer be getting into disgrace with you for not being able to deliver special numbers and sizes in these times, for you would be saying to your customers, 'Use standard sizes.'

"Soft steel is scarce, very scarce. Let me tell you gentlemen, you are going to find that a lot of the wrought metal hardware you could formerly buy is soon going to be impossible to buy at all. A lot of agents have been going around the country picking up hinges, etc., a half dozen here and a dozen there, and where have they been going do you think? To wholesale houses across in the States to be sent to fill the great demand of countries which formerly got their supplies from Germany.

"We could send out any amount of hardware to meet foreign demand, but we make it a principle to fill our home trade's requirements first in every case (cheers). We have an order for $1,800 worth of hinges for India which we have had on the books for some time, for it was accepted only with the clause in the contract that it would not be filled until home trade requirements were first met.

"The matter of steel is going to be still more troublesome with the United States now fairly into the war. When the U. S. entered the war the books of the steel trade in that country showed that 82 per cent. of the output would be needed for the war. It looked as if we might expect a little share over for our needs. But what with transportation and other industrial delays it turns out that the U. S. steel industry has its output reduced by 50 per cent. That indicates to you how much we can expect from there in the way of steel."

As indicating what the outlook is to be, Mr. Hatch called attention to the drop in railway stocks. The reason for that is the heavy depreciation in rolling stock and roadbeds. Actually since the war the U. S. railways have not done more than replace outworn rolling stock, locomotives included, not a single new unit has been added. All this will have to be re-supplied, and the depreciation, referring to taxation ahead, Mr. Hatch mentioned the estimate of $800,000,000 made by the Finance Minister at Montreal, and stated on good authority that the war tax on imported goods, hardware included, would certainly be materially increased. This fact was heard with evident interest by the gathering, and made a great impression.

"After the war the banks might be expected to call in their out-standing money. Men who have been borrowers will do the best they can," said Mr. Hatch, and he concluded with these words:

"My strong recommendation to you all is to make sure you have enough material to supply the people. Then have a good stiff backbone and point out to them that you have to pay more for your goods, and do not give your goods away."

Outlook From Wholesalers' Standpoint

Manufacturers' Outlook is Jobbers' Outlook—Am Ardent Supporter of Profit, States T. B. Williamson, H. S. Howland, Sons & Co., Toronto

IN opening his address, T. B. Williamson, H. S. Howland Sons & Co., Toronto, said: "There is not a great deal that I can say as to the outlook for 1918. The men who have preceded me have covered the field very thoroughly and it must be remembered that we are jobbers, who depend on the manufacturers for our goods. The manufacturers who have addressed you have given you an insight as to the difficulties they have to encounter in producing goods and there is not any more that I can add."

"It must be remembered," Mr. Williamson continued, "that we have not only the lessened production by manufacturers to face, but transportation is such that we cannot even estimate when our goods may arrive. This is likely to result in 'short lists,' which may grow longer than the invoice.

"The manufacturers' outlook is really our outlook; we are distributors of merchandise, and it is impossible to predict what may happen. Just at present I feel like buying everything we can get, not for speculation, mind you, but for normal trade with an average year's increase allowed. In fact, I may say that we have bought heavily, goods for the Spring and Summer trade, and where possible, have placed orders for Fall delivery. But it must be remembered, gentlemen, that we have not yet received all of the goods on order and have no guarantee that we will be able to secure delivery. The buying spirit is predominant now, but with conditions changing so rapidly, next week or next month we may be sitting tight.

"Might I offer a suggestion here to the retail merchants, which will not only benefit the retailer, but will enable the jobber to maintain a satisfactory service. Knowing conditions as they are, how difficult it is to secure a great deal of the merchandise from the manufacturers, will you, Mr. Retailer, help relieve the situation to this extent: When you give a representative an order or send in an order by mail to your jobber, permit substitution as a means towards securing and upholding satisfactory service.

"When you place an order for 'bent strapped' hay forks, indicate whether plain ferrule will do; when you order two-inch butts, state whether one and three-quarters or two and one-quarter inch will answer; when you select a padlock priced at $2.00 per dozen, advise whether another style at



T. B. WILLIAMSON

H. S. Howland, Sons & Co., Toronto, who delivered address before Ontario Retail Hardware and Stove Dealers' Convention on the "Outlook From the Wholesalers' Standpoint."

the same price will answer your requirements. In this way, gentlemen, you will permit the jobbers to render you a very good service, otherwise, with the shortage of goods now existing, service must be curtailed.

"There is another point I would like to discuss, gentlemen, and that is the matter of profit. I am an ardent supporter of profit, for without profit, no business can continue for long. During the first year, yes, even two years of the war, it was evident that many retailers did not follow the market in marking up their stock. They sold goods on the basis of old cost, and this in view of the fact that their overhead expenses, in fact all expenses were climbing rapidly, and that the profit at which this merchandise had been marked was insufficient in war time. I don't think, gentlemen, that any of you to-day are following that policy, but if so, I would bring to your notice one or two matters which may give you food for thought.

"In pre-war times goods costing $2.00 and even $2.25 per dozen, usually sold at 25c each. Those same goods to-day would probably cost you $3.00 per dozen, but a selling price figured on former margin making $4.50 would be insufficient now.

"You labor is higher, your freight and cartage higher, your delivery charges higher, in fact there is not one single item entering into the cost of doing business which is on a level with what I might almost term pre-historic days. Are you considering these points in determining what you selling price will be? If you are not, gentlemen, you are not watching those details which make for profit in business. A margin of profit sufficient three years ago is inadequate now, so by all means look into the question seriously.

"There is taxation to be considered as well. As one of the speakers indicated to you, this is going to assume enormous protions, and you must be prepared so that it won't swamp you. And it will continue for some time after the war. I tell you, gentlemen, that unless you provide against the lean years which are to come when business will be curtailed and you will be carrying a heavy burden of taxation, unless you take advantage of the opportunity to make profit on a rising market, I say to you most emphatically, 'God help you, for the bankers won't.'"

Building Prospects for 1918

Standardization in Construction of Homes Suggested in Address by G. T. Barrett, President, Bishopric Wallboard Co., Ottawa

"THE Building Prospects for 1918" formed the subject of the address given by G. T. Barrett, president, Bishopric Wallboard Co., Ottawa. Mr. Barrett outlined influences which had caused depression in building operations and suggested standardized homes to overcome some of overcrowding in cities and manufacturing communities. His remarks are given herewith:

"It is certainly a great pleasure to me to meet this large and representative body of the Retail Hardware Dealers' Association of Ontario, and it is a pleasure to note that the hardware men of Ontario recognize the value of co-operation and exchange of views on matters pertaining to their own particular line of business.

"It has been suggested that I say a few words to you along the line of the building prospects for 1918, and I wish I could predict, with even reasonable certainty, what 1918 has in store for us as regards building. On looking back to the banner year of 1912, we find, in thirty-five of our larger Canadian cities that the building permits issued totalled one hundred and eighty-five millions, while in 1917 the total permits issued in the same cities were only thirty-five millions, a reduction of one hundred and fifty millions, or approximately eighty per cent, but I firmly believe the minimum has been reached.

"The war was the primary cause for this falling off in building, yet to-day the increased cost of raw materials and labor, amounting to forty or 50 per cent. or more is having a great effect upon present building operations. I am convinced that, in order to offset this extra cost, prospective builders, as well as manufacturers and dealers, should study the tendency to standardize building construction. This is one method of reducing the cost, as by adopting proper designs, much material and labor could be saved.

"It behooves us, as business men, to consider very carefully the housing problem for this particular class of workmen. Some of our larger industrial corporations are erecting homes for the men employed by them, and these are rented to them at a moderate rntal. This proposition should not be confined to the larger industries, but the smaller manufacturers and the farmer should also take up this work if we are to get efficient and satisfactory results from our employees. It is essential that we look after their interest in this respect, by providing them with homes that are warm and durable, and at a cost within their means.

"We are well aware that the most important thing we have to do is to increase production. In this way Canada can, and is doing, her share towards winning the war. The next important from my point of view is the construction of modern homes. There is always a certain amount of labor unsuited to farm work which is available for this other important point.

"What are we going to do to construct homes for ourselves and our employees which can be rented to our working classes at a rent which they can afford to pay, and yet give a reasonable return on the capital invested.

"In order to do this we must substitute materials which are being manufactured to replace those materials formerly used in construction, and all of these substitutes have their merits, and can be used in practically every class of construction. There are those that are made for interior work only, but others can be used successfully for exterior work and from information received from some of the leading architects and contractors, the use of these substitutes will reduce from twenty-five to forty per cent., the present cost of building. In other words, with these building materials a building can be erected to-day at the same cost as in 1912, and at the same time, a warmer, better, more durable and artistic building can be had. In connection with this saving there is also a large saving of time and labor, and this is a time when the saving of labor is a most essential point.

"The hardware man or the hardware dealer is the first man that the builder gets in touch with when he anticipates the erection of any building, particularly in the smaller town or rural district where there is no permanent architect. The hardware dealer is in on the ground floor in this respect, as it is to him that the contractor or home builder goes for information as regards the cost of cement and materials that he may require in connection with his excavation work. I am sure that the manufacturers of these various materials will co-operate with you in every way, and by this co-operation the building permits for 1918 will show a large increase over those of 1917.

"I leave these few remarks for you consideration, hoping that some of the points brought out will be of some material assistance to you during the year."

THOSE IN ATTENDANCE

A partial list of those in attendance at the convention follows:

J. W. Birch, Beamsville; W. F. Macpherson, Prescott; J. N. McGregor, Oakville; Jno. Caslor, Toronto; A. F. Wright, Hamilton; Albert Wademan, Markham; A. E. Bottom, Bobcaygeon; James McGregor, Caledonia; Nelson Mills, Hamilton; E. T. Carter, Jarvis; N. R. Pond, Jarvis; Fred G. Murray, Cayuga; Geo. D. Hubbard, Barrie; Fred W. Otton, Barrie; W. A. Rankin, Ottawa; A. M. Oldham, Weston; R. Hadden, Picton; W. H. Lont, Collingwood; F. B. Smith, Belleville; H. E. Fenwick, Toronto; Harry C. Pattinson, Niagara Falls; W. J. Bell, Beeton; Will H. Boyle, Napanee; F. W. Silvester, Stouffville; G. Mathewson, Toronto; W. E. Platt, Toronto; Geo. A. Davison, Woodstock; Christie Bros., Toronto; C. M. Kennedy, Toronto; Arthur H. Lake, Toronto; Blake L. Booth, Welland; John W. Zavitz, Wallaceburg; N. Zavitz, Wallaceburg; W. H. Cuddy, Strathroy; J. C. Kayser, Simcoe; F. E. Hendershot, Mt. Forest; J. C. McFadden, Toronto; D. G. Carter, Picton; J. W. Peacock, Toronto; R. McGregor, Oakville; A. G. Anderson, Port Dover, Ont.; R. J. Carroll, Toronto; E. E. Johnston, Lansdown; F. A. Coons, Winchester; H. L. Myers, Stratford; M. Phillips, Toronto; F. H. Sheppard, Burlington; D. A. Haig, Lansdowne; Gordon Colton, Burlington; S. R. Peash, Rockwood; E. Jeffery, Midland; Chas. Hartman, Midland; R. M. Cleinenk, Milton; R. H. Hillhouse, Clifford; R. McAlpine, St. Mary's; G. McLaren, Port Elgin; Julius Perrault, New Liskeard; John Douglas, Wroxeter; H. E. Moore, Oakville; W. W. W. Morgan, Norwich; B. E Webster, Hamilton; E. T. Coleman, New Dundee; L. C. Lashbrook, Ayr; D. K. Clarke, Hamilton; C. F. Fawcett, Tweed; R. J. Walkem, Tottenham; John C. Dent, Bothwell; Wm. M. Kerr, Dundas; G. E. Baxter, Little Current; Jas. Ivery, Toronto; F. A. Noden, Toronto; Jas. D. Smith, Baysville; J. E. Hewitson, Toronto; Wm. C. House, Trenton.

Letters of regret and apology for unavoidable absence were read by the Secretary from Adam Taylor, president Canadian Manufacturers' Exhibitors' Association; Past President C. W. Conn, Past President M. S. Madole, and Vice-president E. Wanless.

Luncheon Given by Manufacturers

Luncheon was tendered to all the delegates by the Hamilton hardware manufacturers, Robert Hobson, Steel Company of Canada, presiding. Addresses were given by A. F. Hatch, J. N. McGregor, W. F. Macpherson, D. A. MacNab, T. B. Williamson.

At Wednesday evening's session cigars were provided by the Retail Hardware Association of Canada.

HELPED CONVENTION TO SUCCESS

President McGregor Praises the Members for Their Attendance at the Meetings, and Thanks HARDWARE AND METAL and its Editor for Appreciated Assistance

In announcing proceedings of Wednesday evening session to the association members before the afternoon session dispersed, President McGregor took occasion to pay especial compliment to the speaker of the evening, Mr. G. D. Davis, and to HARDWARE AND METAL, of which paper Mr. Davis is editor and manager. "I want to draw to the attention of every member of this organization the magnificent assistance that has been given the Retail Hardware and Stove Dealers' Association of Ontario and this Convention by the splendid advertising given the Convention in HARDWARE AND METAL for the past three or four months," said the president. "I want also to express here my great ap-

(Continued on page 92.)

Wanted--Business Courage

Advertising an Obligation to Ultimate Buyer—Quickest Way to Strangle Manufacturing is to Shut Off Advertising and Selling—Retailer and Manufacturer Can Work Together

Address by A. A. Briggs, Advertising Manager, Dunlop Tire and Rubber Goods Co., Ltd., Toronto, Canada, before the Ontario Retail Hardware and Stove Dealers' Association.

PASSING, as we are, through the most perilous time in our history, when manufacturing and merchandising are being tried in the great crucible of public opinion, it is but natural that advertising as a commercial factor should be both hailed as a wonder and assailed as a blunder. Because retail advertising is unalterably linked up with manufacturers' advertising, it is important that we have a clear idea of just why manufacturers in general should continue their publicity policies at the present time. This means stating some new truths and restating some old ones.

As we see it, advertising, viewed in the non-competitive sense, is an obligation to the ultimate buyer. By perpetuation it becomes a guide to that buyer and an asset to the manufacturer. Strange as it may seem, often the accompanying good in other directions ensures the greatest benefits to the people from manufacturers' advertising. For instance, take the automobile. The publicity which sold millions of cars also in the end brought thousands of miles of good roads. This, of course, means a help to the farmer. Selling automobiles also effected a tendency to build homes with more ground around, because of the necessity created for garages. This naturally means better hygienic conditions.

Various other industries could be quoted to show the broad scope of advertising benefits, but no man—no matter what little he knows about advertising matters in a technical sense—can deny that this potent force in furthering sales is really the best safeguard the public can have of honest efforts to serve them. Combines, as a rule, do not advertise. If they do it is in a secretive way and, therefore, never reaches the maximum of effectiveness. And whether you, as a dealer, are aware of it or not, manufacturers' advertising unquestionably raises the standards of quality by raising the standards of demand. Likewise it makes for cleaner stores, better help, better hours, and better service in general.

So that battling for place in the commercial war means the manufacturer, who shows his hand in the beginning by advertising, must continue that programme, or leave the public to draw their own conclusions. The statement of this truth obviously means that the manufacturer has no story to tell in the first place, if that story will not stand the searchlight of competitive copy.

Then, again, take the effect on employees of advertised goods. Somehow they come to think their products excel, which belief begets enthusiasm in their



A. A. BRIGGS

Advertising Manager, Dunlop Tire and Rubber Goods Co., Toronto, who delivered address before Ontario Retail Hardware and Stove Dealers' Convention on advertising under the heading "Wanted—Business Courage."

work. A sudden ending of manufacturers' advertising might mean, not only a coming to life of that type of merchant who seems to delight in fly-by-night methods of putting it over the public in the day-time, but also a deterioration in employee zest.

In a limited discussion of a subject with so many ramifications as publicity, our remarks necessarily must deal only with fundamentals. Therefore, because we feel you men are concerned with the larger view of advertising, as well as with the phase immediately affecting your business, we take the liberty of touching on various angles of the question. In a crisis of world affairs like the present these angles bob up here and there as the viewpoint of the outsider becomes hazy. Recently in the States a group of men met for so-called "serious business" and the result of their conclave was this: "All advertising should be discontinued during the war. It is unnecessary expense." If this silly pronunciamento, which has been explained away so many times, were true, it could mean only one thing—that the rest of us who keep on advertising are humbugging you. But the trouble with such like reformers is that they think only in low gear. They are like the foreigner who threw a half-dollar down the crack in a sidewalk to make it worth his while to pull up the board to get the dime he lost. They are they same type of people who, when the United States entered the war, had the remedy for the business void before the void was created. Having all the experience of the other warring nations to pattern after, it looked like apple pie for Mr. Abolish This and Mr. Abolish That, but their own experience did not at all dovetail in with the semi-ready patterns. Ostensibly the one conclusion a sensible man can draw from the above statements is that the only business a man can essay to tamper with is the one he understands the fundamentals of.

Advertising is unnecessary in war time or in peace time only on the same basis that making a crate for the goods, getting a wagon to carry the crate, hailing a train to ship the crated goods on, are unnecessary—the public only want the goods—not the method of sale or the process of delivery, yet which item can the manufacturer leave out and still serve the great concourse of dealers and consumers hundreds of miles away?

We surely all know that the war will be won on the battlefield—nowhere else. We also should just as readily know that we will not help to win it there if we fail at home. The quickest way to fail at home is to strangle manufacturing, and the quickest way to strange manufacturing is to shut off advertising and selling.

What we have stated so far in necessarily brief terms should make clear that the situation governing the manufacturer who advertises is as sound now as it was sound in ante-bellum days. That being the case, the retailers' distribution outlook should be pretty much the same as before.

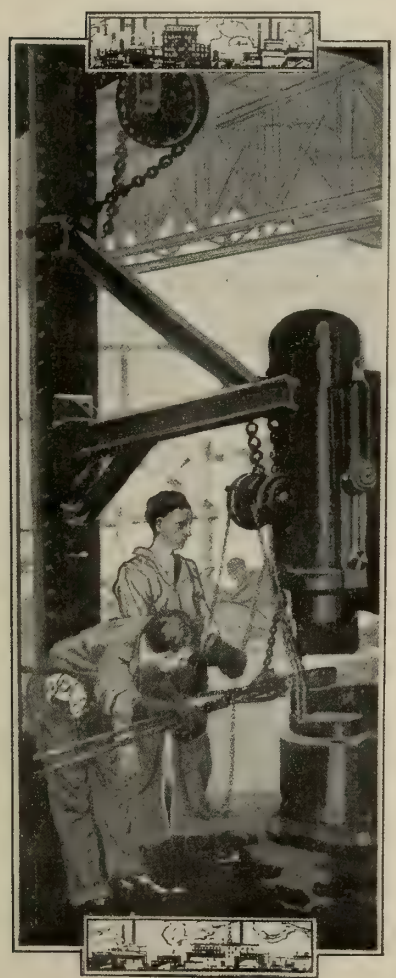
It cannot be denied that dealers who advertise are in the minority, and the logic of the thing would seem to indicate that advertising in a retail sense is not absolutely essential to successful merchandising.

In our experience as an advertising man for various types of industries—and from our observation of dealer methods in various portions of Canada—we have noted that generally where a dealer shows special aptitude in advertising technique he eventually graduates into the small jobber field. On the other hand, we have been compelled to note that where retail men seem to fail ignominiously in either their newspaper appeals or the preparing of circulars, etc., they certainly were not always failing in getting cash discounts from their manufacturers, or in waiting on their

(Continued on page 85.)

Hamilton's Place In The Sun

ON the foregoing pages appears a report of the Fourteenth Annual Convention of the Ontario Retail Hardware and Stove Dealers' Association, held held this week at Hamilton, Canada.



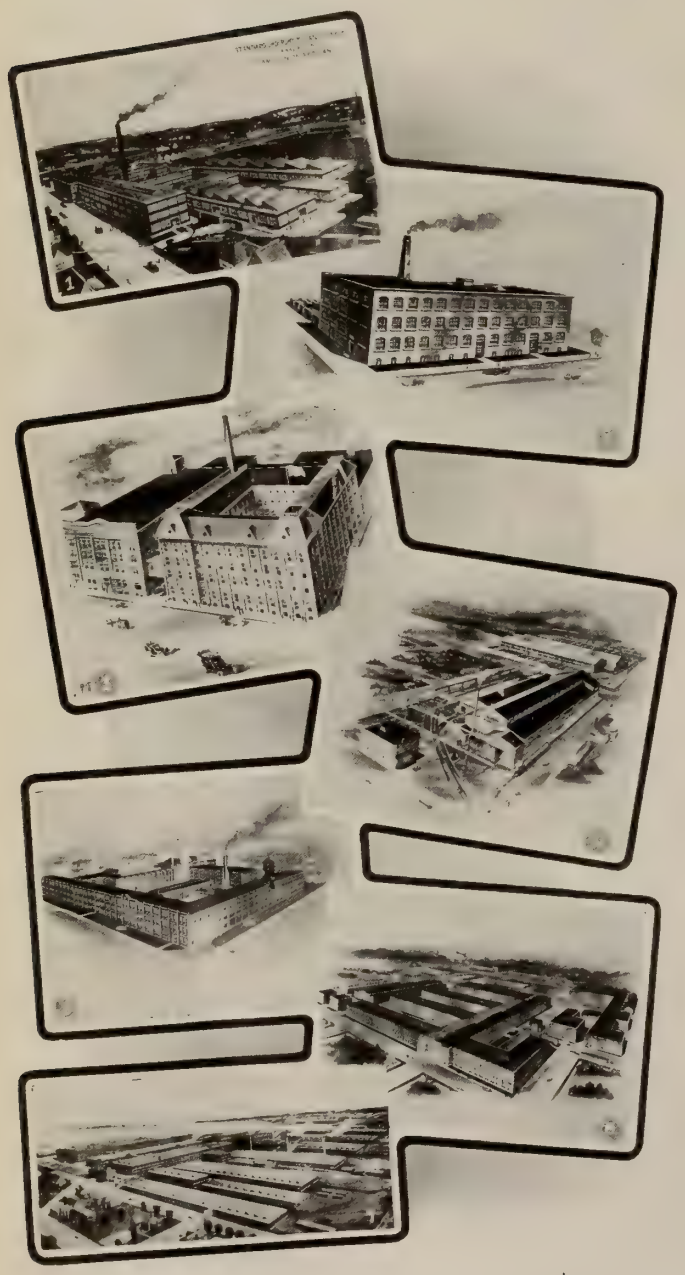
On the following pages appears announcements of many of the leading manufacturers and wholesalers in the City of Hamilton.

This "Made-in-Hamilton" section will give the Canadian hardware trade some idea of the great variety of hardware lines made in the City of Hamilton, and will drive home the fact that Hamilton is an outstanding City in the production of hardware lines—an industrial centre of great proportions and a logical place to hold a meeting of retail hardware merchants.

The two pages following, give some information regarding the City itself, and the succeeding pages will undoubtedly prove of great interest to the great army of hardware buyers who are readers of Hardware and Metal.







The City of
HAMILTON

where the Hardware Convention was held this week—is situated on the shores of Hamilton Bay, and has an almost perfect land-locked harbor at the head of Lake Ontario.

Many of Canada's most important industries are located in Hamilton. The City of Hamilton has been able to attract a huge amount of outside capital for manufacturing purposes owing to its excellent geographical location, splendid shipping facilities, desirable factory sites, happy home surroundings and many other advantageous features.

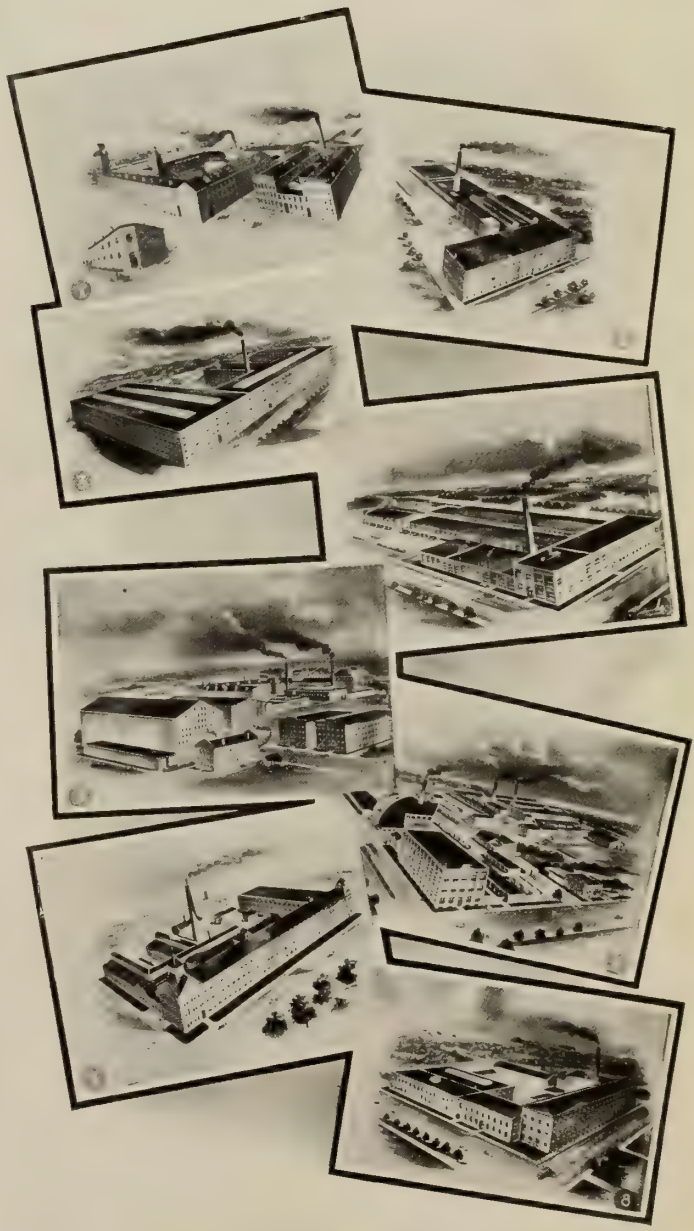
From Hamilton Mountain, as it is generally called, a magnificent view is to be had. The city, with its many attractive features, lies immediately below. To the north are the waters of Hamilton Bay; the west a bird's-eye view of Hamilton Valley; and to the east, five miles away is Burlington Beach—Hamilton's famous Summer Resort, separating the Bay from Lake Ontario. To the south-east there is the fruit garden of Canada, a panoramic view seldom equalled and said by many to be not surpassed by any other on the continent.

Approximately, one million dollars of fruit is shipped annually from this section, the greater portion passing through the City of Hamilton. Hamilton has a population of slightly over 100,000; area of city 7,500 acres, and boasts of over 200 miles of water mains, 125 miles of sewers, over 26 miles of asphalt roadways, 200









miles of cement walks, 15 public parks, approximately 20,000 houses, 450 manufacturing industries, 7 steam railways, 6 steamship lines, 4 suburban electric railways, 83 miles suburban electric railroad, over 30 miles street railway, 80 churches, 30 public schools.

Hamilton is most favorably situated as regards freight rates. Being an intermediate point between Buffalo and Detroit, they can get their low freight rates from places like New York and Chicago, and on account of being near to the border, pays a low rate on coal, etc. Many factory sites are available where switching privileges may be obtained from the railway.

Among Hamilton's large industries are wire fence makers, agricultural implement works, washing machine and clothes wringer manufacturers, hardware manufacturers, silver-plated ware manufacturers, wire goods manufacturers, blast furnaces and steel manufacturers, plow works and other large industries.

Although a great manufacturing city, Hamilton ranks as one of the most attractive residential localities in Canada.

The manufacturing plants are situated for the most part in the north-east part of the city and in the majority of cases are admirably laid out and are models of practical application of modern methods.

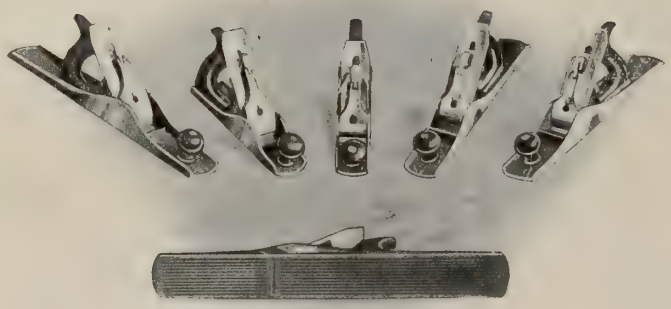
That Hamilton is an ideal city for a convention has been clearly demonstrated by the manner in which large conventions have been accommodated during recent years.

On the following pages will be found announcements of many of the largest firms in Canada catering to the hardware needs of the Dominion of Canada and other countries.

MADE-IN-HAMILTON HARDWARE

NATIONAL

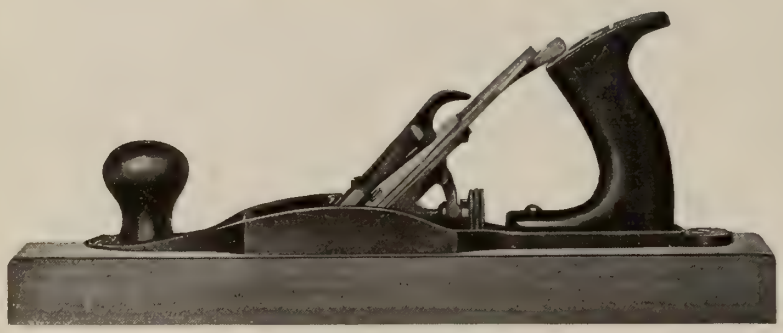
Made-in-Hamilton Hardware



National Adjustable Iron Planes

Made in eight sizes—extra heavy, strong, well machined and finished frames. Blades of best Sheffield steel, very finely tempered, ground and honed to a perfect cutting edge. Adjustable sideways as well as endways. Every plane guaranteed.

Place Your Order Now for Spring or Future Delivery. Prices are Right. Everything we Make we Guarantee.



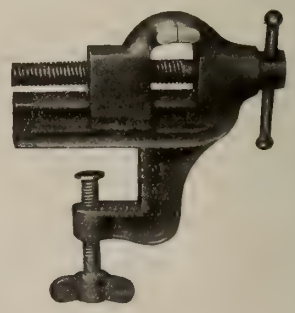
NATIONAL WOOD PLANE

for those preferring a wooden base plane, heavy pattern, selected, well-seasoned Canadian Beech and knob of hard Maple. Blade, best Sheffield steel, adjustable side and endways. Four sizes.



NATIONAL ADJUSTABLE HACKSAW FRAME

Extra heavy stock, neatly finished and nickel-plated—a strong, serviceable frame, adjustable from 8″ to 12″.



AMATEUR VISE

The handy man should have this small vise. It is made to fill the requirements of the man around the house.

National Machinery and Supply Co., Limited

HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

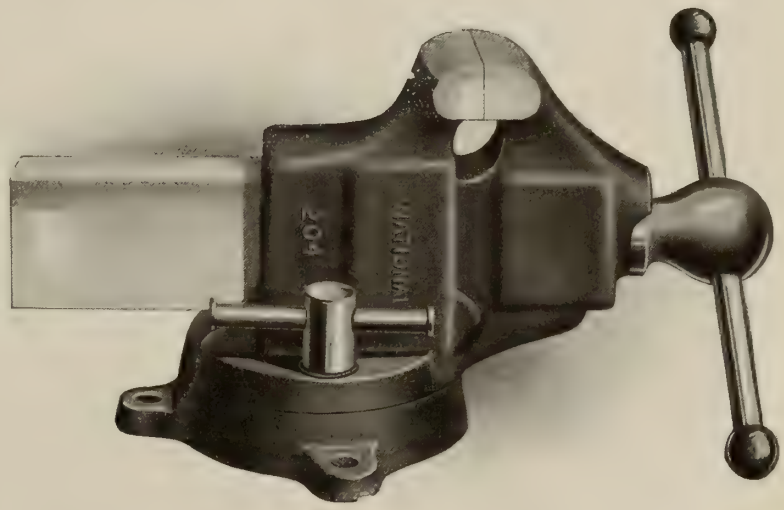
MADE-IN-HAMILTON HARDWARE

NATIONAL

Guaranteed Hardware

NATIONAL Guarantee

We guarantee every tool we manufacture to give satisfaction for the purpose which it is intended. We will promptly replace without cost any parts broken or badly worn when due to faulty material or construction.



NATIONAL MACHINISTS' VISE

Solid jaw swivel base. Jaws of cast steel, frame well proportioned, built heavily, well machined, vise carefully fitted. Swivel base lock is simple, prompt and convenient for use. Eight sizes. Good for heavy work.

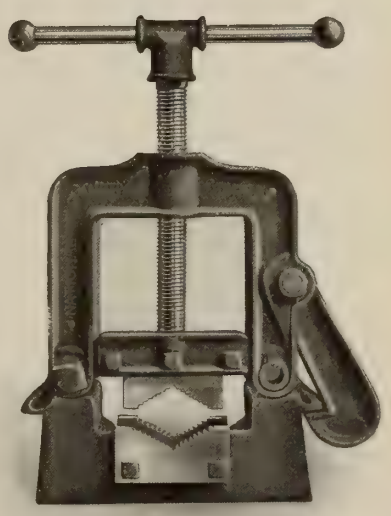


NATIONAL OVAL SLIDE VISE

A general purpose vise made with same care in manufacture and material as more costly grades Jaws are carefully milled. Sells at a popular price for general and country trade.

TO THE RIGHT

This shows the front view of the National Self-locking Pipe Vise.



We can't tell you all about these lines here or even mention the many other National lines. WRITE FOR CATALOG AND PRICE LIST.

National Machinery and Supply Co., Limited

HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

MADE-IN-HAMILTON HARDWARE

Made-in-Hamilton Brushes



Hamilton

will help paint and clean up

Canada

The cry is Economy, Conserve, Save—everywhere we hear and everywhere we see it being put into practice—soon it will be—"Paint up, Clean up," after one of the most trying winters Canada has ever known.

Then

Meakins Brushes

will come in for their share in aiding Canada to apply the economy coat of paint or varnish or the many odd ways of sweeping and cleaning up the winter's soil.

Meakins make brushes to fill every requirement in the commercial and private world.

Meakins Brushes represent honest, faultless workmanship, quality and durability.

Send for the Meakins Catalog. Keep your stock of Meakins Brushes always well assorted.

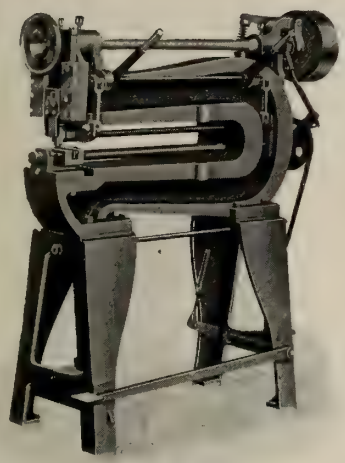
Meakins & Sons, Limited

HAMILTON, ONTARIO

Warehouses : WINNIPEG, TORONTO, LONDON, MONTREAL

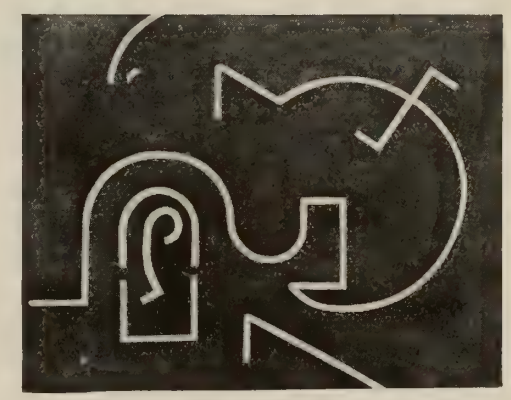
If interested, tear out this page and keep with letters to be answered.

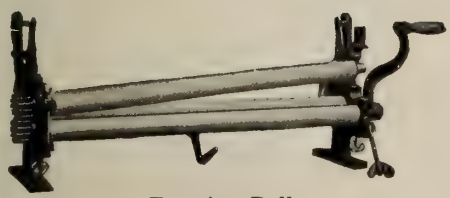
MADE-IN-HAMILTON HARDWARE



Gray's Sheet Metal Cutter

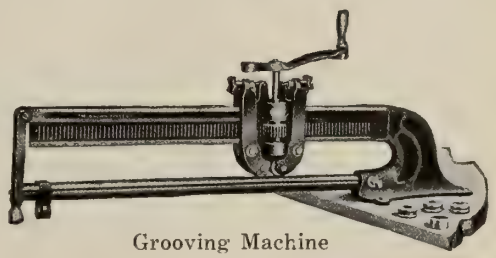
For cutting all kinds of irregular shapes.





Forming Rolls

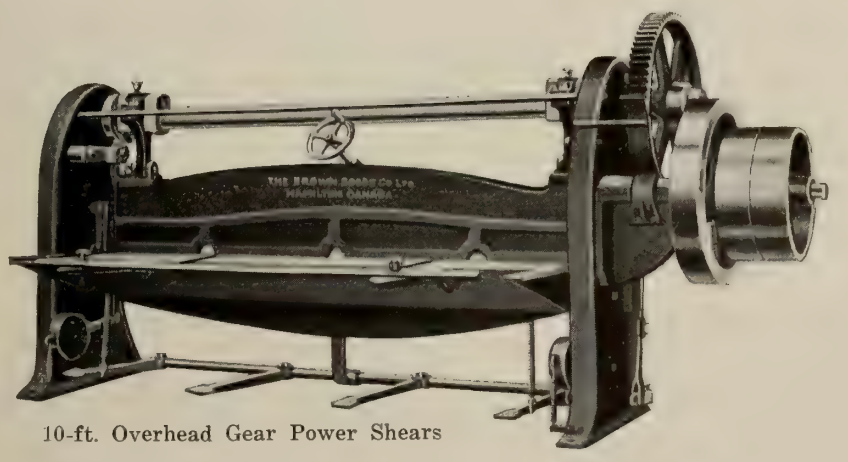
Tinsmiths' and Sheet Metal Workers' Tools and Machinery of every description.



Grooving Machine

Shears of all kinds:

- Squaring
- Slitting
- Rotary
- Gang
- Lever
- etc.



10-ft. Overhead Gear Power Shears

Send us your enquiries for all requirements in these lines.
B. B. Tools and Machinery have a reputation that must be maintained.
It is your safeguard.

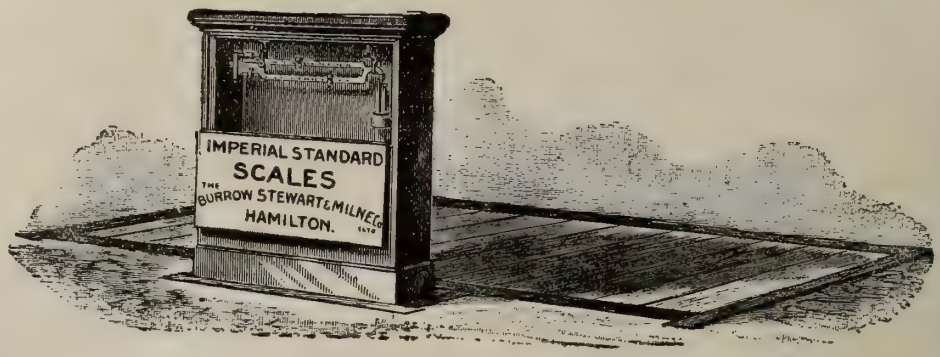
The Brown, Boggs Company, Limited

HAMILTON, CANADA

MADE-IN-HAMILTON HARDWARE

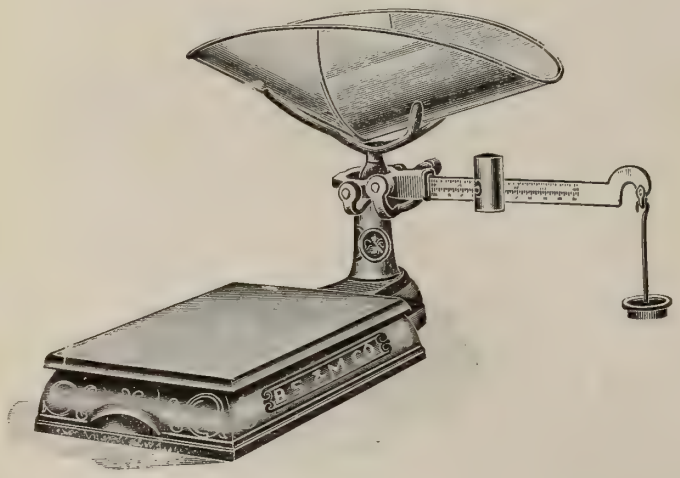
SCALES?

Yes,--We make them, EVERYTHING From A to Z



Here are some of them :

Abattoir Scales
Butchers' Scales
Confectioners' Scales
Dormant Warehouse Scales
Express Package Scales
Flour Mill Scales
Grain Hopper Scales
Hay and Coal Scales
Industrial Track Scales
Jewel Champion Scales
Kitchen Scales
Letter Scales
Motor Truck Scales
New Bathroom Scales
Ore and Sand Scales
Parcel Post Scales
Quick Dump Grain Scales
Railway Track Scales
Stock and Farm Scales
Tea and Spice Scales
Union Carpenter Scales
Very Best Platform Scales
Weigh Beam Scales
Xtra High-Grade Scales
Young Cattle Scales
Zinc and Galvanized Scales



A Scale for Every Purpose and A Splendid Line for Hardware Dealers

SOME OF THE LINES WE MANUFACTURE

Jewel Stoves, Ranges and Heaters — **Jewel Gas Stoves, Heaters and Appliances**
Jewel Furnaces, Coal and Wood — **Imperial and Champion Scales**
Curry Combs and Hardware Specialties

The Burrow, Stewart & Milne Co., Limited

HEAD OFFICE AND FACTORY: HAMILTON

TORONTO BRANCH: 48-50 Lombard St., W. J. Carson, Mgr.
WINNIPEG BRANCH: 130 James Ave., Lionel Haney, Mgr.
MONTREAL BRANCH: 36-38 St. Dizier St., John R. Anderson, Mgr.

If interested, tear out this page and keep with letters to be answered.

MADE-IN-HAMILTON HARDWARE

WIRE

Bright, Annealed, Coppered, Stove Pipe, Liquor Finished, Square, Pin, Brush, Bookbinders, Hat, Florists, etc.

O & A

Our O & A is the best. It brings repeat orders. Have you tried it?

Wire Bale-Ties

We ship promptly.





This line being our specialty, our complete and large stock, our automatic machines and experience enables us to give you the service required.

Wire Nails

Any Size or Pattern



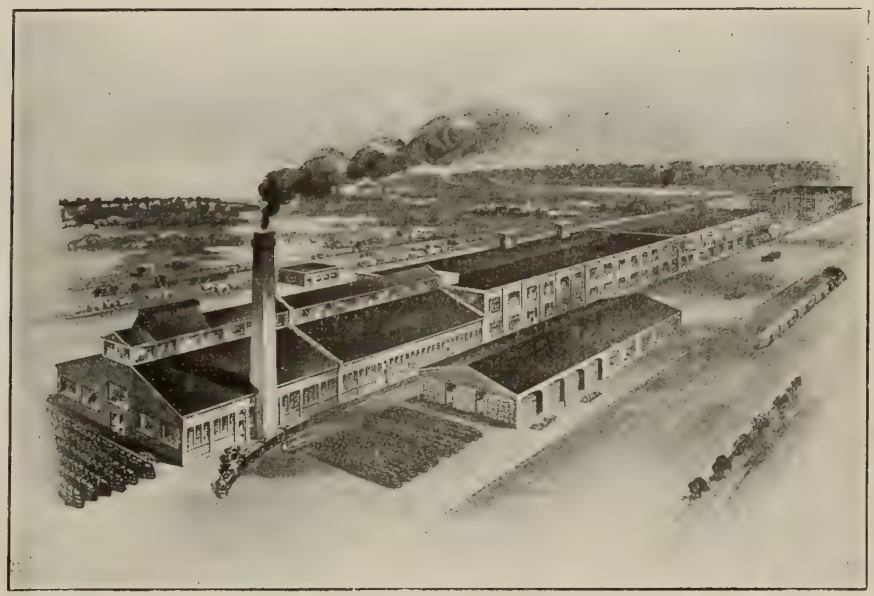
Our Steel-Hooped Keg

EXTRA STRONG, TIGHT JOINTS

Wire Fence Staples

Bright or Galvanized

Poultry Netting Staples



Wire Barrel Hoops

We introduced these in Canada.

BRAINARD PATENT, flat steel with beaded edge, for slack barrels.

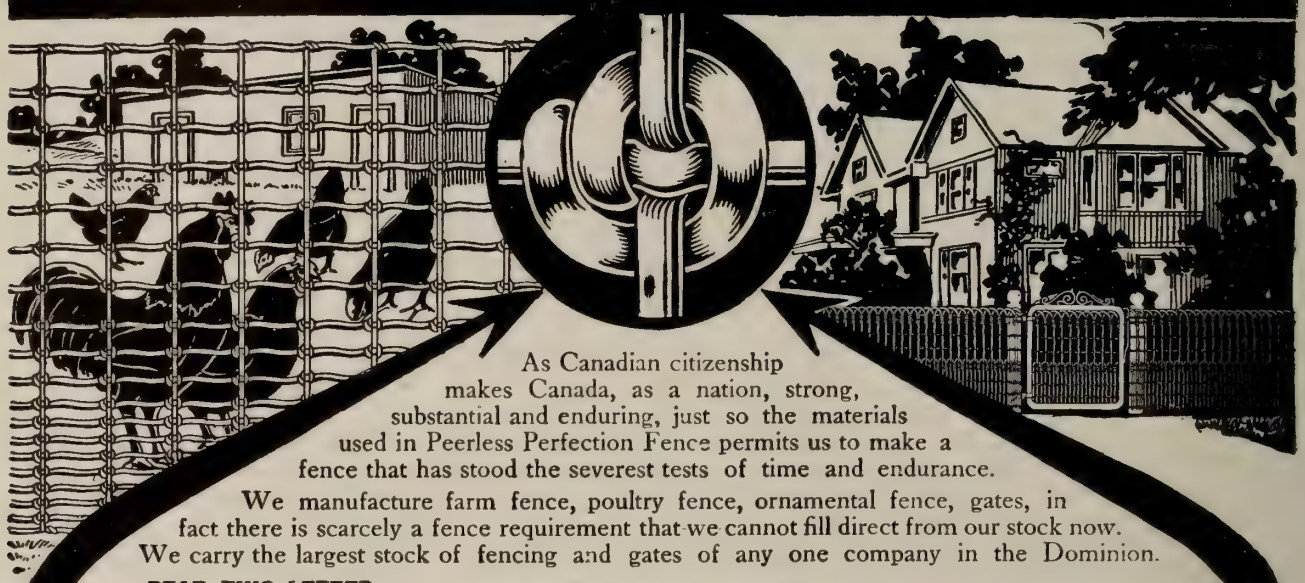
The Laidlaw Bale-Tie Company, Limited, Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden & Son, Winnipeg, Man. A. T. Diggens, Toronto, Ont. H. E. O. Bull, Montreal, Que.

If interested, tear out this page and keep with letters to be answered.

MADE-IN-HAMILTON HARDWARE

PEERLESS PERFECTION



As Canadian citizenship makes Canada, as a nation, strong, substantial and enduring, just so the materials used in Peerless Perfection Fence permits us to make a fence that has stood the severest tests of time and endurance.

We manufacture farm fence, poultry fence, ornamental fence, gates, in fact there is scarcely a fence requirement that we cannot fill direct from our stock now. We carry the largest stock of fencing and gates of any one company in the Dominion.

READ THIS LETTER

Kingston, Ont., 1914.

The Banwell-Hoxie Wire Fence Co., Ltd.
Hamilton, Ont.

Gentlemen. I thought you would be interested in the use we are putting your wire to The Engineers of Queens University have practical work in the field. This year, under supervision from the Engineer of the Military Department, they undertook to build a bridge.

The stretch is 110 ft., and the bridge is 20 ft. wide. They used 240 rods. They laid the mesh 5 widths side by side, and 5 layers, making in all 25 lengths of 8 wires each or 200 wires in all, binding them up together at every two or three feet, and then putting the uprights on as you see, and then stretching the wire along the top in the ordinary way as protection.

They are now at camp time when the Rurals come into camp, march the artillery across it and put some gun cotton under it and blow it up. They estimate it capable of carrying a load of 60,000 pounds, or a body of soldiers at close marching order.

You can use these photos in any way you see fit, or if you want I could send you the negatives. I remain,

Yours truly,
(Signed) W. A. MITCHELL.



This Is a Military Bridge

The fence that is good enough to serve the Nation's purpose in her loyal efforts to assist the Mother Country, is good enough for every Canadian, is it not?

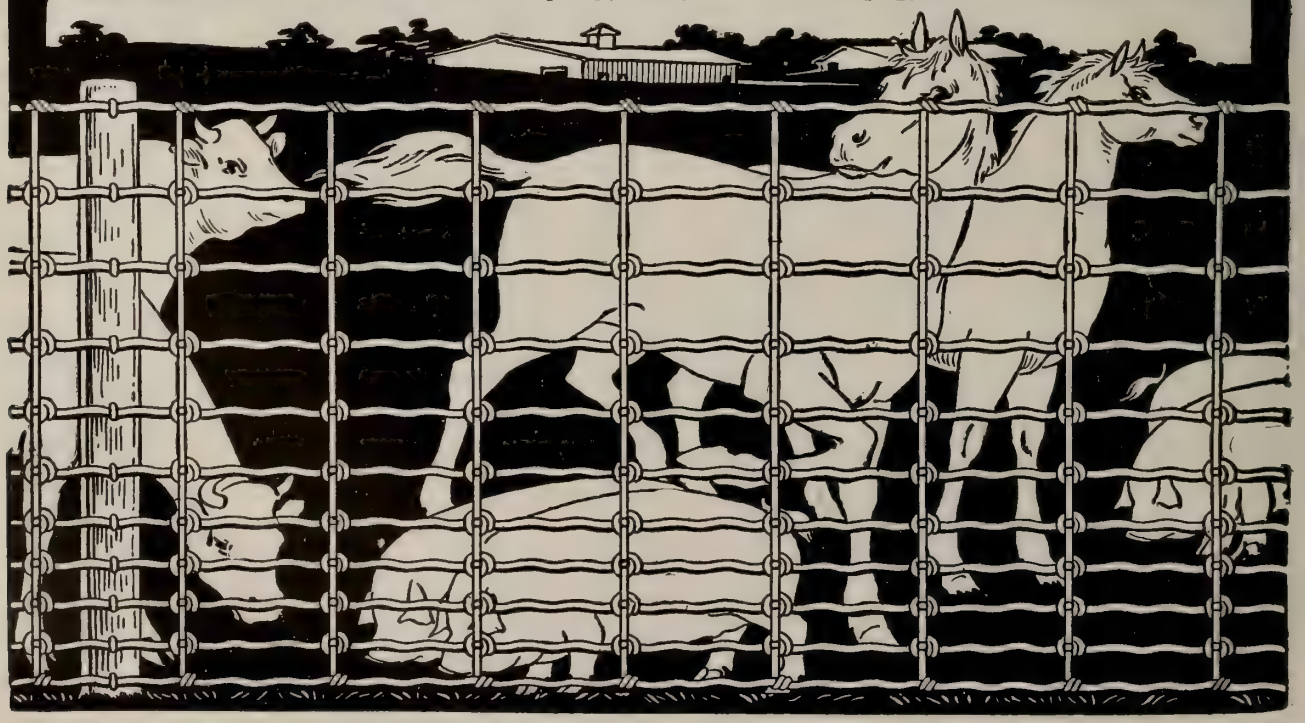
Mr. Dealer— Sell these goods

Establish a trade that will stay with you and at the same time will have a substantial growth.

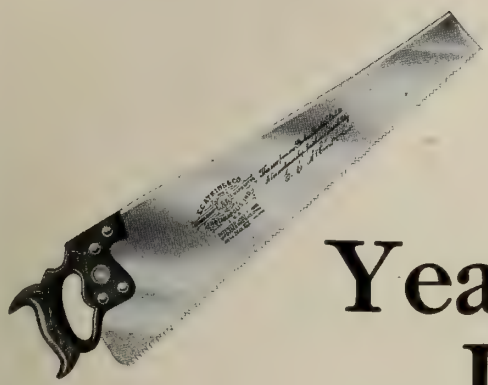
SEND FOR LITERATURE.

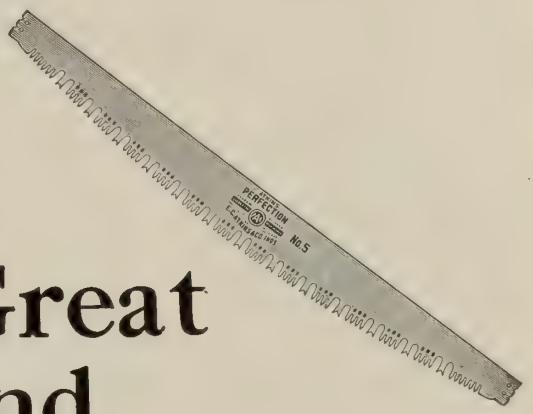
Get our catalogue of Fencing and Gates. All guaranteed. Write to-day for Agency in open territory.

The Banwell-Hoxie Wire Fence Company, Ltd., Winnipeg, Man. — Hamilton, Ont.



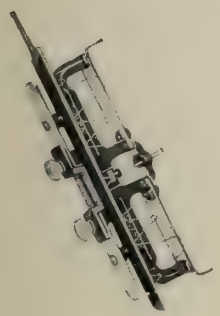
MADE-IN-HAMILTON HARDWARE





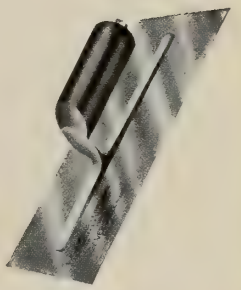
The Year of Great Demand

THERE'S a great demand for Quality Saws and Tools. Atkins Sterling Quality Saws are especially in demand. The satisfaction they give has made friends of all who have used them.



ATKINS

Sterling Quality Saws and Tools



are superior in construction and workmanship. You can secure good-will by selling them, for your Saw and Tool users will soon become steady customers for other goods.

Place your orders early and start at once to sell the "Finest Saws on Earth."

PRICES QUOTED ON REQUEST.



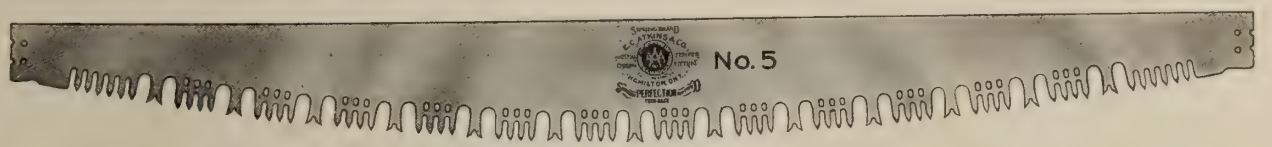
E. C. ATKINS & CO.

ESTABLISHED 1857

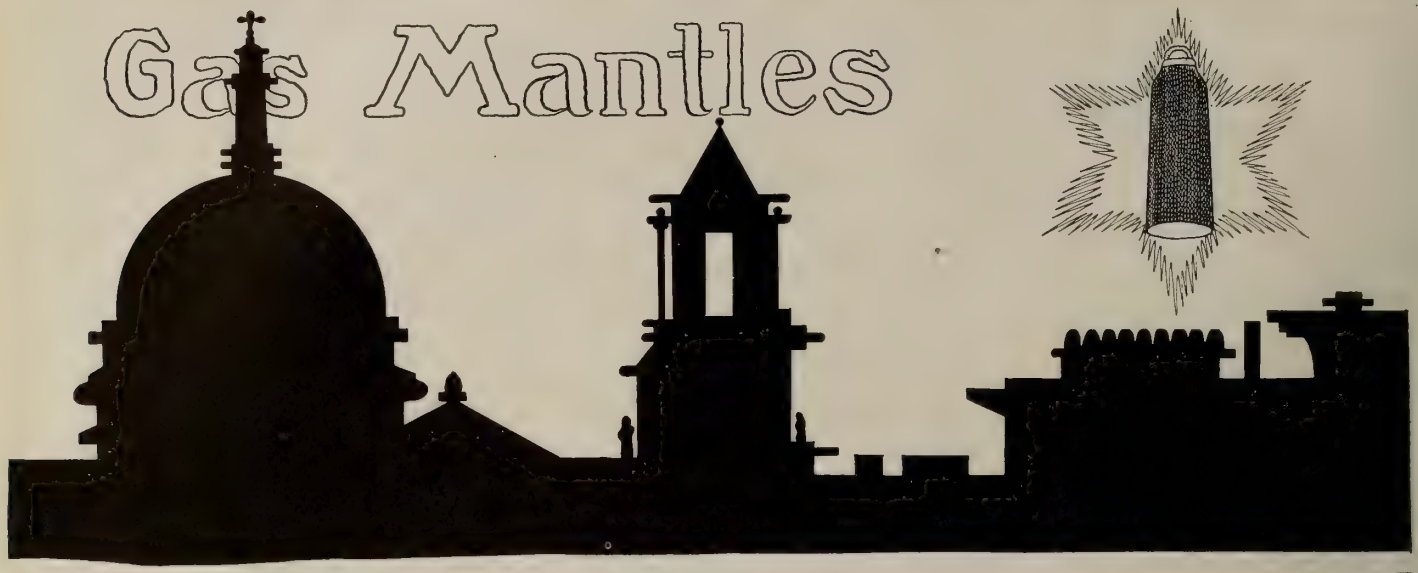
Canadian Factory:
Hamilton, Ont.

Branch House:
109 Powell St., Vancouver, B.C.





MADE-IN-HAMILTON HARDWARE



Stars of the mantle world

THE Hamilton Gas Mantle Co.'s gas mantles won gold medals at the Franco-British Exhibition in 1908, Canadian National Exhibitions in 1914 and 1915. They are the only mantles that hold their brilliancy for over 2,000 hours, are made from the finest grade of materials and are made for use on artificial and natural gas as well as for gasoline, kerosene, acetylene and liquid gas. They are made in all styles and sizes to suit every requirement of the trade.

THE FOLLOWING WHOLESALERS SELL HAMILTON MANTLES

Walter Woods & Co., Hamilton, Ont.
Wood, Alexander & James, Hamilton, Ont.
Lumsden Bros., Hamilton, Ont.
Macpherson Glassco Co., Hamilton, Ont.
Geo. E. Bristol Co., Hamilton, Ont.
H. S. Howland & Sons, Toronto, Ont.
James Wilkins Co., Toronto, Ont.
Thomas Wilkins Co., Toronto, Ont.
G. Norman Clark Co., Montreal, Que.
Steadman Bros., Brantford, Ont.
Hobbs Hardware Co., London, Ont.
Walter Woods & Co., Winnipeg, Man.
Miller-Morse Hardware Co., Winnipeg, Man.
Wood, Vallance, Ltd., Winnipeg, Man.
Merrick Anderson Co., Ltd., Winnipeg, Man.
Marshall Wells Hdwe. Co., Ltd., Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
J. H. Ashdown Hdwe. Co., Ltd., Calgary, Alta.
Revillon Wholesale, Ltd., Edmonton, Alta.
Canadian Lighting Co., Edmonton, Alta.
Marshall Wells Hdwe. Co., Ltd., Edmonton, Alta.
J. H. Ashdown Hdwe. Co., Ltd., Saskatoon, Sask.
Western Lighting Agencies, Ltd., Saskatoon, Sask.
The Albert Lea Gas Light Co., Moose Jaw, Sask.

Order through your Wholesaler

The HAMILTON GAS MANTLE COMPANY, Limited

Toronto **Head Office and Factory** **Montreal**

HAMILTON, CAN.

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MADE-IN-HAMILTON HARDWARE

The

HAMILTON COTTON COMPANY, LIMITED

HAMILTON, ONT.



BRAIDED SASH CORDS
AWNING CORDS
CLOTHES LINES
COTTON ROPE
TWINES

Also

ELASTIC AND NON-ELASTIC WEBBINGS

Selling Agents:

William B. Stewart & Sons

64 Wellington Street W., TORONTO

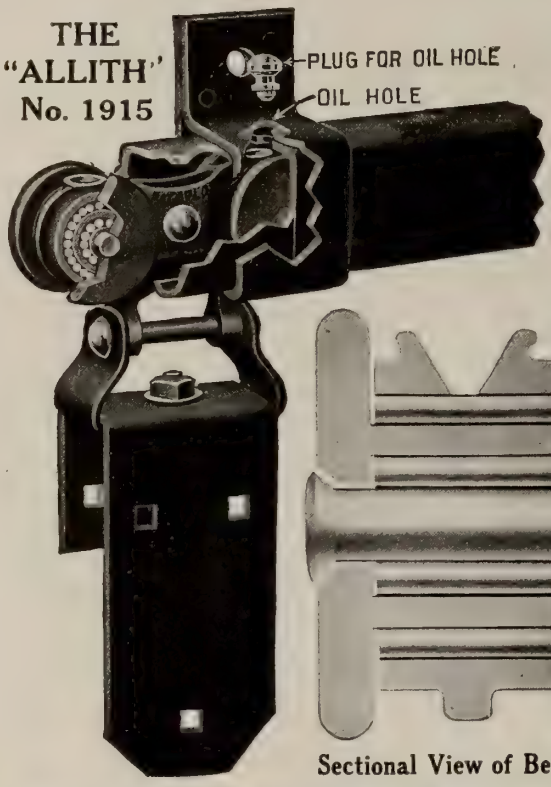
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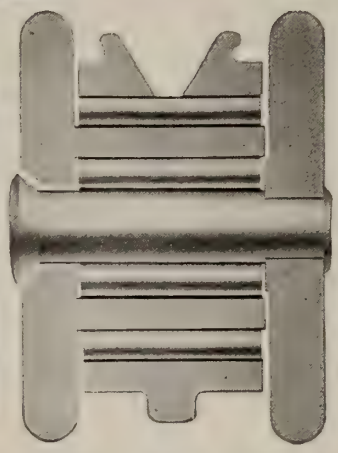
MADE-IN-HAMILTON HARDWARE

ALLITH DOOR HANGERS

—the altogether satisfactory line—a style for every use

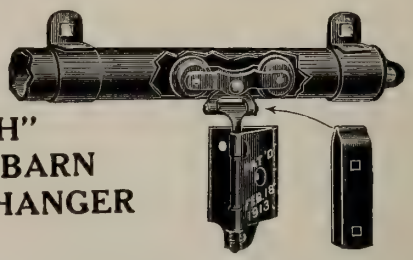
THE "ALLITH" No. 1915





Sectional View of Bearings

To the right THE "ALLITH" FLUSH BARN DOOR HANGER



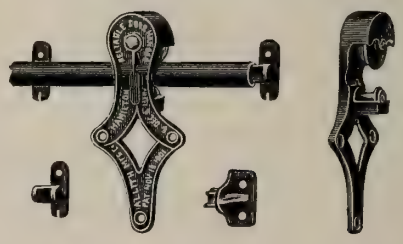
The only flush door hanger on the market. Door can be made as tight as a house door. Will keep garage, stable, barn or workshop as warm as a house.

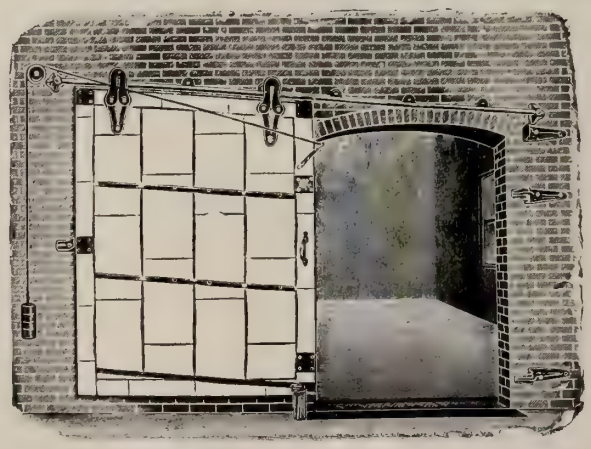
Wind-proof, storm-proof, track adjustable. Door hinges into opening.

THE "ALLITH" No. 1915

—a distinctive sliding door hanger with oiling device. (Note illustration.) It has milled wheels, round face, 2¼ inches in diameter, double roller bearing wheels. (Note sectional view.) Has great strength. No side scraping of wheels, therefore easy to operate.

THE "RELIABLE"





Made in three sizes, Nos. 1, 2 and 3; all same design, but for doors varying in weight and thickness, ranging from light driving shed or narrow barn doors to extra heavy mill or warehouse doors, fire doors, etc. The frames are unbreakable—no bolts, rivets or parts to become loose or throw hanger out of line or out of use.

Greater production in rural Canada means more barns built—more hangers used. Now is the time to get in touch with the ALLITH line. Write for particulars.

ALLITH MANUFACTURING CO., LIMITED

HAMILTON, CANADA



WOOD, ALEXANDER & JAMES

Wholesale Hardware Merchants

HAMILTON, ONT.

Established 1849

1849 | 1849-1859 A. T. Wood & Co. | 1859-1889 Wood & Leggat | 1889-1917 Wood, Vallance & Co. | 1917— Wood, Alexander & James | **1918**

69 Years of Progress

Shelf and Heavy Hardware

Iron and Steel Pipe and Fittings Bars and Sheets

Factory, Mill, Miners' and Lumbermen's Supplies

Cutlery and Silverware

Firearms, Ammunition and Sporting Goods

Automobile Tires and Supplies

Our 1918 Automobile Supplies Catalogue is now in the press. If your name is not on our regular mailing list, a copy will be sent on request.

WOOD, ALEXANDER & JAMES
Hamilton, Ont.

WOOD, VALLANCE, LTD.
Winnipeg, Man.

WOOD, VALLANCE & ADAMS, LTD.
Calgary, Alta.

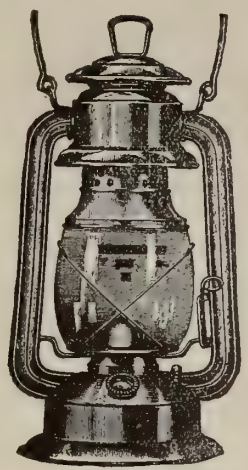
TORONTO OFFICE
25 Front St., East

WOOD, VALLANCE & LEGGAT, Ltd.
Vancouver, B. C.

WOOD, VALLANCE HARDWARE CO. LIMITED
Nelson, B. C.

E. T. Wright Co. Limited

HAMILTON, CANADA



LANTERNS AND LAMPS

For every purpose.



"CANUCK" BREAD MIXER

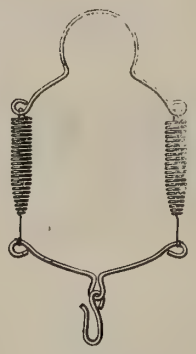
A "Win-the-War" adjunct of every Canadian household.

BOOK EARLY

Two Good Reasons —YOU will be protected against advances in prices. WE can make our arrangements to produce sufficient stock to fill all orders in full and on time

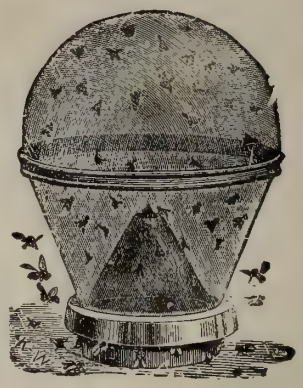
WRITE FOR PRICES.

BOOK NOW FOR SPRING BUSINESS.



"DUPLEX" CAGE SPRINGS

Keep the cage level



"BALLOON" FLY TRAPS

Special prices in quantity lots



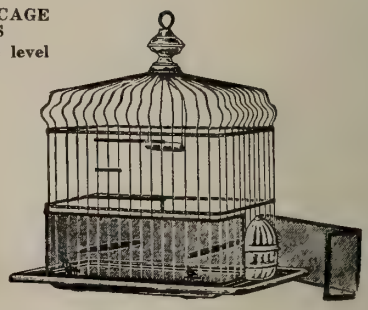
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Oilers for the Machinist, Farmer and Householder.



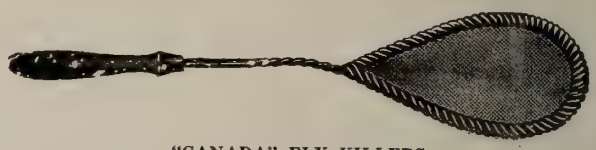
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Send for our catalog of Auto Accessories.



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Cages for Canaries, Robins, Parrots, Squirrels, White Mice and Rats, and all small pets.



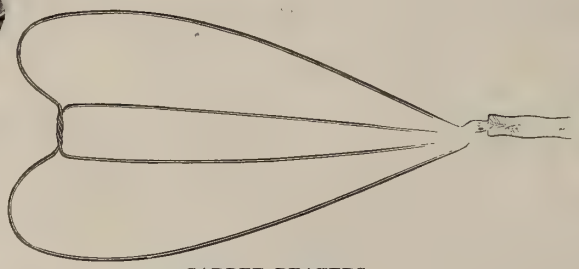
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Get off to a good start—swat the first fly that appears.



No. 3 WOOD HANDLE BOWL STRAINERS

Strainers for Tea, Coffee, Fruit, Jellies, Tomatoes, etc.



CARPET BEATERS

Light and flexible—the kind that the people like.



No. 2 WIRE HANDLE BOWL STRAINERS

Wire goods for all household uses.



"WRICO" BROOD COOP—CLOSED

Provides warmth and shelter for the night.

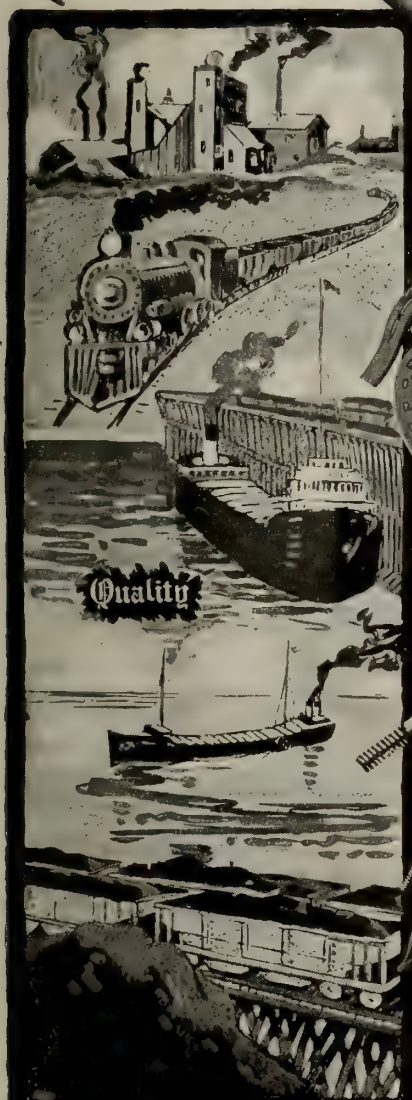
If you don't see what you want on this page, why not get our Catalog? We have one for you.



"WRICO" BROOD COOP—OPEN

Gives sunlight and protection during the day.

STEEL AND IRON



PRODUCTS

OF EVERY DESCRIPTION

FROM ORE MINES TO EXPORT



THE STEEL COMPANY OF CANADA

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Manufacturers of

Brooms *of* Quality

Dealers in

WRAPPING PAPER
PAPER BAGS, TWINES
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GROCER'S SPECIALTIES

Walter Woods & Company

HAMILTON WINNIPEG

MADE-IN-HAMILTON HARDWARE

The Hatch Garage Door Outfit



MAKE EVERY GARAGE BUILDER YOUR CUSTOMER

Show the owner and the contractor the advantages embodied in the Hatch Garage Outfit and your efforts will be repaid by increased sales and handsome profits.

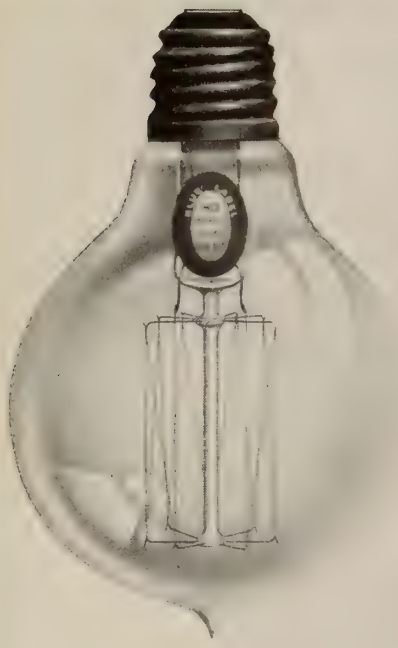
This practical and inexpensive outfit rolls the doors around the corner to the side wall, taking up very little space in the Garage and makes sagging or slamming of doors impossible.

There is exceptional value in this modern equipment. Let us supply Counter and Window Show Cards, Leaflets, Folders and other sales helps.

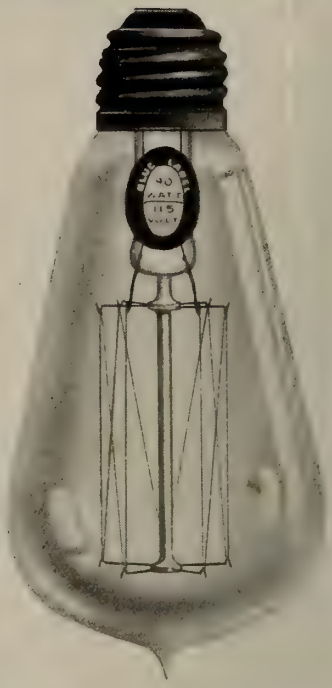
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HAMILTON, CANADA

MADE-IN-HAMILTON HARDWARE







ALL LAMPS MAY LOOK ALIKE BUT DON'T ACT ALIKE

It will pay you in the end to stock

Blue Label Lamps

because we have a reputation to maintain, built on quality, performance and honest values.

These lamps combine all the latest scientific principles of manufacture, highest grade materials and workmanship that money, brains and skill can produce, and are worthy of the confidence of yourself and trade.

Sold by the Leading Jobbers and Dealers of the Country.

The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

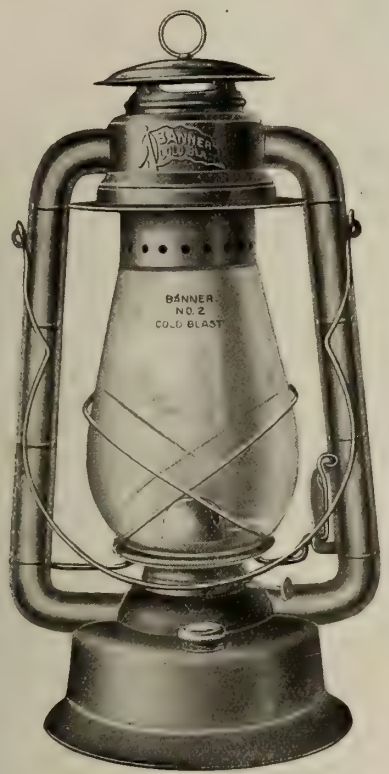
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WINNIPEG TORONTO MONTREAL

CASSIDY'S LIMITED, VANCOUVER, Sole Agents for British Columbia

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BANNER No. 2

Ontario Lantern & Lamp Co.
LIMITED

Hamilton, Canada

Manufacturers of

Banner C. B. Long Globe Lanterns
Trulite C. B. Short Globe Lanter n
Stella, Dandy and Universal Oil Lamps
Lamp Burners—all sizes.
Railroad Burners—Ratchet, Signal, Two Spring
(For Kerosene and Heavy Oil)

Prices and other information will be cheerfully furnished by

YOUR JOBBER

CORRECT LAMP AND LANTERN BURNERS

Patented November 18th, 1913

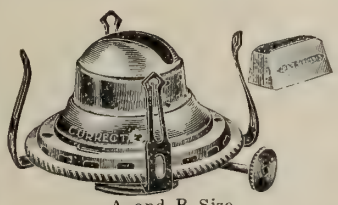
MANUFACTURED BY

The Schultz M anufacturing Co., Limited

HAMILTON, ONTARIO



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Illustrating Flame of A or
No. 1 Correct Lamp Burner



A and B Size
Correct Lamp Burner

Our Patented Steel Mantle assures correct combustion. A or No. 1 Correct Burner will give a flame equal to any ordinary B or No. 2 Burner.

Durable Efficient
Made from solid, heavy, hard Brass
Every Burner Guaranteed

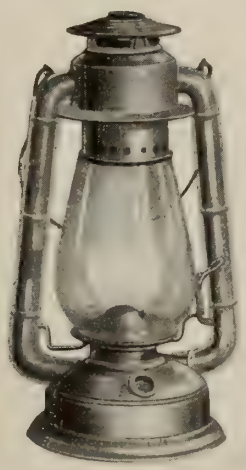


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Illustrating Flame of No. 2
Cold Blast Correct
Lantern Burner



No. 2 Cold Blast
Correct Lantern Burner

Our Patented Steel Mantle Equalizes the Draught.

B or No. 2 Correct Burner will give a flame equal to any ordinary D or No. 3 Burner.

No Odor No Smoke
Correct Combustion
Cool Burning
Every Burner Guaranteed



Photo Reproduction
Illustrating Flame of B or
No. 2 Correct Lamp Burner

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MADE-IN-HAMILTON HARDWARE

Where Every BLADE COUNTS

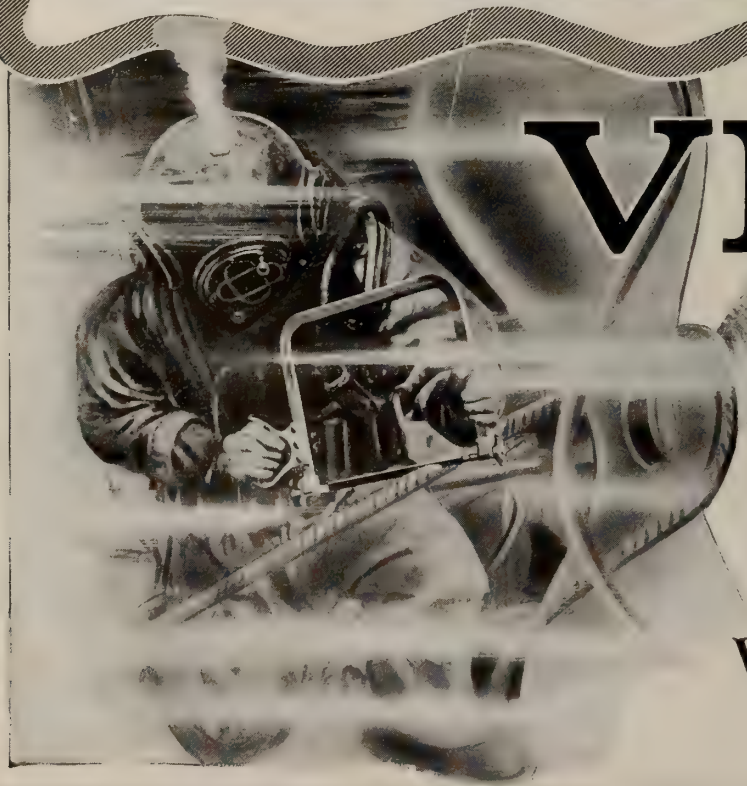


VICTOR FLEXIBLES are the choice of the man who knows the value of a blade that will stay in the game.

All-hard blades are liable to break—they must be replaced—they cost time, money and trouble.

VICTOR FLEXIBLES cannot be broken in reasonable use. Their tough back and highly tempered teeth resist breakage—save high wage time—save blades.

GET A BOX AND TRY'EM



VICTOR Flexibles

VICTOR HACK SAWS

VICTOR SAW WORKS LTD.
HAMILTON, CANADA

NUMBER ONE



The WRIGHT BROTHERS

IN 1896, Wilbur Wright and Orville Wright of Dayton, Ohio, decided to abandon several small business enterprises in which they were interested and concentrate their entire force and inventive genius on the perfection of a flying machine. Up to the time they entered the field no one had ever studied the subject with such scientific skill or such undaunted courage.

The Wright Brothers were masters in all their work. After years of concentration they gave to humanity a gift which ranks in importance with the noblest achievements the world has ever known.

The secret of Wright Brothers' success was

CONCENTRATION

The same principle of concentration, which enabled the Wright Brothers to perfect their Airplane, has enabled us to create the Victor Hack Saw Blade—which is recognized everywhere as the last word in Hack Saw Economy.

For twelve years we have focused all our force on the perfection of this one tool—the Victor Hack Saw. We have centered our powers on making exhaustive experiments and on the development of new processes.

Logic told us that by concentrating all our energies on one tool, we were more likely to produce a Hack Saw Blade which would excel all others, than if we tried to perfect a dozen or a hundred different tools.

As a result of this concentration, we have created the most enduring and efficient Hack Saw Blade known to science. There is nothing vague about the economy of the Victor Hack Saw Blade. It has been proven.

VICTOR SAW WORKS, Ltd.
HAMILTON, CANADA

VICTOR

VICTOR HACK SAWS Get a Box and Try 'em

MADE-IN-HAMILTON HARDWARE

The "Seafoam" from Hamilton

—the washer that all Canada will appreciate



HAMILTON is the electric hub of Canada and naturally the development in the Dowswell, Lees & Company washers has been along electric lines.

The "Seafoam" is the outcome of this development—it's practical all the way through, from an electrical standpoint, and from the washer standpoint.

The material and workmanship cannot be improved on. The washer is equipped with Robins and Myres one eight horse-power universal motor.

The "Seafoam" is simple, durable and trouble proof.

If power is available in your town—you can't go wrong to push the "Seafoam" or any Dowswell, Lees & Company's lines.

Send for prices and discounts.

Dowswell, Lees & Company, Limited

HAMILTON, CANADA

Western Representative:
H. J. Moulden, Winnipeg

Eastern Representative:
John R. Anderson, Montreal

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MADE-IN-HAMILTON HARDWARE

Wire Cloth

of every description



WE MAKE
Machinery Guards
Window Guards
and
Metal Lockers
Our prices are right.
WRITE FOR CATALOG
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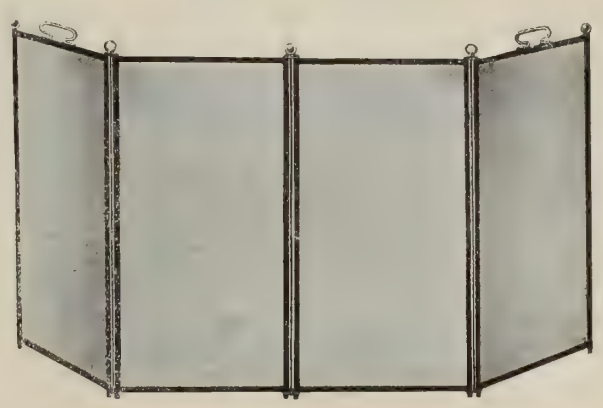
Fire Place Screens

We manufacture a complete line of

Spark Guards and Fenders

Plain and Spiral Weave

Send for catalogue.



Canada Wire & Iron Goods Co.
HAMILTON

BALE Scrap Tin and Sheet Metal

STAMPINGS, WIRE, FLUFFY STEEL, BRASS and COPPER TURNINGS, ETC., with a

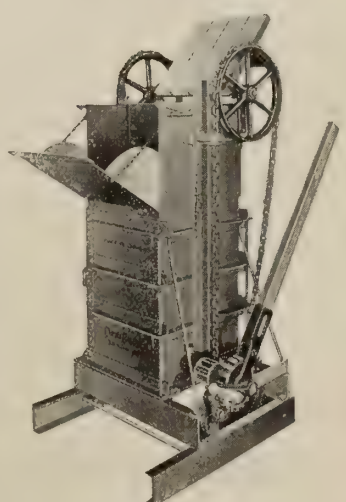
ALL STEEL **CLIMAX** FIREPROOF **BALING PRESS**



The Wastes of yesterday--are the **PROFITS** of to-day.

The fastest, most convenient and most powerful Hand-operated Baler on the market. Put your Baling Problems up to us: We will help turn your waste into the greatest profit.





"CLIMAX" STEEL BALING PRESSES made in 12 sizes for Baling Paper, Rags, Waste, Cotton, Burlap, Rugs, Blankets, Dry Goods, Furs, Hair, Wool, Pulp, Flax, Shavings, Hides, etc.

Send to-day for catalogue and prices.

CLIMAX BALER CO. - - Hamilton, Ont.

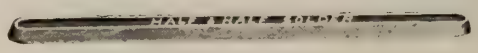
MADE-IN-HAMILTON HARDWARE



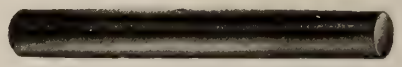
For Cool Bearings



Double Action Tire Pump



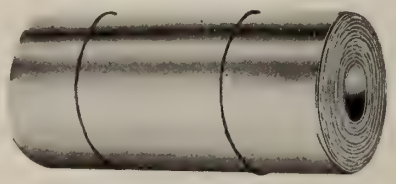
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Brass and Copper Rod



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Brass and Copper Sheet
All Tempers

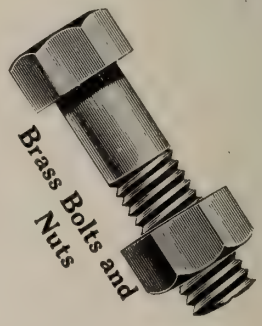


Single Action Tire Pump



Hexagon Brass Nuts

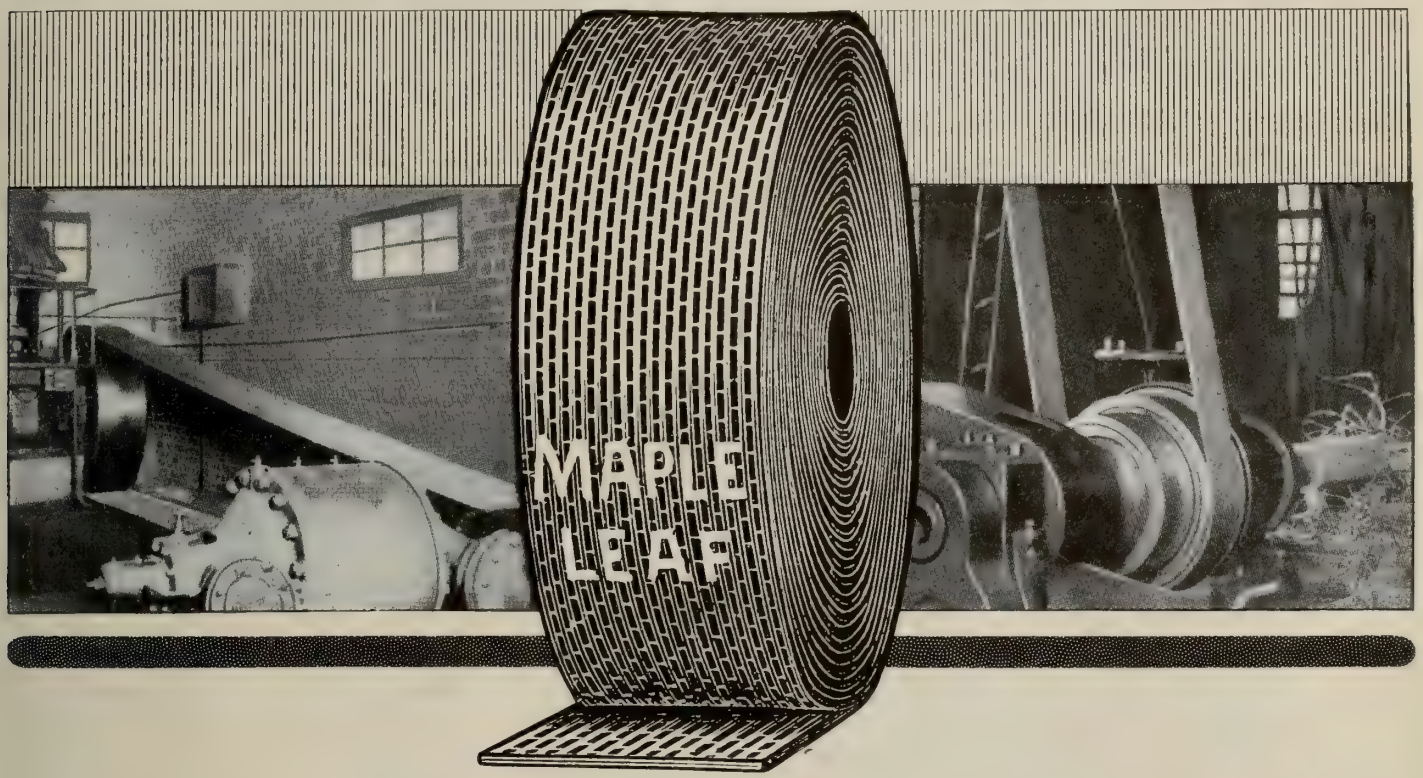
Automatic Screw Machine Parts of Every Description



Brass Bolts and Nuts

Tallman Brass & Metal Co.
HAMILTON, ONT.

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MAPLE LEAF
BRAND
Stitched Cotton Duck
BELTING

A good line to get acquainted with, both from the standpoint of efficiency and economy.

Costs less than Leather, Rubber or Balata Belting, but possesses unusual strength and durability.

At a recent test, Maple Leaf Brand Belting stood a breaking strain 50% greater than leather, and 25% greater than rubber.

It is positive in its grip on the pulley and is absolutely true running. Try a belt and you'll be fully convinced.

MAPLE LEAF BELT DRESSING.
The Best for all kinds of Belts.



Dominion Belting Co., Ltd.

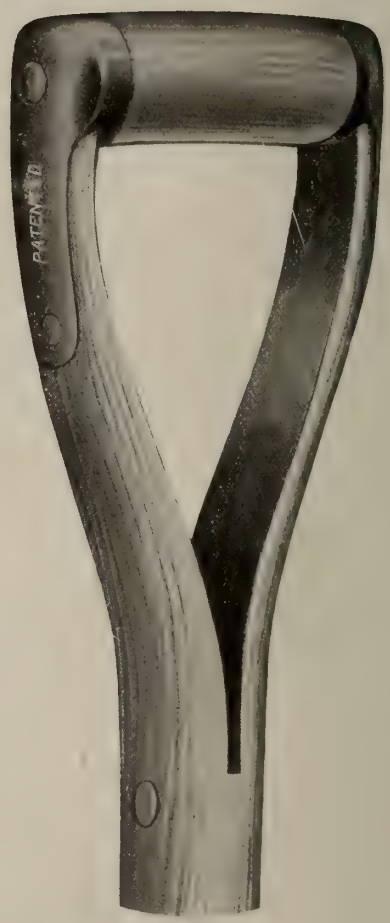
HAMILTON, CANADA

Quebec Branch—51 Duluth Building, Montreal

MADE-IN-HAMILTON HARDWARE

"Bull Dog" and "Fox" Shovels
"Moose" and "BlackCat" Shovels and Scoops





"THE BRANDS THAT GIVE YOU A GRIP ON THE TRADE"

REPRESENTATIVES:

The J. H. Roper Co.
MONTREAL, QUE.

N. J. Dinnen & Co.
WINNIPEG, MAN.

John Burns
VANCOUVER, B.C.

W. A. Maclauchlan
ST. JOHN, N.B.

E. W. McCarty
SALES MANAGER



Old Style Wood "D" with its Prevalent defects.

Our Latest. Note, reinforced sides

The CANADIAN SHOVEL & TOOL CO., Limited
HAMILTON, CANADA

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MADE-IN-HAMILTON HARDWARE

"Highest Ideal of the Shovel Making Art"

For Strength
And Durability

BULL DOG AND FOX

SOLID SHANK SHOVELS

HAVE NO EQUAL

Stocked by all Jobbers



Brands:

SOLID SHANK

BULL DOG AND FOX

SCOOPS

MOOSE AND BLACK CAT

The Canadian Shovel & Tool Co. Limited

HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

MADE-IN-HAMILTON HARDWARE

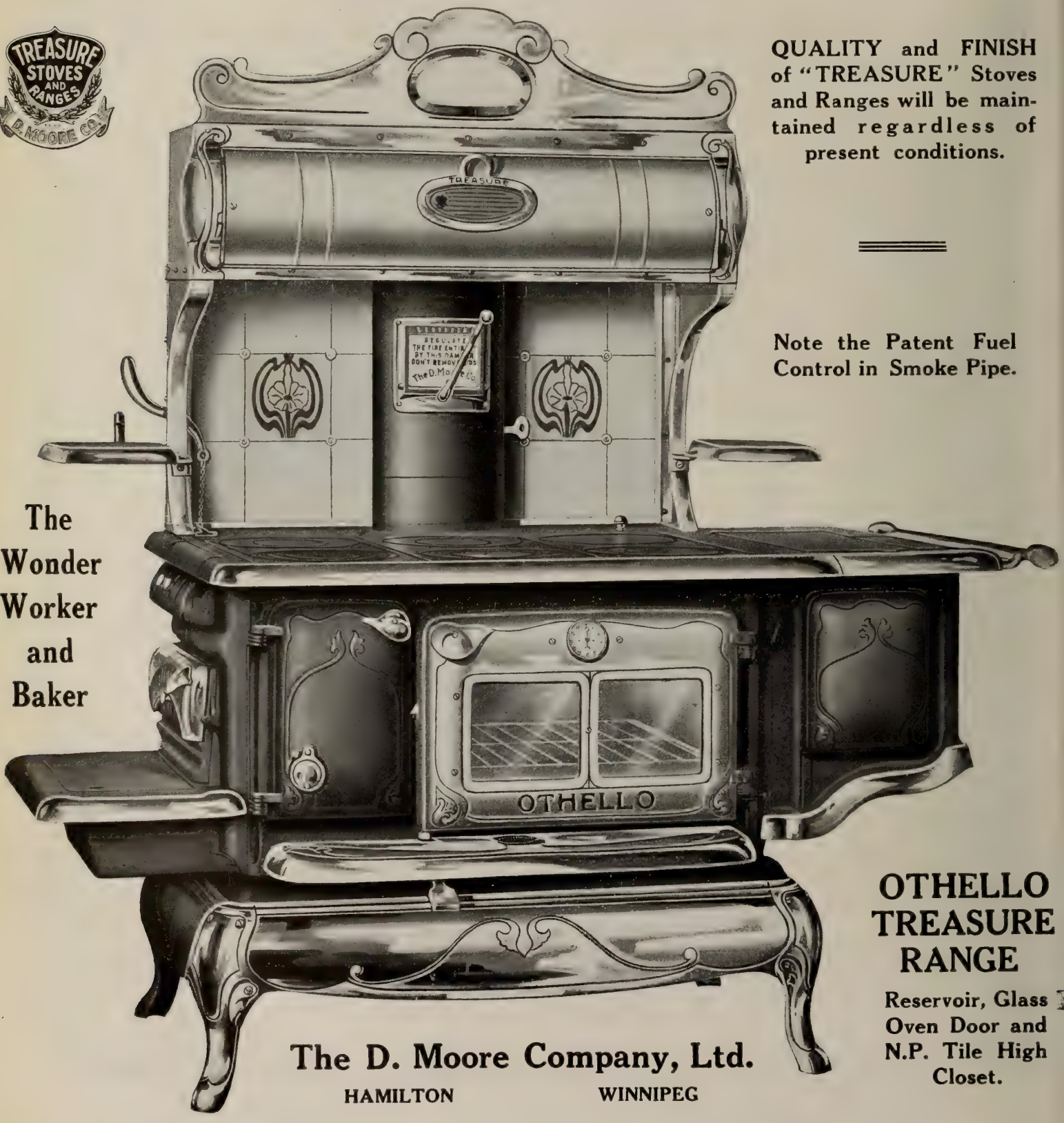
STILL IN THE LEAD
"OTHELLO" TREASURE
SIX-HOLE CAST IRON RANGE

TREASURE STOVES AND RANGES D. MOORE CO.

QUALITY and FINISH of "TREASURE" Stoves and Ranges will be maintained regardless of present conditions.

Note the Patent Fuel Control in Smoke Pipe.

The Wonder Worker and Baker



OTHELLO TREASURE RANGE

Reservoir, Glass Oven Door and N.P. Tile High Closet.

The D. Moore Company, Ltd.

HAMILTON WINNIPEG



ANGLES BANDS HOOPS

IRON—STEEL

HEAVY FLATS, ROUNDS AND SQUARES

SWEDES IRON
TOOL STEEL
DRILL RODS
HIGH SPEED STEEL
REINFORCING STEEL
COLD ROLLED STEEL
FORGINGS

HARDWARE

BELTING
BOLTS and NUTS
DRILLS
EMERY CLOTH
FILES
RIVETS and BURRS
SANDPAPER
CAP and SET SCREWS
TAPS and DIES
WOOD SCREWS
STEEL WOOL
WASHERS
WASTE

TOOLS

ANVILS and VISES
BLOWERS and FORGES
ELECTRIC TOOLS
DRILLS and GRINDERS

AUTOMOBILE ACCESSORIES

BATTERIES
BALLS
AUTO BOLTS
BRAKE LINING
BUMPERS
CHAINS
CLIPS
JACKS
WRENCHES and PLIERS
COTTER and TAPER PINS
A.L.A.M. CAPS, SCREWS and NUTS
SPRINGS
LOCK WASHERS

WILKINSON & KOMPASS

Toronto HAMILTON Winnipeg

WE SHIP PROMPTLY

MADE-IN-HAMILTON HARDWARE

HAMILTON is the Home of



NEPONSET
Paroid
ROOFING

and

NEPONSET
PRODUCTS

There is a big opportunity this year for dealers handling this entire line of high quality building products.



NEPONSET Paroid Roofing — Highest grade roofing for farms, factories and railroad buildings.

NEPONSET Black Waterproof — Building Paper—the highest grade.

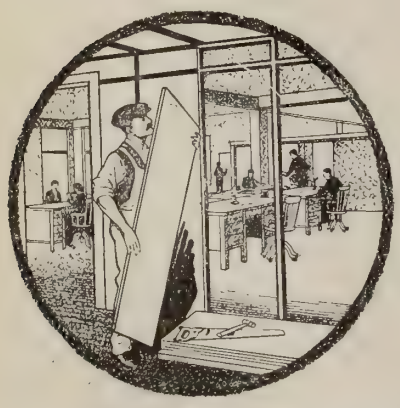
NEPONSET Asphalt Felt — A superior quality felt saturated with asphalt.

NEPONSET Wall Board — In Oak and White finishes.

NEPONSET Twin Shingles — Red and Green—Slate surfaced; for all residences.

NEPONSET Insulating Paper — for cold storage rooms, etc.

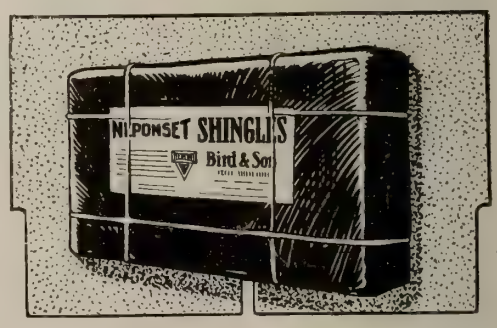
Coted Waterproof Building Paper, Asphalt Building Paper (Bird & Son), Proslate Shingles, Red and Green, single type; Paroid Paint, Plastic Cement.



Hardware and Lumber Dealers.

Write for full particulars and for dealership.

BIRD & SON
Head Office and Mills
Hamilton, Ontario



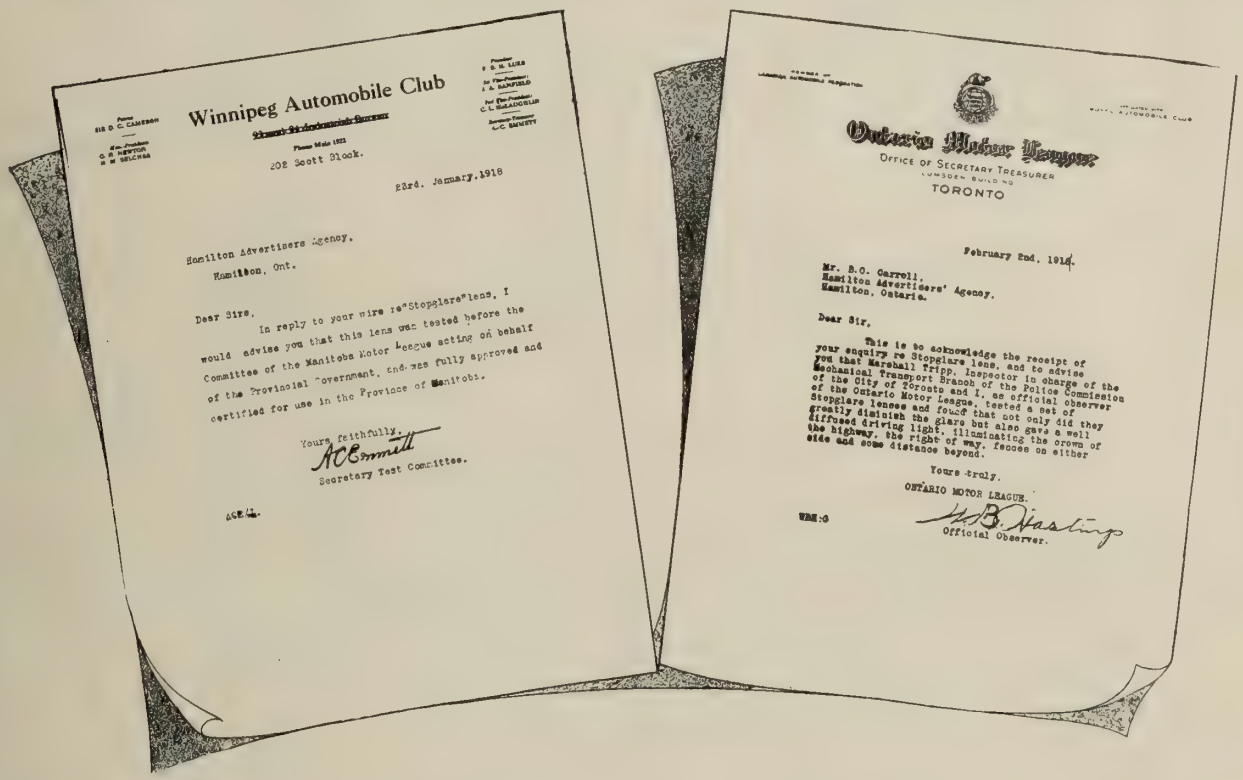
The Largest Manufacturers of Roofings, Wall Board and Roofing Felts in Canada

Warehouses : MONTREAL TORONTO WINNIPEG CALGARY EDMONTON ST. JOHN

If interested, tear out this page and keep with letters to be answered.

MADE-IN-HAMILTON HARDWARE

PROVING OUR STATEMENTS



Winnipeg Automobile Club

208 Scott Block.

22rd. January, 1918

Hamilton Advertisers Agency,
Hamilton, Ont.

Dear Sirs,
In reply to your wire re "Stopglare" lens, I would advise you that this lens was tested before the Committee of the Manitoba Motor League acting on behalf of the Provincial Government, and was fully approved and certified for use in the Province of Manitoba.

Yours faithfully,
A C Emmett
Secretary Test Committee.

Ontario Motor League
Office of Secretary Treasurer
TORONTO

February 2nd, 1918.

Mr. R.O. Carroll,
Hamilton Advertisers' Agency,
Hamilton, Ontario.

Dear Sir,
This is to acknowledge the receipt of your enquiry re Stopglare lens, and to advise you that Marshall Tripp, Inspector in charge of the Mechanical Transport Branch of the Police Commission of the City of Toronto and I, as official observer of the Ontario Motor League, tested a set of Stopglare lenses and found that not only did they greatly diminish the glare but also gave a well diffused driving light, illuminating the crown of the highway, the right of way, fences on either side and some distance beyond.

Yours truly,
ONTARIO MOTOR LEAGUE.
WBH:G
W B Hastings
Official Observer.

Dear Sirs:—
I would advise you that the Stopglare Lens for Automobile headlights, submitted by you at the Manitoba Provincial Government test, was passed as being absolutely satisfactory in every respect, and will comply with the Legislation that will be passed next spring, covering the use of automobile headlights in the province.
(Sgd.) Hon. Dr. Armstrong,
Provincial Secretary.

Dear Sirs:—
I would advise you that your Stopglare Lens for headlights submitted by you for test at the Saskatchewan Motor League official test carried out Tuesday evening, the 11th inst., was passed as being absolutely satisfactory in every respect.
(Sgd.) L. G. Calder (Pres.)
Saskatchewan Motor League.

Dear Sirs:—
I beg to confirm my message to you of the 24th and to advise you that the Stopglare Lens was approved by the Police Department as complying with the present Alberta Statute.
(Sgd.) P. C. H. Primrose,
Chairman of the Board of Police Commissioners for Alberta

STOPGLARE

The Perfect Headlight Lens

A Sure Winner for Dealers

Manufactured in Canada

There can be no question about Stopglare complying with the various non-glare laws in the face of such unqualified endorsements.
Notice particularly that they are not limited by "if the lamps are properly focussed." Any focus is satisfactory for Stopglare and you don't have to be testing the lights of your customers every time they come in from a trip. Spotlight Stopglare gives a range of 400 to 500 feet—ample for any driver. It lights up the ditches and 50 feet on either side of the roadway. Cross-roads, curves and road signs are always clearly illuminated.
Stopglare means a big saving to the motorist. They are dollars cheaper than other less efficient lens. Spotlight—all sizes, $3.00 pair. Plain—all sizes, $2.00 pair.

A liberal margin makes Stopglare the profitable lens to handle. Already 40,000 sets have been sold. Get your order placed now for spring delivery. Write us for prices and further information.



Design Pat. Canada and U.S.

STOPGLARE, Limited, 112 King Street, West, **Hamilton, Ont.**

MADE-IN-HAMILTON HARDWARE

FROST FENCE FIRST



Strength
Service
Security

"It pays to sell it"

The wire in "Frost" products is all drawn to size and galvanized in the above mills owned and operated by this company.

We make all styles of woven wire fence, also gates, plain and ornamental, coiled and plain wire, barb wire, oiled and annealed, and hay baling wire, bale ties and staples.

Hardware dealers should not miss the opportunity of getting in touch with us.

A "Frost" agency will bring a fine farm trade to your store.

Frost Steel & Wire Co., Limited

Hamilton, Canada

customers with that finesse which makes the "Good-day" sound as if the dealer really made it good.

About ten years ago, when we had the privilege and pleasure of addressing this association in this city, we were of the opinion that the retail man should use his local paper to tell his story. We still believe that is good business, but to be perfectly frank with you our honest conviction to-day is that your first move is to tag on to the manufacturers' advertising, and thus get linked up with the "big drive."

In other words, when you are considering an agency or the stocking of any line, figure, we should say that at least 25 per cent. of your problem is whether or not said manufacturer is spending money to send customers into your store to buy that particular line. You cannot very well go out after them. If your place of business is in a town larger than ten thousand people your local advertising is unavailing to a certain extent unless you have an exclusive agency, because the facts go to show that retail business in the larger places is done in zones—no one will go to a west-end store to get the same article that he can get in a near-by east-end store unless, say, the west-end man was formerly in the east-end and through service capitalizes his connection.

All of which, it seems to us, would indicate that the retail man's prime duty to himself—in an advertising way—is to get all he can from the manufacturer in the matter of newspaper and outdoor advertising, and in folders, catalogues, etc. We never knew of a case in our experience where a dealer who wrote in to have his local paper put on the list, or to have some matter imprinted with his name, was turned down. Here is a vast field of opportunity that easily 70 per cent. of Canadian retailers neglect to seize. Naturally the man who grasps the opportunity to have his product advertising done for him by the manufacturer finds he can gain a step on his competitor by adding an advertising programme of his own. He takes space in his local paper to capitalize himself and his methods, and probably to tie up to the big story in the papers paid for by the manufacturer.

And no matter if the retail man switches from this agency to that agency, no person can cut in on the popular opinion of his place that he created by his own enterprise. Only three things can undermine him—the coming of another retailer as clever as himself, a wave of business depression, or death.

Department Store and M. O. Methods

Classifying the Retail Institutions — Personality Great Factor in Overcoming Mail Order Competition—Efficiency Goal of the Merchant Who Would Succeed

Address by Geo. D. Davis, Manager Hardware and Metal, before Ontario Retail Hardware and Stove Dealers' Association

WHEN your president asked me to deliver an address on department store and mail order methods I hesitated, because the subject is one of such vast proportions that it could not possibly be covered in one address or even in several. I will, therefore, only touch on a few phases of the subject, and if any of the members wish to ask questions at the conclusion of my remarks I shall be very glad to answer them to the best of my ability.

There are, as you are probably aware, three types of retail institutions which are growing with astonishing rapidity. There are the chain stores, which are in reality many stores under a single ownership. There are the department stores, which are an aggregation of many stores under one roof; and there is also the mail order house, which sometimes operates as a mail order house only, and in other cases in conjunction with a department store.

These three types of retailers are making such rapid headway that there are many people who are predicting that the time is not far distant when the independent retailers will be practically eliminated. I am not inclined to share this belief, but at the same time I realize that the independent retailers are going to be faced with keen competition for some years to come. It will be necessary for every retailer who wishes to make more than a bare living, to adopt methods as efficient as those employed by larger rivals.

There are more than 50,000 retail merchants in Canada to-day, employing more than 250,000 people. This is a large army of merchants, and there are bound to be some who are inefficient. The general tendency to-day, however, is towards greater efficiency in merchandising. Since the outbreak of the war many of the weaker and less efficient merchants have been eliminated. Many businesses are being conducted on a cash basis, and taken all around the retail merchants to-day are better equipped to meet mail order competition than at any time in the past. There are some merchants who are astounded by the progress which is being made by department stores and mail order houses, but instead of taking steps to combat this competition, they are resting on their oars, with consequent loss of trade to themselves.



GEO. D. DAVIS

Manager, HARDWARE AND METAL, *who delivered address before Ontario Retail Hardware and Stove Dealers' Convention on "Department Store and Mail Order House Methods."*

There are many things I could say detrimental to the interests of department stores and mail order houses, but I feel with the limited time at our disposal we should deal with methods of a constructive nature. In passing, I might, however, refer to a few of the methods which do not always become generally known to the public. That department stores have a great influence over some newspapers, and that department store interests are large stock-holders in certain daily newspapers, is a fact known perhaps to only a few people who have made it a point to inquire into the matter. This probably accounts for the fact that some interesting news items do not get into the daily papers. For instance, some time ago a large firm advertised a product at a price per pound, which was to all appearances a great bargain. The price was so low that retail merchants wondered how the product could be sold at such a price. A Government inspector was sent down to purchase some of the product for analysis. The analysis proved that the article was badly adulterated. This company was summoned to appear in the police court, was fined $25 and costs and so far as I can learn nothing was said about it in the daily papers.

This is only one case tending to show that sometimes these so called bargains are misrepresentations of the goods. At the same time it is not the policy of successful department and mail order houses to run advertisements of this kind. It is usually the fault of some over-enthusiastic advertisement writer or some manager who is anxious to make a good showing of net profits in his department.

It is known that on different occasions when matters of this kind have been

brought to the attention of heads of our largest department stores and mail order houses, that drastic action has been taken to prevent a recurrence of matters of this kind.

The large department stores and mail order houses which we have doing business with us and which have been established for many years, have only been able to build up their extensive connections because they endeavor to give a real service to the public, and to satisfy the customer in every case.

The question is frequently asked "Can the individual retail merchant compete successfully with department stores and mail order houses?" When you make a study of this question you will find that the local merchant has a great many advantages over the department store and mail order house. There are to-day many retail hardware merchants who have benefited by the lessons they have learned from department stores and mail order houses with the result that they are doing better business than ever, and making greater profits.

The retail merchants to-day who are making the greatest headway in combating the mail order houses are those who have succeeded in giving a personality to their stores, who plan well ahead in both buying and selling and also in advertising. They are merchants who are giving a real service to their customers.

You will find in every business, certain merchants who stand head and shoulders over their fellow merchants and point out the possibilities to others who follow in their wake. These merchants have not obtained success through accident. There are good reasons for it. Their success had been achieved by working in harmony with certain principles, which are available to all of us, if we have the energy to carry them out.

The local retailer has many advantages over the mail order houses. The local merchant knows or should know the needs of his community better than the mail order house, which in many cases is located miles away. The local merchant has an opportunity of becoming personally acquainted with his customers and in most cases of making prompt delivery of the goods ordered.

It is true that in a few cases the department store or mail order house has an advantage and is enabled to purchase in large quantities. I have known of cases where a firm purchased 15 carloads of ready roofing at a time, a solid carload of food choppers, and 1,000 cobbler sets. I recall quite well being in a western Canada city where the smallest branch of one of our mail order houses was located and 2 carloads of washing machines came in on Monday and not one remained on Saturday night.

You will find, however, on examining the prices in the mail order catalogue that with the exception of the specials or leaders, the prices are as high or even higher than those which are quoted in the retail store and on which the local retailer is enabled to make a fair margin of profit. On the majority of lines the department store or mail order house does not sell any lower than the local retail merchant and very frequently the prices are considerably higher.

Retailers generally admit that leaders which are featured by the mail order houses bring in many orders, but there is nothing whatever to prevent the retailer from using specials or leaders if he so desires. I believe it is good policy on the part of the retailer to feature certain specials or leaders provided he does not demoralize prices on reputable nationally known lines. Price cutting on goods with a re-sale price has done harm to both manufacturers and retailers. Unfortunately, department stores and mail order houses are the worst offenders in this respect but during recent years a great deal of this deplorable merchandising has been eliminated.

The only merchant who needs to greatly fear mail order competition is the merchant who is inefficient. If mail order competition is going to be met and eventually overcome the merchant must educate himself and his sales staff; he must buy and sell intelligently; he must study the markets; he must keep his stock up to date, he must advertise intelligently. To survive, he must meet mail order competition under equal conditions and he can if he wants to. If he cannot meet competition he will be bound to lose a good portion of his trade.

The average merchant can take a great many lessons from department stores and mail order houses. These stores are keyed up to the utmost limit of efficiency. Their window trims are among the best in the country, they display their merchandise on tables and counters and in special displays where it can be easily seen and handled by customers. They use plenty of price tickets and they mark their prices in plain figures and stick to them.

They work on the principle that stock should be turned rapidly. They clean out old stock promptly. They have training schools for clerks and this is where many retailers fall down. There are very few hardware stores where sales could not be speeded up 40 or 50 per cent. without additional help. There is too much lost time and waste effort in the average store and if the average merchant could speed up the efficiency of his sales staff, and his selling helps, he would greatly increase his income.

The successful department stores and mail order houses are good advertisers. They do not waste space. They use many illustrations, they describe their goods fully and, what is worse, they quote prices. Their advertising methods can be followed with profit by the average retail merchant.

I remember quite well a short time ago noticing an advertisement of a retail hardware firm in which a considerable amount of space was used to show a cut of a coal oil heater the only descriptive matter appearing was as follows: "Oil Stoves, $5.00 to $6.00."

Almost at the same time, which incidentally was during one of the cold snaps of the present Winter, one of our prominent department stores and mail order houses was featuring a stove similar in design. The big department store used half the amount of space that had been used by the retailer, but in this space not only illustrated the stove but told how handy it would prove for the householder in heating up a cold room at the rear of the house or to heat up a bathroom, bedroom, or to supply heat in any corner of the house. The advertisement went on to tell exactly how much coal oil this stove would hold, how long it would burn, that it was safe to use, and odorless, approximate cost of operating and also referred to the attractiveness of the stove itself. In addition to this descriptive matter the price was also quoted. The price, I might say, was the same as the highest price quoted by the retailer.

You can judge for yourself which advertisement would appeal most to the ordinary customer.

The same thing might be said regarding the advertising of department stores on paints or any other lines. When a department store advertises paint, they not only refer to the paint itself but they tell the customer how it can be used to brighten up the home, to paint the floors, to freshen up the verandah furniture, etc. They develop the customer's imagination and in this way create a desire on the part of the customer to purchase the goods.

During the recent heatless Saturday and Monday which we had in Canada, I noticed in several of the small retail stores signs hanging up in the windows on Saturday stating "Closed Saturday and Monday."

Contrast these bare announcements with those which appeared in the department stores and department store advertising. The latter stated that "In harmony with the request of the Fuel Controller, the stores would close on Saturday and Monday."

These instances are typical of many which I might quote to show just where the department store makes a study of advertising from the customer's standpoint. Too often the retailer's advertisement is merely a bare statement while the ad of the mail order house or department store, on the same article, is full of real live information which the customer wants.

In order to illustrate how the department store buyer works, I might quote a little incident that happened some time ago. A manufacturer produced a little machine of which he was very proud. He hired a salesman to go out and sell the device. He coached his salesman on the many excellent features of the little machine. He told him how the best quality of steel had been used in making certain parts, how the parts were splendidly nickel plated, how a certain quality of spring steel was used in making the spring, and loaded up the salesman with a whole lot of technical information regarding the device. The salesman went

out and after a rather poor week he reached a department store buyer. He started in to give this buyer all the technical information which he had secured from the manufacturer. He dwelt at great length on these points and confined his arguments entirely to them. Finally the department store buyer broke in and said, "that is all very well but what I want to know, and what our customers want to know, is what will the damn thing do." One man dwelt too long on the technical details of the machine while the other wanted to know how the article could be used.

The advertising of department stores and mail order houses is always timely; they study the seasons and the changes which take place, and the consequent changes in the needs of their customers.

In their merchandising the department stores and mail order houses take the weather into consideration and this is a matter which is frequently neglected by some of the smaller retailers. The department stores frequently have advertisements prepared in advance so that if a sudden change in the weather takes place, they can have the advertisement inserted on short notice.

Some merchants and their salesmen are too far behind the times in advancing the idea of service, and in so far as this defect is due to laziness the trade deserves to be lost. The time has long since arrived when every retailer and retail salesman should make a study of advertising and selling methods, and in this way, he should be efficient in his calling. A retail merchant if he wishes to develop trade must make his store and service to fit the public, and get away from the idea that the public will fit itself to his store.

This is not meant as a reflection on the hundreds of merchants who are successfully meeting mail order competition, who are employing up to date methods and have increased their trade by lessons they have learned from larger competitors. It is meant for the dealer who is waiting for some miracle to suddenly put the mail order house out of business, a miracle which will never be performed.

Every merchant must study out his own system. The quality, occupation of customers, their character and temperament, their needs and requirements, must all be taken into consideration. Once a thorough grasp of the needs of each locality has been secured, wonders can be worked in holding trade at home and preventing the mail order houses from securing a foothold. Study how to give good service as well as how to accept the people's money and success will be more easily obtained.

"Question Box" Session

Following the address by Mr. Davis on "Department Store and Mail Order House Methods," both Mr. Davis and Mr. Kirkwood were alternately the targets of incisive questioning on various points suggested by the addresses. Replies to questions were also freely given in practical manner by retail members of the association from the floor of the house, and a good going session of great activity and interest for all minds concerned was engaged in until a late hour.

A Question Box had been provided early in the course of the proceedings, and this was opened when the ideas suggested by the speakers' subjects had been dealt with. This produced a variety of topics of discussion and maintained the interest of the evening in marked manner.

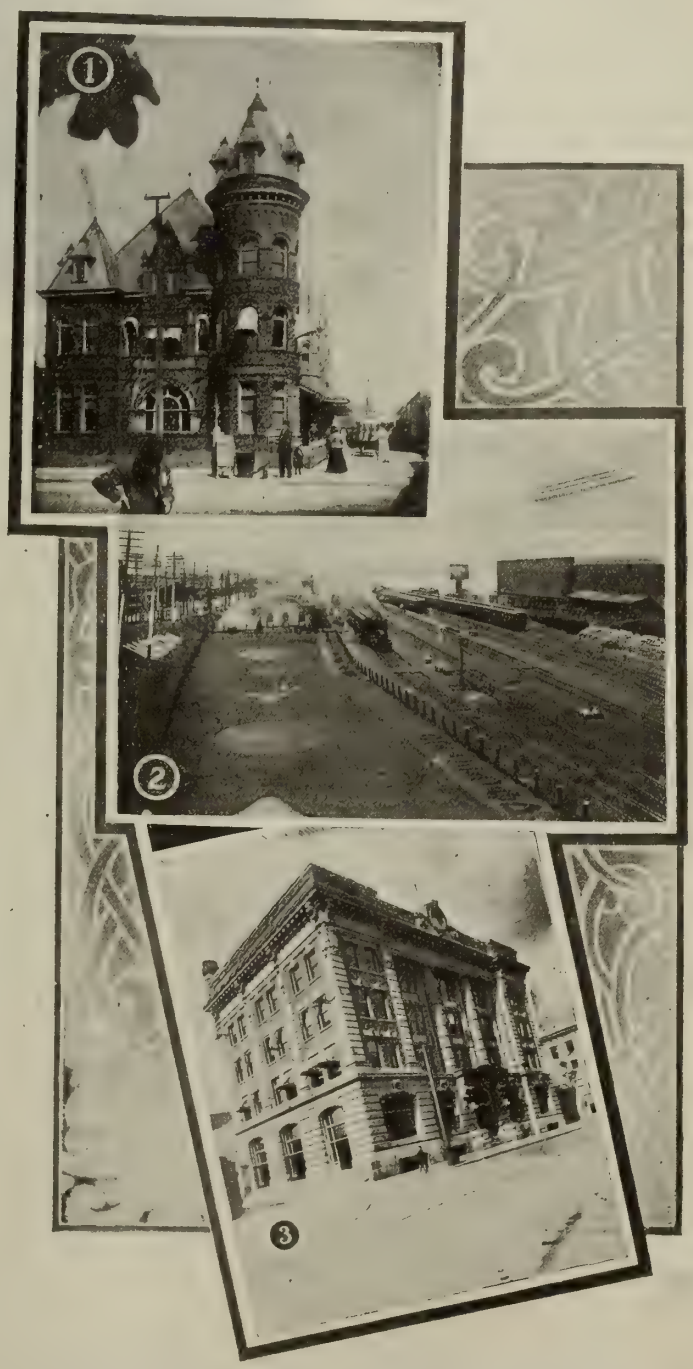
At the close of the "Question Box" session a vote of thanks was heartily accorded Mr. Davis and Mr. Kirkwood, and the members dispersed expressing unabated interest in the proceedings of a most successful Convention day.

THEATRE PARTY GIVEN

Following the banquet given on Tuesday evening by Wood, Alexander & James, Hamilton, the delegates were entertained to a theatre party by the hardware manufacturers of Hamilton.

NEW STEEL PLANT

The Page Wire Fence Co., located at Walkerton, Ont., has made arrangements for the construction of a large steel plant at Three Rivers, Que., at a cost it is said, of $1,000,000. The company was recently incorporated with a capital of $250,000. The company will manufacture steel products of all kinds.



Views in the City of Hamilton, Canada, where the Retail Hardware Merchants of Ontario gathered in Convention, February 19, 20, 21.

Making Retailing a Pleasure and a Profit

Summary of J. C. Kirkwood's Address at the Hamilton Convention on the Cost of Doing Business and Allied Themes—A Valuable Presentation of Matters of Vital Concern to Retailers

THE necessity for doing business better, among both big and small firms, grows greater all the time. The tendency in business, and even in agriculture, is towards centralization or community of effort. Instead of each individual man or firm trying to do everything himself or itself, there is a tendency to join together, in a federated or co-operative way for the promotion of common objects, and to join together, in a collective way, to reduce costs of operation, and to speed up production. This tendency, in agriculture, is revealing itself in various ways. Farmers have joined together, particularly in Western Canada, in grain growers' associations to protect themselves against merchant organizations. They have joined together to buy seed and implements wholesale. They have united to sell their wheat at prices which assure them the fullest possible margin of profit. In Ontario, farmers are joining together to buy and sell co-operatively, to buy tractors co-operatively. This movement is certain to grow.

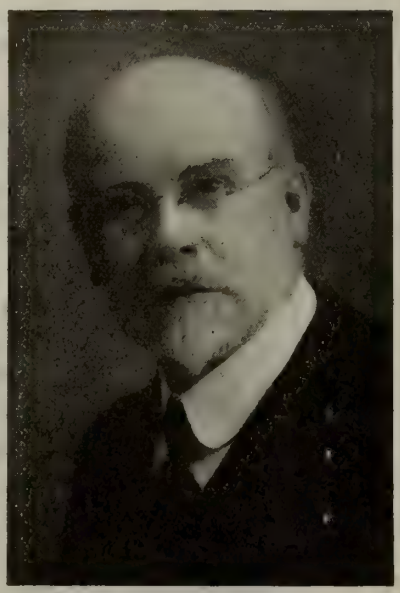
Retailers are likewise joining together, in national and provincial associations, and locally, to promote common objects. Locally co-operative delivery is fast becoming an established method of lowering costs, and of conserving man and motive power, and is even being recommended, if not actually commanded, by the state or government.

These are indications of a newly awakened business sense which aims to do business better—more efficiently and more economically.

One of the most pressing things in business—in retail business particularly—is a knowledge of the costs of doing business, and the conduct of business according to a sound cost system. Another thing of major importance is better merchandising on the part of retailers—a greater and more intelligent effort to sell more goods to more people, and always at a profit.

A Utopian State

Business is a most honorable occupation, and can and will be made more estimable when all those engaged in it are prosperous—making a net profit of thousands of dollars a year over and above operating costs. When all retailers become prosperous—masters of their business instead of slaves of it—then they will be happier, their families will be happier, homes will be better, retailers will become better citizens, travel and culture among retailers will become common, and a new era of better public service and of individual and family comfort and content will be inaugurated.



JOHN C. KIRKWOOD

Business Counsel, who delivered address before Ontario Retail Hardware and Stove Dealers' Association on "The Cost of Doing Business."

Twenty years ago, the cost of doing business was a brand new subject. Indeed, the movement in the direction of applying a cost system to distributing business is just about 10 years old. So it is not to be wondered at, therefore, if our Canadian retailers have not yet given very great attention to the subject of cost accounting as it relates to their own individual businesses. At the same time, it is a matter of great satisfaction that Canadian retailers at their conventions and otherwise are giving this subject of doing business better, as this applies to themselves, very earnest study. In Toronto last Autumn, Frank Stockdale, a widely known business specialist, gave a series of four addresses on better business methods generally, before a body of retailers; and quite recently, in Winnipeg, the University of Manitoba arranged a short course for retailers, on better business methods and practice. In similar spirit, the Ontario Retail Hardware & Stove Dealers' Association, in its annual convention this year at Hamilton, gave large place in its programme to the subject of the cost of doing business, getting a profit from business, and the training of salesmen. Admirable work, in the direction of stimulating and directing interest in better business methods and practice, is being done in the specialized business publications serving Canadian retailers, particularly the six retailers' newspapers produced by the MacLean Publishing Company, Toronto—HARDWARE AND METAL, *Canadian Grocer, Dry Goods Review, Mens' Wear Review, Bookseller & Stationer,* and *Sanitary Engineer.*

The Factors of Cost

Speaking specifically on the subject of ascertaining and recovering the costs of doing business, at the Hamilton Retail Hardware and Stove Dealers' Convention held this week, J. C. Kirkwood, business counsel with the MacLean Publishing Company, itemized the various factors which, singly and collectively, constitute the cost of doing business. These may be grouped as follows:

1. The cost of premises occupied and used.
2. The cost of service—wages, delivery, telephone, taxes, light and heat, stationery, publicity, losses, depreciation, etc.
3. The cost of capital—for its use and risk and for its employment in the conduct of business, as expressed in the form of stock and fixtures.

In the above grouping are comprised all the costs of doing business. Dealing with these groups in more precise fashion; that is, breaking them up into specific and convenient headings, the costs of doing business may be ascertained by recording the disbursements or charges according to the following procedure.

1. **Charge Rent of Premises** occupied and used. If premises be owned by the occupant, he should charge rent just the same—the amount another should pay for occupying the same premises. The sum to charge, when the retailer owns the premises occupied and used by him, is an amount equal to 6 per cent. or 8 per cent. of the selling value of the premises, plus all outlays for taxes, repairs and general upkeep.
2. **Charge Labor.** Under this head should be entered all wages or salaries paid, including a full and adequate salary to the principal or principals, and the value of services rendered by unpaid assistance—one's wife or daughter, or son who may render regular or occasional service without remuneration.
3. **Charge Fixed Expense.** Under this head will come such items as business or other taxes, water rates, light and fuel, telephone rental, insurance premiums (fire, casualty, plate glass, partnership).
4. **Charge Miscellaneous Operating Costs.** Under this head will come stationery, postage, cleaning, wrapping and packing, general re-

pairs, advertising in all its forms.

5. **Charge Delivery Expense.** This will take in horse and wagon and upkeep; motor and garage and upkeep; express or other carriage disbursements.
6. **Charge Losses.** Under this head will be included bad bebts, shortage, leakage, shrinkage, thefts (including subscriptions and donations of goods or money); special discounts on allowances made to purchasers.
7. **Charge Interest Paid on Borrowed Money;** (Including interest forfeited by lack of ready money, against which can be credited the amount of cash discounts taken).
8. **Charge Depreciation** on stock, fixtures, furniture, delivery equipment. The amounts to be written off each year will have relation to the "life" of the possession inventoried. For example, if a wagon or motor car has a probable life of 5 years, then each year one-fifth of the original value should be charged against the cost of doing business. (Here it may be said that a sort of Sinking Fund should be established to the credit of which the amounts written off for depreciation should go; and it were wise to open a special bank account for the purpose of replacing worn-out equipment; which account, in the inventory, can be regarded as capital).
9. **Charge Interest on Capital.** The sum to charge can fairly be 6 per cent. or 7 per cent. of the capital invested — the amount which would be earned if one's capital were invested in bonds, mortgages or other forms of dividend—paying securities.
10. **Charge Net Profit Desired.** The amount of the profit desired for the year may be $500, $1,000, $1,500, $2,000 or any other reasonable, larger sum, it depending on the amount of one's annual turnover.

The sum of these ten groups of charges will constitute the cost of doing business for the year. Aggregated, these costs may be $2,500, $3,000, $4,000, $5,000, $10,000, the total depending very largely on the amount of one's annual sales.

Add Freight to Invoice Cost

In the above groups, one item—that of freight on incoming goods—is omitted. Strictly speaking, freight should not be reckoned as a cost item, for freight, package, drayage, and duty (if any) on incoming goods, should be added to the invoice price of merchandise. The inventory cost of goods is not what the seller of them charges on his invoice, but, their cost laid down at store; and in the price marking of goods, their cost laid down at store is the right cost price at which to mark them and at which to reckon them in the annual inventory.

Should, however, a retailer omit to add on the item of freight, package, drayage, and duty (if any), in certain cases —this when the item is small in relative to value, or when the addition is seemingly negligible, then such items should be charged under the heading of Operating Costs (group 4 above), in order that they shall be absorbed into the costs of doing business.

Thus it becomes clear that if one opens up in his ledger or books of account group headings as above, and enters under each head, faithfully and fully, every item which should be reckoned as a cost of doing business, one will be enabled, at the end of the year, to say confidently and accurately just what it has cost him to run his business.

Mr. Kirkwood went on to say how absolutely necessary it is, in the interests of truth and full knowledge, to record every item, pointing out that if there be omitted any items or class of charges, the whole calculation becomes faulty and false, and therefore deceiving to all concerned.

Cost in Percentage Form

Having indicated how the retailer can thus ascertain what it costs him to do business, including a desired net profit above all costs, Mr. Kirkwood proceeded to state how these costs, in dollars and cents, can be converted into a percentage.

Supposing that the costs of doing business plus the profit aimed at amounts to $4,000 for the year; and that a dealer's turnover for the same period is $24,000, then the percentage cost of business is ascertained by dividing the $24,000 into the $4,000, and multiplying by 100. The calculation takes on this form:

$$\frac{\$4{,}000 \times 100}{\$24{,}000} = 16\ 2/3\%$$

This calculation gives the percentage of doing business as reckoned on sales or selling price, not on invoice cost.

In common speech, the cost on the selling price is usually stated. Thus when one states that it costs him 16 per cent., or 20 per cent., or 18 per cent. to do business, it is generally understood that he means 16 per cent. or 20 per cent. or 18 per cent. of his sales or selling price.

The Percentage to Add to Invoice Price

Having ascertained how to calculate the percentage cost of doing business on sales, the corresponding or equivalent percentage, reckoned on the invoice price, can be calculated. The general rule is:

(a) Ascertain the cost of doing business, in the form of a percentage, as reckoned on the selling price.
(b) Subtract this from 100.
(c) Then divide "a" as above, with two zeros added, by "b," as above.

For example:

Suppose "a" to be 15 then "b" will be 85 and the "c" operation will be:

85)1500(

Worked out, this calculation gives 17.65 per cent. as the right percentage to add to the invoice cost of goods.

The results of several calculations to show what percentage shall be added to the invoice or cost price of goods, after having ascertained the percentage cost of doing business reckoned on sales or turnover, are as follows:

When the cost of doing business reckoned on the selling price is:	Then the equivalent percentage, reckoned on the cost price is:
9%	10%
10%	11.11%
15%	17.65%
16%	19.05%
20%	25%
25%	33 1-3%
30%	42.86%
33 1/3%	50%
35%	53.85%
40%	66 2-3%
50%	100%

Miscalculations Are Costly

The seriousness of the error made when retailers add to the cost or invoice price the percentage reckoned on the selling price instead of the percentage reckoned on the cost prices, was pointed out, and it was shown that in a business of even moderate size, the error may result in a loss of $1,000 or more a year—in other words, to the amount of the profit desired for the year's effort.

Making a Profit of Thousands a Year

Mr. Kirkwood spoke at some length on the subject, Making a Net Profit of Thousands a Year. He stated that the Federal Trade Commission of the United States had investigated 260,000 businesses, and found that 200,000 of these had no method of determining their cost of doing business, and that 100,000 of them were not making a penny. The reason why so few firms fail to make a penny, year after year, from their trading, was declared to be due, very largely, to the fact that the retailer does not know how to go about the business of profit-making; that he trusts to luck, and hopes that at the end of the year enough goods will have been sold, at a sufficient gain over cost price to pay a desired or substantial profit for the year's effort. Knowing how to figure costs accurately the retailer is in a position, Mr. Kirkwood declared, to know how much goods he has to sell in a year, and how much of the various classes of goods making up his stock. Some goods yield only 10 per cent. or so over invoice prices; some lines will yield only 15 per cent. or so over cost; some 25 per cent.; some 30 per cent.; some 40 per cent., 50 per cent. and 60 per cent When a retailer knows that his costs of doing business are 16 per cent., or 20 per cent., or 25 per cent., of his annual turnover he is in a position to see how necessary it is for him to maintain his sales to a known minimum, and how necessary it is to stimulate the sales of those goods or classes of goods which yield a high percentage gain over invoice cost. When a retailer knows ex-

actly how much he must sell altogether, and how much he must sell of the higher-gain type of goods, then he is in a position to assure himself the year's gain of $1,000, or $2,000 or $3,000 desired. Without knowledge of this sort, the retailer is groping in the dark, and will probably bask in a dangerous content.

Selling Enough

This led the speaker to deal particularly with the subject, Selling Enough, or the Matter of Turnover. He declared, with emphasis, that the retailer has to become a merchant—a forceful and aggressive seller of goods, if he is to achieve his objectives and desires.

The average retailer, Mr. Kirkwood declared, lets the public run his business, rather than runs it himself. By which is meant: the retailer who does not perceive how much he must sell a year, at a profit, to recover all his costs of doing business, including a sufficient salary for himself, plus a desired net profit for his year's effort and risk of capital, is apt to become or remain just a common storekeeper instead of being a merchant.

Selling is the great thing when a man is in business. Wanamaker, and Timothy Eaton, and all the other great merchant princes have been supreme salesmen: They have devoted their energies chiefly to selling more goods to more people. If our Canadian retailers, as a class, will make selling goods their chief and energetic business—their supreme aim—then they will surely become prosperous as a class.

How Large Must Turnover Be?

How large must be the turnover? Or rather, what must be the minimum turnover, in a year, to assure the recovery of all the costs of doing business, plus the desired profit of $1,000 or more? And how shall this turnover be governed or guided or controlled so as to assure the recovery of all costs? That is, what shall the proportion of goods sold on which only a 10 per cent. or so gain over invoice costs is recovered? What shall be the proportion of sales on which only 15 per cent. or so is recovered? How much of the annual turnover shall consist of goods sold at 20 per cent., 25 per cent., 30 per cent., 40 per cent. and 50 per cent. advance over invoice cost? When a retailer analyzes his turnover in this way, he comes promptly face to face with the necessity to be an energetic seller, and to guide his salesmen in their selling, encouraging and directing them to sell goods on which a high percentage gain over invoice cost is secured.

When Costs are $100 a Week

Suppose a retailer's costs of doing business for the year, including an adequate salary for himself, and a desired net profit for the year of $1,200 ($100 a month) total $5,200, or a neat $100 a week; and suppose this works out to show a cost of doing business, on the sales of 20 per cent., then it is clear that the annual turnover will require to be $26,000. This means weekly sales of $500 on an average. 20 per cent. on the selling price is the same as 25 per cent. on the cost price which means that in this suppositious case, goods costing $400 to lay down at store must be sold for $500. It means that a clear $100 a week over and above invoice cost must be recovered.

But suppose that the great bulk of the goods sold in any week yields only 15 per cent. advance over cost—say $200 worth—it will mean that enough other goods, yielding higher profit gains, will have to be sold to give a net gain of $100. It may work out about as follows:

Goods costing at invoice price	and sold at a gain over cost at	give a gross gain of
$200	15%	$30.00
50	20%	10.00
50	25%	12.50
50	40%	20.00
50	55%	27.50
$400		$100.00

By examples of this sort, Mr. Kirkwood made it clear that it is the retailer's business to know his turnover analytically, and to make sure that enough goods are being sold each week, in right amounts according to gain over cost, to assure the recovery of the costs of doing business, plus the required net profit.

A Salary For the Boss.

One of the stumbling blocks in ascertaining the true and full costs of doing business by retailers is the omission of an adequate salary for the principal or principals. Mr. Kirkwood declared that the proprietor should pay himself each week a salary equal at least to what he would be paid if he were engaged on a salary basis to run his business; and that the proprietor, in regard to his own salary and purchases, should regard himself as an employee. That is, he should draw out weekly, in cash, his full salary, and should pay full prices for goods purchased from his own store, the same as any other customer is required to pay for his account. The practice of charging goods, (and not charging goods) leaving the proprietor's personal and family account unsettled, a charge against any profits that may be made, was condemned in strong language, and the right and infinitely better way outlined and commended. (An article on this subject of a salary for the proprietor, by Mr. Kirkwood, appeared in a very recent issue of HARDWARE AND METAL, so that it is perhaps unnecessary to deal at greater length with this section of Mr. Kirkwood's address).

The Training of Salespeople

A division of Mr. Kirkwood's subject which proved highly interesting and suggestive was: Making the Man Behind the Counter a Better Salesman. The growing recognition of the importance of training sales people was dwelt on, reference being made to the practices of the big department stores of the United States and Canada; and to the place the matter is having in text books on retailing and in the schools where salesmanship is taught; also to the attention which this subject is receiving in the specialized business newspapers prepared for retailer's—newspapers produced by the MacLean Publishing Company, for example.

Some of the definite suggestions made by Mr. Kirkwood are:

Teach salespeople about business, making them to know the mechanism of trade, particularly the distribution phases of it.

Teach them to know that helpful service to the customers is a prime requisite in a good salesman, since this wins and holds customers, and leads to larger sales.

Teach salespeople how to sell—how to develop interest, how to raise interest to desire, and to convert desire into sales.

Teach salespeople about the goods they are required to sell—their features, good points, distinctions, uses and advantages, and their value to the customer.

Teach salespeople to know what goods to give time to, what goods to bring to the attention of customers, and what goods to spend little time on in the selling process.

Teach salespeople the factors of cost in the selling price of goods—the style factor, the time factor, the handling factor, the floor or counter rent factor, the tendency-to-depreciate-in-value factor; and so on;—all this so that salespeople will co-operate intelligently with the proprietor to sell the goods that most need selling.

Teach salespeople the value of courtesy and civility; inspire their ambitions; educate them to become fitted for higher work at higher pay; and generally make them productive factors in the business to the fullest possible extent.

Teach them management; teach them to accept and be worthy of responsibility; to have and to exercise initiative; to think out and utilize ideas.

Teach them the value of time, industry, energy; the value of thrift and economy, the profit that lies in analysis.

The practical advantages to be gained from the proper education and training of salespeople were emphasized; and suggestions as to providing for the recommended education and training outlined.

It is asking a hard thing of retailers, Mr. Kirkwood said, to get them to devote time, thought and effort to the education of their sales staffs; hard because the average retailer is himself greatly in need of the very kind of education and training which he is enjoined to give to others. The speaker urged retailers to take time, and to make time, each week, when all could assemble for an hour's work. If need be, and if possible, the services of outsiders competent to train and teach should be en-

gaged—such instruction and training to be carried on by mail, if no other way offers.

Pride in Their Business

Mr. Kirkwood sought, all through his address to make retailers perceive their economic function, in the big and important business of the distribution of merchandise; and to appreciate the fact that an immense amount of attention, in universities and schools, in books and newspapers, at conferences and conventions, is being devoted to retailing and retailers; and he urged fervently that retailers themselves should learn to regard their business, their service, and their obligation highly and seriously, and to join in with all earnestness in every endeavor and movement to make business and the conduct of business more pleasurable, profitable and honorable.

Discussion

Questions and answers formed an interesting feature of the convention proceedings after the afternoon session on Wednesday. At this session the question was asked at the conclusion of Mr. Kirkwood's address:—

"What are we to do in the case of goods sold at a percentage advance over cost much below that of the average cost of doing business—nails, for example?"

In answer Mr. Kirkwood said: "It is true that we have to sell many line on which we do not make any profit. We would gladly eliminate these from our stocks but competition and the prevailing custom lead us to stock them and sell them at the prevailing price. If hardware dealers could get together as one body (and I think they should do this, and believe the time will come when they will) then they will not have to sell these goods at such a low percentage of gain over cost.

"We have got to analyze our turnover and where we find that we are not making sufficient profit, it means that we must throw extra weight and pressure on the goods that give us the returns, and do business as quick as we can with the lines that are not as profitable."

The foregoing question and answer may be regarded as representative of numerous other questions born of Mr. Kirkwood's address, and of the nature and spirit of the replies made. Discussion was animated, and quite largely participated in. This session was regarded as being particularly helpful and inspiring.

SPECIAL POINTERS

Following Mr. Geo. A. Simpson's address on Salesmanship Thursday morning, several "mock sales" were conducted, which proved extremely interesting.

Many manufacturers who were exhibiting gave demonstrations of their products on Thursday, which proved instructive and were the centre of many interested groups of hardwaremen.

A great number of the members of the association remained over Thursday afternoon to take advantage of an invitation extended by the Steel Company of Canada to visit their plant. Provision was made by the officers of the company for their reaching and going through the plant with the least trouble.

ASSOCIATION FEES, $5.00

The discussion on Tuesday afternoon, in which the question of increasing the membership fees to $5.00 was brought up, resulted in the resolutions committee deciding to raise the fee to this amount. That this is by no means too much, and greater service to the members will be possible through the increased revenue, was the opinion expressed by the majority.

Current Events in Photograph—No. 8



THE STRETCHER-BEARER IN EAST AFRICA

THE East African campaign is far afield, and has no definite associations for Canadians, therefore it is little thought of. Yet the troops in this field of action have had to overcome almost superhuman conditions, intense heat, difficulties of transportation, and unhealthy climate. In this photo are shown two of the types of stretchers used in carrying the wounded in theatre of war. The net stretcher has been found to be exceedingly light, effective and handy, and causes the minimum of suffering to the wounded.

OFFICERS FOR 1918

The election of officers resulted in the following being elected for 1918. *The treasurer and secretary were re-elected by acclamation:*

President ..... D. A. MacNab, Orillia, Ont.
1st Vice-President ..... A. J. Wright, Hamilton, Ont.
2nd Vice-President ..... Ed. Wanless, Chatham, Ont.
Treasurer ..... John Caslor, Toronto, Ont.
Secretary ..... W. F. MacPherson, Prescott, Ont.

Members of the Executive

F. B. Smith, Belleville, Ont. — James McGregor, Caledonia, Ont.
A. R. Bernhardt, Preston, Ont.. — George E. May, West Toronto, Ont.
A. H. Wideman, Markham, Ont. — A. E. Bottum, Bobcaygeon, Ont.

THE NEW PRESIDENT



D. A. MacNAB
Orillia, Ont., Elected President O.R.H. & S.D.A.

HELPED CONVENTION TO SUCCESS

(Continued from page 49.)

preciation for the immense amount of assistance given me as president of this association by Mr. Davis. The success of this Convention and of the association to-day is very largely due to Mr. Davis' personal interest and unsparing efforts which he gives because of his own deep interest in the welfare of the association at large. I feel myself personally very deeply indebted to Mr. Davis, who has been unsparing in his devotion to everything that furthers the success of this Convention, and is coming here to-night with an address on a subject with which he is very familiar, and which he will do justice to. I want every one of you to be at to-night's session to hear Mr. Davis. He has a great deal of very interesting matter to tell us. And just here I want to say to you boys of the association, who have been with us right on steadily during this day, that I am proud of the Retail Hardware and Stove Dealers' Association of Ontario. You have shown that when information was here for you, though you were busy with plenty to do about town, you would stay with the Convention and get all the information you could during this Convention, helping to make a success of it."

RESOLUTIONS ADOPTED

The report of the committee on resolutions came before the convention as the first business of Thursday 21st February. Chairman of Committee Mr. Oldham read the resolutions passed in committee as follows.

Your commmittee recommend:—

That a vote of thanks be tendered our president, Mr. J. N. McGregor for his splendid address and effort during the past year. Carried.

That a hearty vote of thanks be tendered our treasurer, Mr. John Caslor, for the very efficient and detailed statement of the past year's business, and for the "watch dog" way he has guarded our funds.

That this meeting feel highly indebted to our trade papers, HARDWARE AND METAL and "Canadian Hardware Journal" for their very valuable assistance to our association for the past, and that a vote of thanks be tendered them. Carried.

That a vote of thanks be tendered our most able and efficient secretary, Mr. W. F. MacPherson for the thorough and condensed report which he has presented to this meeting for the past year. Carried.

That the Exchange and Sales Bureau price lists be continued and extended as widely as our financial condition will permit. Carried.

That the membership fees for the year following 1918 be increased as follows:—

Membership fee $5.00
Associate membership 1.00
Clerk, whose employer is a member 1.00

This is the resolution on membership fees as finally approved and carried. The original proposal to have the associate fee increased to $2.00 was amended on the ground that the attendance of the travellers was a most appreciated factor in the success of the conventions, and not to be in any way retarded.

Resolutions of hearty thanks were also passed at the closing session to those firms and associations which had, by entertainment of the members, contributed so largely to the success and enjoyment of the occasion.

Foregoing resolutions were all unanimously carried—the complimentary resolutions invite cordiality.

RETIRING PRESIDENT'S MOTTO

Retiring president, J. N. MacGregor, in his valedictory, thanked the association for the confidence reposed in him in electing him for the term of office concluded, and suggested as an appropriate parting word, expressive of his effort to reciprocate that appreciation shown him, the epitaph on an English tombstone which reads, "He done his damdest" (cheers).

NEW PRESIDENT'S ADDRESS

In his opening address as newly-elected president, Mr. D. A. MacNab said that his election now made him wish he had not withheld himself from such official honors previously, as he felt that his predecessors in office had set such a pace for him that it would be hard to equal, far less excel them. He promised his utmost efforts in the position of president, and hoped that when his time came to retire he would become again as heartily enthusiastic a member on the side benches.

WINNIPEG BICYCLE DEALERS' ASSOCIATION MEETS

The first annual meeting of the Winnipeg Bicycle Dealers' Association was held at the St. Charles' Hotel recently when prominent men in the industry addressed about forty members of the local trade, following a dinner. Invited guests included Manager Patterson of the Bicycle Department of the J. H. Ashdown Hardware Company; S. License of Toronto, representing the Humphrey Bicycle and Motor Company; J. G. Pape of the Canadian Cycle & Motor Company; and the local managers of the Dunlop, Canadian Consolidated and Goodyear Tire companies.

C. J. Scott is the president of the Winnipeg association; J. A. Dick is vice-president and J. C. Warren is secretary-treasurer.

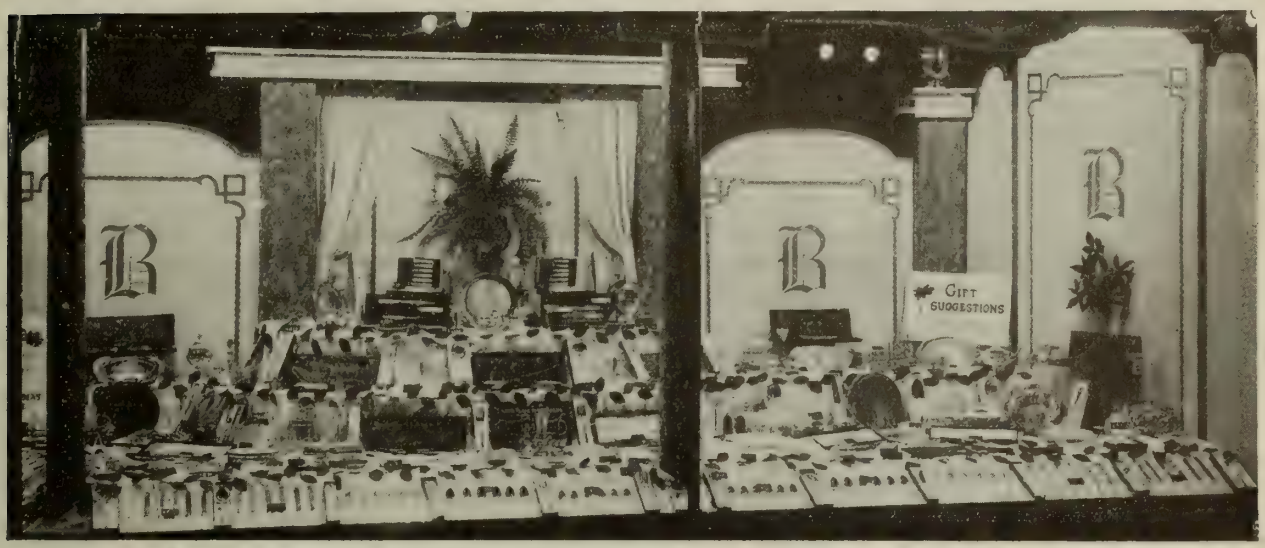
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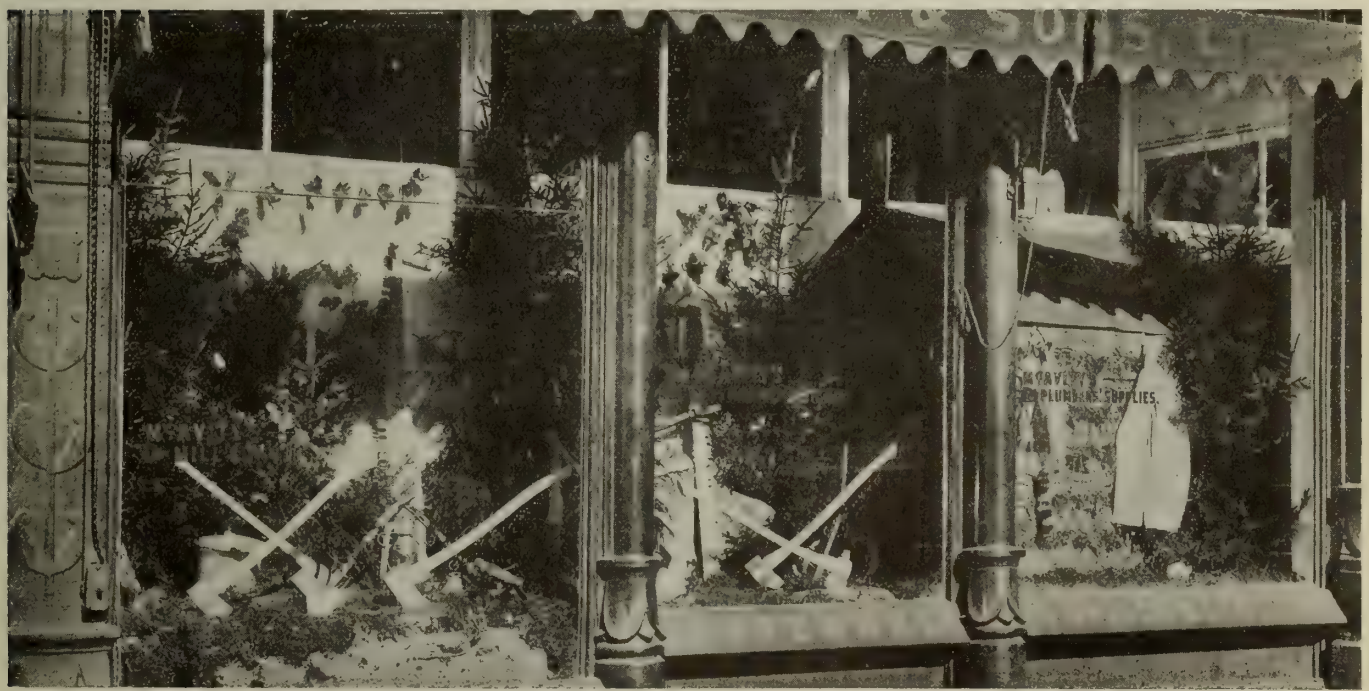
GEO. A. SIMPSON

One of the most interesting features of the convention was an address on "Salesmanship" delivered by Geo. A. Simpson, sales manager, Steel Company of Canada, Hamilton. The complete address will appear in next week's issue of Hardware and Metal.

GOOD WINDOW DISPLAYS ALWAYS BRING EXCELLENT RETURNS



A mighty attractive display of "hardware" which brought results The arrangement of the goods, the decorative effects combined with the dignified background, make for one of the most pleasing and sales-producing combinations possible to attain. Now is a good time to put in a paint window. Get the people thinking and talking paint early. Paint means conservation; are you featuring that element?



The passage of the seasons is indicated by an attractive window in the store of T. McAvity & Sons, of St. John, N.B , arranged recently at the opening of the lumbering season. A real logging camp scene is in evidence which is supplemented by a showing of tools and equipment used by the lumberman in his work.

EDITORIAL COMMENT

A SUCCESSFUL CONVENTION

ELSEWHERE in this issue will be found a complete report of the proceedings of the thirteenth annual convention of the Ontario Retail Hardware and Stove Dealers' Association. To cover this large convention completely and present a complete report to our readers in this week's issue was a task of no small proportions. HARDWARE AND METAL was represented at each meeting by expert reporters, who took verbatim reports of all addresses and discussions, and only on this account are we able to give in this issue practically a complete report of the proceedings. This, however, is in accordance with HARDWARE AND METAL'S policy to give our readers the best possible service. There is, in reports elsewhere in this issue, a wealth of information for hardware buyers and the trade in general.

The addresses by prominent manufacturers, wholesalers and business experts are full of valuable advice regarding present and future conditions, and the reports are worthy of the closest study by every hardware man. That there are many uncertainties regarding the future is made quite clear in the various addresses and discussions, and to-day, more than ever before, sound business advice is needed. The convention was a huge success. It was unanimously voted the best ever held by the association. It was run along new lines. The new features have taken hold, they have shown the officers of the association that the interest of the retail trade can be secured if the proper kind of program is arranged and carried through according to schedule. The attendance would have been greater were it not for the great scarcity of help which made it impossible for many of the retailers to be present. If the good work is continued the association will grow in numbers and in strength, and become a real power in the Canadian hardware trade. Hamilton is an ideal convention city, and the Hamilton manufacturers and wholesalers gave the visitors a royal welcome, and the "Hamilton Spirit" dominated the convention proceedings from start to finish.

THE SPRING SELLING CAMPAIGN

WITH the approach of Spring, merchants should already be planning their sales campaign for the next three months. Great opportunities for business exist and the merchant who goes out after trade aggressively is bound to reap splendid returns.

Practically every department in the hardware store can be freshened up and be made to take on new interest. Spring orders are being taken into stock and a re-arrangement of displays will do much towards effecting a change in the appearance which will hold the customers' attention.

The merchant who keeps the store interior attractive, who changes his window displays often, who writes interesting copy for his newspaper advertisements, is the one the consumer likes to deal with. The store operated on such a policy is one which must win out, which will be able to maintain sales at a high average.

And it is sales which every merchant depends on to make his money. Good, close buying is a decided factor in any merchant's success, but unless he can get the goods over the counter, he is not showing progress, he is not making a profit, and without profits no business can thrive as it should.

From practically every source reports indicate that business this Spring will be good. Shortages in some lines of merchandise exist, but, instead of bewailing the fact, efforts should be made to direct the buyers' interest to some other line in stock. There may be cases where substitution is impossible, but by playing up goods on hand the merchant will have a sufficient range for his activities that can be made profitable.

The spring sales campaign should be planned now, it should be working now. When the first break comes in the weather, your customers will want to know that you are fully equipped to supply their needs. Remember the early bird and take action at once if you have not already done so.

INDIRECT ROUTING OF FREIGHT TO GO.

THE Canadian Railway War Board has taken steps to remove all vestiges of indirect routing for freight travelling between points in Ontario where this condition exists. It is said that experts are now working on the new routings, and that these will provide for a car moving by the shortest route, irrespective of what line it may cover.

This should work out satisfactorily and afford a measure of relief to the railways in their present state of congestion. Practically the only lines moving for some time past have been coal and foodstuffs, and it may be weeks before normal conditions prevail again. The disappearance of indirect routing will play its part in relieving the present strain on the transportation companies.

What To Do During March

A Month for Big Business—Getting Action in the Paint Department—Automobile Accessories to the Fore—Outdoor Sports Again of Interest—Aggressive Selling Campaign Should Start

THE first day of March usually brings with it a realization that spring is rapidly approaching and the hardware merchant must needs shake off the shackles of winter to welcome the new season. March presents an opportunity for big business which no merchant should overlook.

The position that the paint department will occupy during the coming season depends materially on action taken now. It is by no means too early to arouse your customers' interest in paints and varnishes, in fact, a real duty devolves upon the merchant to point out the conservation value of these products. Practically every merchant has faith in the line he handles, and good paint, properly applied, is a means of conservation for property which every owner should have brought to his notice.

For the month of March inside finishes will again predominate, but the advertising campaign should also include references to the outside lines as well. Many householders can be influenced to start their spring housecleaning from the inside and work out. The long winter with its confinement has aroused in many housewives dissatisfaction with the appearance of the interior of the home. A change of colors or at least a brightening up is wanted. Sell your inside finishes now, and when suitable weather arrives for outside painting your customers will be more inclined to brighten the exterior as well.

Building operations are likely to be curtailed materially, and the paint department must play its part in making up any loss sustained in the builders' hardware lines.

However, it must not be thought that there will be no building done. In those towns which serve a farming community, there is more than likely to be a very good demand for builders' supplies. Farmers have enjoyed a measure of prosperity during the past couple of years which will result in many making needed improvements in their homes, barns and outbuildings. This trade should be watched closely and every effort made to develop this business.

Where any building is done, new tools are required, and the tool department should be in shape to take care of any and all demands. When it is remembered that help is scarce, the advisability of mechanics using the latest and most improved tools to do their work better and in less time should be pointed out. Good tools usually mean a better class of work, and the real mechanic is always on the lookout for those lines which will improve his efficiency.

The sale of stoves and ranges is one which can be developed successfully during the month. The heavy expenditures for coal for heating eases off materially now and the selection of a new stove will be given consideration. There will also be interest manifested in coal oil and gasoline stoves for cooking purposes. These do much to relieve the drain on the coal bin and wood pile and the necessity of conserving these two items should result in big sales for substitutes.

Furnaces will be run on a very economical basis and this should mean decided interest in coal oil and electric heaters. These two types of heaters can be carried from one room to another and used as found necessary. The saving these will affect in the heating of the home is a point to be kept prominently before your customers.

Labor-saving devices will also play an important role in the home where the duties of the housewife have multiplied. Calls for patriotic and Red Cross work made on the women to-day mean that a great deal of their spare time is occupied along these lines. Electric irons, sweepers, toasters, washing machines, etc., do their work in less time and give the housewife increased opportunities for such other activities.

The call of the open to the motorist is becoming increasingly insistent. Many cars have been laid up all winter, but interest in their use is again being revived. This means sales of automobile enamels and varnishes to renew the finish of the car, in addition to the movement of tires, chains, patches, tools, spark plugs and in fact practically every item carried in the hardwareman's stock. Some merchants have had their auto accessories under cover during the past three months, others have kept their lines well displayed; to all, however, the coming of Spring means greater activity and the need for an aggressive selling campaign, backed up by good displays, should be evident.

With the departure of the snow enthusiasts in baseball, tennis, football, golf, boating and fishing each have an opportunity to prepare for their particular line of sport. The sporting goods department drops its winter activities for those of spring and summer. Perhaps no department in the store presents such an entirely new appearance as that which will be undergoing change here. It is to the merchant who is prepared for the first break in the weather that the trade will come.

EVENTS IN THE TRADE

TRADE NOTES

Ottawa.—An approximate estimate places the loss of Ottawa retail merchants during the "heatless" days at $350,000.

Kingston, Ont.—Retail merchants have reformed the local association after many years of failure to recognize the value of united action for the benefit of the trade.

Fort William, Ont.—The Board of Trade has elected the following officers for the ensuing year: E. R. Gavin, president; H. A. Miller, vice-president; Mr. Dowler is the retiring president.

Ottawa.—The local branch of the Retail Merchants' Association has unanimously elected L. N. Poulin, president, succeeding Henry Watters. Other offiers elected were: first vice-president, S. McClenaghan; second vice-president, Clarke Cummings; treasurer, A. P. Johnston; secretary, B. G. Crabtree.

Newcastle, N.B.—An association of retail merchants has been formed here with the following officers: President, George Stables; first vice-president, S. B. Miller; second vice-president, G. G. Stothart; secretary, W. Amy; treasurer, H. B. Moody.

INCORPORATIONS

Toronto. — Electric Insulation and Varnish Company, Ltd., has been incorporated with a capital of $60,000 to manufacture and deal in insulating varnish, varnish and varnish compounds.

Toronto.—W. Walker & Son, Ltd., has been incorporated with a capital of $75,000 to carry on business both wholesale and retail of general hardware and woodenware merchants.

INDUSTRIAL NOTES

Toronto.—Wm. A. Rogers, Ltd., have increased capital stock of the company from the sum of $2,400,000 to the sum of $3,000,000.

OBITUARY

Robert E. Mills, well known manufacturer and former resident of St. Catharines, Ont., is dead at his home in Montclair, New Jersey. Deceased was a former member of the firm of Crathern & Caverhill, wholesale hardware merchants of Montreal. Of late years he was head of the Rajah Auto Supply Company of Bloomfield, N.J.

Charles S. Baxter, proprietor of the Baxter Hardware Company, Windsor, Ont., died Thursday in Los Angeles, Cal. Mr. Baxter until five years ago was a partner in the Neveux, Clinton and Baxter Hardware Company.

TO EXTEND ACTIVITIES

Following the announcement which appeared in HARDWARE AND METAL recently, outlining that a charter had been secured by Alfred C. Gilbert of the the A. C. Gilbert Co. of New Haven, and Thomas E. Menzies, of Menzies & Co., Toronto, for the formation of a new company to be called the A. C. Gilbert-Menzies Co., located in Toronto, further advice is to hand that the line of product to be handled will be extended considerably.

The company is already engaged in manufacturing toys in Canada and



T. E. MENZIES and A. C. GILBERT
President and Vice-President respectively of the A. C. Gilbert-Menzies Co., Toronto.

handle electrical products turned out by the A. C. Glbert Co. of New Haven, Conn. The line of electric fans has been added to and electric motors which can be used to operate sewing machines, etc., are now being marketed. It is stated that motors for phonographs are to be manufactured in the New Haven factory and for the present the Toronto company will only act as distributors for Canada. It is intimated however, that the A. C. Gilbert Co. of New Haven, likely take up the manufacture of these electrical specialties when suitable accommodation can be provided.

PERSONAL

Ross H. McMaster, assistant general manager, Steel Company of Canada, has been appointed to the new Canadian War Mission to Washington. It is said his work will be principally in connection with the iron and steel industry.

MONTREAL NEWS NOTES

George Henderson, president of the Brandram-Henderson Co., is in the Halifax office this week. Mr. Henderson reports that there is a fine spirit throughout the Maritime Provinces regarding trade conditions and the outlook is good. The Halifax plant of the company has been running to full capacity of late, and is now in a position to take care of the business accorded the firm at this point.

The Sherwin-Williams Co. were represented in the Maritime Provinces last week by R. C. Misson, who travelled through Nova Scotia and New Brunswick. "Everything seems to be going fine," said Mr. Misson to HARDWARE AND METAL, "and this is going to be a good year. There is a good feeling, and the people of Halifax especially deserve great credit for the manner in which they are meeting the situation there. A great deal of building is in progress."

W. K. Hughes, manager of the Winnipeg hardware department of the Hudson's Bay Co., was a Montreal visitor this week.

George Crump, buyer for the Hudson's Bay Co. at Vancouver, is in Montreal this week.

Mr. Pratt, of St. John's, Nfld., secretary-treasurer for A. E. Hickman Co., fishermen's supplies, was in Montreal this week on business for his firm.

John H. Cameron, representing the Winchester Repeating Arms Co. of New Haven, Conn., was a caller on the Montreal trade this week.

S. R. Brewer, secretary-treasurer of the Thos. Robertson Co., has been confined to the house through illness, but is at his desk again this week.

C. G. Hoose has accepted a position with Jas. Walker Hardware Co. of Montreal, and will cover the territory from Kingston and East in the interests of their accessory line.

H. H. Dalton, of A. M. Bell & Co., Halifax, is in Montreal calling on the trade.

The Jas. Walker Hardware Co. have recently purchased a car for the use of their city traveller selling automobile accessories.

O. B. North, representing the O. B. North Co. of New Haven, Conn., was a Montreal visitor this week in the interests of his firm.

James Kinsman, representing North Bros., of Philadelphia, is calling on the Montreal trade this week.

Mr. Ramsden, of the J. H. Still Co., of

St. Thomas, was a caller this week on the jobbers of Montreal.

Mr. Gallagher, representative of the Sprusetex Mop Co., of Chicago, has been calling on the Montreal trade this week in the interests of his firm.

Robert F. Corley, with the E. Ingraham Clock Co., of Bristol, Conn., was a Montreal visitor this week in the interests of his company.

The Slaymaker Co. were represented in Montreal this week by their traveller, Chas. E. Eichler.

Mr. Andrews, representing the Remington-U.M.C. Co. of Bridgeport, Conn., was a Montreal visitor this week.

St. John, N.B., News

Members of the staff of the Canadian Fairbanks-Morse, Limited, held a skating party at the Victoria rink recently and afterwards were the guests of the assistant manager, Mr. Hill, for supper in Pond's restaurant.

George McAvity followed his annual custom of entertaining the office and sales staffs of T. McAvity & Sons, Ltd., a sleigh drive and dinner afterwards at his bungalow at Pleasant Point being the features of the occasion.

When the McAvity Water street office staff was entertained J. B. Hamm presided at the table and acted as toast master, other members speaking to the toasts being Bruce W. Erb, G. C. McAvity, James S. Hoyt and Miss A. B. Schied. Games and dancing followed.

Two immense sleighs conveyed the McAvity King street office and the retail staffs to the Bungalow a few evenings later. W. V. Stratton acted as toast master on this occasion and other speakers included S. C. Hoyt, Major Percy D. McAvity, A. R. Everett, Troop Thorne, T. A. Ramsay and Ralph Cummings. Miss Piers also contributed to the programme.

The friendly rivalry between the office and foundry staffs of T. McAvity & Sons led to a bowling match this week, with the result that the office staff demonstrated superiority after a close contest.

The shipbuilding committee of the St. John Board of Trade is making inquiries regarding the possibility of securing steel plates to facilitate the establishment of a steel ship building plant which is planning to start operations in St. John.

J. S. Neill, one of the leading hardware merchants of Fredericton, is planning to run an extensive poultry farm in his spare time this summer, in the interests of increased production.

Edward E. Evans, formerly foreman with J. E. Wilson Co., Ltd., St. John, died recently in Framingham, Mass., where he removed several years ago.

WINNIPEG BUSINESS CONGRESS SUCCESSFUL

A business congress at which addresses were delivered by experts on retail problems has been completed at Winnipeg. Frank Stockdale, the American retail merchandising expert, was one of the lecturers. G. Pryer Irwin delivered the closing lecture on "Cash, Credit, Collections, the Future of Your Trade." Members from outside points were guests of the McClary Mfg. Co. to a theatre party. J. H. Curle, secretary of the Retail Merchants' Association, one of the promoters of the short course in merchandising, urged that the congress be made an annual event.

NEW MOTOR ROUTE THROUGH QUEBEC

A meeting was held recently in Worcester, Mass., for the purpose of acquainting the hotel men of the New England States of advantages for motoring through Quebec. Those attending from Quebec were A. L. Caron, President and A. G. A. McNamee, Secretary of the Automobile Club of Canada. They were in conference with Charles A. Averill, President of the New England Hotelman's Association; Mr. Kimball of Northampton, Mass., Secretary of the association and J. A. Flanagan of Malone, N.Y.

The meeting was successful in that what will be known as the "International Tour" was laid out. This is oval in shape, about 1,000 miles in length, thus making one of the longest trips in the United States and Canada. Its course has been arranged to afford tourists the advantages of select scenery, points of interest, the best roads and accommodation along the line.

The tour will have Albany, N.Y., as its starting point and from there it runs north to Lake George, taking in Malone, Rousse's Point and other places and passing through Montreal extends on through Three Rivers and Quebec, across to Levis and southward through Jackman, Maine. Taking in a number of towns and cities it passes southward to Boston and back again to Albany through Worcester, Springfield and Pittsfield. Some variety may be had in covering the outlined towns to suit the wishes of the individual tourist.

As contributing to the convenience of tourists, the Montreal representation emphasized the fact that Quebec roads had been greatly improved.

MEAFORD MERCHANTS ADOPT CONSERVATION MEASURES

Credit System Adopted and a System of Curtailed Delivery to be Put in Force

With the idea of curtailing unnecessary expense the merchants of Meaford, Ontario, comprising the grocers, butchers, hardware, jewellers, furniture, men's wear and drug stores, excepting prescription dept., shoe makers and shoe stores have banded together to commence a strictly cash business or its equivalent, this innovation to become effective on March 4. The merchants are using the local papers in a campaign to acquaint the public with the change, and to forestall any unpleasantness that the change might entail. The merchants have felt impelled to adopt this course to protect themselves against the evils of extended credit.

With a view to curtailing delivery costs, the grocers of the town have also agreed to adopt a schedule of delivery to be adhered to by every merchant. This schedule becomes effective Feb. 18 and is as follows:

For morning delivery orders must be in by 9.30 a.m., for afternoon delivery orders must be in by 4 p.m., for Saturday night delivery orders must be in by 8.30 p.m. No delivery before 9.30 a.m. No special trips for the taking of orders.

Ask Modification of Window Lighting Order

Darkened Windows a Serious Matter with Many Merchants—Business Has Suffered—Power Controller Asked to Permit One Light in Window to be Deducted from Store Lighting

THERE is a move on foot, fostered by the Retail Merchants' Association, to have the regulation forbidding the use of lights in store windows modified to a certain extent. It is pointed out that the prohibition is working a great hardship on merchants generally. It has been noted that since the order came into effect there has been a decided falling off in business. Many stores depend largely on their evening trade, and with the prohibition making it imperative to have all show windows dark there is nothing to attract customers, and there is nothing to indicate that the store is open for business. Evidently many persons have been misled by this fact into believing that the stores are actually closed and as a result the trade that would naturally come to them has passed them by.

The Retail Merchants' Association is petitioning to have the order so changed that a merchant may display a dim light in his store window. They are not asking for anything like the brilliant display of former days, but merely that one light of forty or sixty watts may be used in the window, to indicate that the store is open for business as usual. The suggestion is that merchants agree to curtail an equivalent amount of light in their interior illumination.

This would certainly appear to be a reasonable request. There has been no restriction placed on the number or power of the lights to be used in the stores, and many of these are brilliantly lighted. A curtailment here would cause comparatively little discomfort while even the dim light that is proposed for the window would it is believed go a long way toward rectifying a condition that is having very serious consequences to many merchants. This appeal has been forwarded to Sir Henry Drayton, the Power Controller, and the Association are hopeful that a decision will be rendered in their favor.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

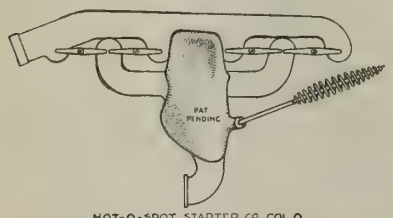
HOT-O-SPOT STARTER

The Hot-O-Spot starter being sold by the Hot-O-Spot Starter Company, Columbus, Ohio, is, it is said, the simplest, best and most practical way to start a cold Ford car.

It is stated nothing on the motor need be altered to accommodate the Hot-O-Spot; it is attached in an instant, and is locked into place by one motion of its heat-insulated handle. No holes need be drilled and no screws tightened to put it on.

Heat the Hot-O-Spot starter in the house on the stove or grate fire; carry it to the car by its heat-insulated handle; attach it to the manifold with one motion of the handle, and, it is said, that in thirty seconds the Ford engine will start as easily as in summer.

It is claimed that to leave it on the



Hot-O-Spot Starter, Applied.

manifold while running one has a much smoother running motor and saves a big per cent. of gasoline.

It takes heat to vaporize any liquid.

The Hot-O-Spot starter, it is stated, stays hot from the exhaust and gives the Ford the hot spot vaporization. The Hot-O-Spot starter can also be heated outdoors with gasoline, coal oil or alcohol.

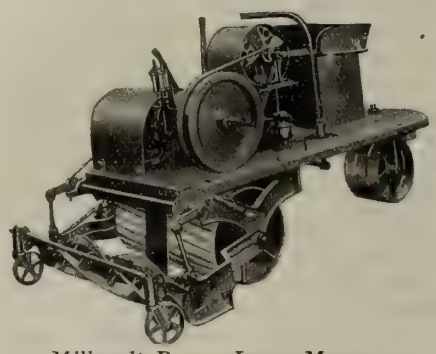
MILBRADT POWER LAWN MOWER

The Milbradt Mfg. Co., St. Louis, Mo., have placed on the market their 1918 power lawn mower. This operates by a gasoline motor, and the driver has a cushioned seat, from which, it is stated, there is no difficulty in operating the machine.

It is stated this mower cuts a 38-inch strip and travels at twice the gait of a horse. It is said work can be done either in open fields or between trees and shrubbery, always turning out a clean neat job of cutting.

It is claimed only one hand is necessary to operate steering lever, leaving the other free to operate the transmission lever or raise and lower the cutting cylinder as desired.

Every part of the mower is, it is said, built very strong, only the best materials being used, and that it will stand many



Milbradt Power Lawn Mower.

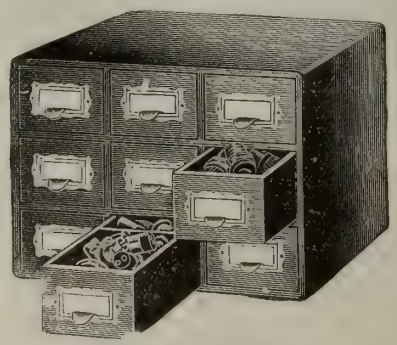
years of hard usage. Catalogue and price list will be mailed on request.

PRESTO CABINET

The Presto cabinet now being marketed by Metal Specialties Mfg. Co., Chicago, Ill., contains nine drawers, divided into two compartments, making eighteen in all. It is said this is usually sold to dealers with a complete assortment of eighteen different styles of connectors, sockets, plugs and switches for the lighting equipment of the automobile.

On the rear of the cabinet, which is the part that faces the customer when the cabinet is placed on the showcase, are illustrated the different plugs, connectors, etc., that the dealer carries in stock. It is stated they are all standard numbers and these illustrations make it easy for the customer to select the article he needs.

It is said dealers find this very convenient for keeping their stock of these



Presto Cabinet.

small accessories. The cabinet, which is of wood, mission finish, measures 12 x 12 x 9 inches; comes packed in a carton ready for shipment, and weighs about ten pounds.

INLAND PISTON RINGS

The Inland one-piece piston rings will, it is said, save gas and oil and produce real power. These are now being sold in Canada by the Canadian Fairbanks-Morse Co., Ltd., Montreal and branches.

It is stated the Inland is a continuous one-piece ring so scientifically manufactured and treated that the free ends always hub tightly together; the result is a ring that in expanding uncoils, exerting uniform gas-tight pressure and insuring continually perfect contact with the cylinder wall.

Points enumerated by the manufacturer as essential are: One piece; uni-



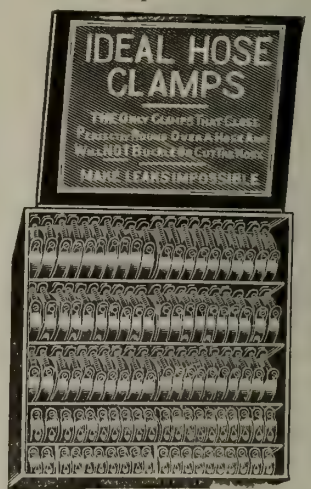
Inland One-Piece Piston Ring.

form width and thickness all around with no weak or thin places; made of close grain; elastic cast iron; easy to install; will not break in handling.

IDEAL HOSE CLAMPS

The Ideal hose clamp, which is manufactured by the Ideal Clamp Mfg. Co., Inc., 200-2 Bradford Street, Brooklyn, N.Y., will, it is said, make a perfectly tight joint, and can be applied under any circumstances or conditions. It acts concentrically and closes evenly around the hose.

Ideal hose clamps are now being put



Ideal Hose Clamp in Display Box.

up in a display box containing 100 clamps, this package being known as the shop assortment. There are ten of each of the following sizes:—1¼, 1⅜, 1½, 1⅝, 1¾, 1⅞, 2, 2⅛, 2⅜, and 2¾ inches inside diameter.

It is said the boxes are well designed for counter display and are conveniently partitioned to facilitate the re-filling.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

THERE is much uncertainty over the steel sheet situation at the present time. Intimations have been received by some importers of black sheets that the original order prohibiting the export of all steel commodities except under license has again been restored. This would apply to lighter gauges of black sheets and would be disastrous to Canadian industry if such were made effective. Some importers closely in touch with the situation assert that the embargo on shipment of sheets applied only to countries other than Canada. But the embargo placed on all commodities in value over $100 both going into the United States from Canada and coming from United States into Canada is interpreted as making an effectual embargo on all sheet metal for a time at least. This is, however, considered only a temporary measure to relieve the freight congestion and is thought not to apply as a permanent condition. Clearing up of this situation will cause much relief as a complete embargo on all gauges of black and galvanized sheets would work disaster to the industry of Canada.

One of the spectacular movements during the week was the rapid advance in the price of ingot tin. Intimations have been made that no further supplies of tin are to be allowed to come forward except under license, and existing stocks in Canada are at a premium. Dealers report that stocks are getting within very narrow compass. An advance of 6c to 8c per pound was recorded during the week. In sympathy with the strong situation in tin advances have been recorded in all grades of solder. Advances in other commodities apply to lawn rakes, iron pots, spiders, mattocks, grub hoes, crowbars, crosscut saws, ice saws, bucksaw blades, electric candles, ring compressors, races, gas headlights, foot pedals and cut-outs.

Many wholesalers and retailers were in attendance at the convention of the Ontario Retail Hardware and Stove Dealers' Association at Hamilton this week, which convention has been pronounced a big success. Promise is given that the retail hardwaremen's association will henceforth be a vital force in helping to better conditions among the retailers. Shipment of goods is still hampered through the railroad situation.

MONTREAL MARKETS

MONTREAL, Feb. 21.—Somewhat quieter conditions obtain throughout the city this week. From country points there is a good demand, seasonably speaking, and jobbers express themselves as satisfied with the outlook for spring. Price changes have been fewer than for some time. The ingot market is interesting, in that tin is firmer and copper will be available on a basis of about 28c per lb. in the very near future. Spelter prices have been fixed at 12c for the high grades. Zinc lists have also been revised by the manufacturers. No tinplate can be imported now without the importer having a license and supplying as well the name of the consumer. Somewhat lower prices are named on two or three gauges of galvanized iron. The tone of the old metal market is firmer, but without price changes. Sap supplies are beginning to sell and a good business is anticipated. The rope situation is vague, and with increases in England and suggested downward revision in the States it is difficult to size the situation. Prices, say importers, are expected to hold firmly here.

Steel And Iron List On Certain Lines Revised

Montreal.

TRANSOM CATCHES, FASTENERS.—A revised price list has been issued on certain lines of transom catches and fasteners, bolts, sash lifts and locks, and other steel lines made by H. B. Ives & Co., of New Haven, Conn. This becomes effective at once, the approximate advance over previous prices being about 10 per cent.

Rope Situation Is A Little Confusing Here

Montreal.

ROPE AND CORDAGE.—In view of all that has been written and published the past week on the rope situation, there is somewhat of a confusion. The manufacturers will be represented on the newly-formed committee to regulate the price of hemp, and local importers state that there is little likelihood of a revised price downward, in Canada at least. "Old Country prices have gone up," said an importer to HARDWARE AND METAL, "and our prices are likely to either remain as they are or be somewhat advanced." The advance in England was about 2½c per lb. A fair amount of business is reported, especially from outside points where shipbuilding is being done.

New Prices For 1918 On Coal Oil Stoves

Montreal.

OIL STOVES.—The 1st of March will see the travellers out for bookings on oil stoves, and new prices have been issued as applying to the Florence line. A very considerable advance in the prices over those of last year has been made, approximating 30 per cent. The new prices are as follows:—Two-burner, $13.25; 3-burner, $16.75; and 4-burner, $20.50. These prices apply to Eastern Ontario and Quebec. The ovens and high shelves are extra, and will be somewhat higher in price.

Wire Nails And Wire Being Booked For Spring

Montreal.

WIRE AND NAILS.—All the jobbers are receiving a certain number of bookings for nails, but the immediate business is confined to small sorting. If the congestion were less in outside districts there would be a freer movement, as country demand is reported much better than in the city. It is expected that a good demand for nails will obtain so soon as it is possible to move freight readily. Wire nails are selling at $5.25 per keg base, and cut nails on a base of $5.60. Smooth steel wire is unchanged at a base price of $6.25 per 100 lbs.

Coal Oil And Gasoline Are In Normal Market

Montreal.

GASOLINE AND COAL OIL.—The

position of the market for gasoline is an unchanged one. Sales are somewhat less than they have been, as the cars running are those used for purely business and necessary purposes. The price is held still at 32½c per gallon. Coal oil sales are good and the prices are as follows:—Royalite, 17c; Palacine and Electroline, 20c.

Sheets And Plates Hold Firmly In Market

Montreal.

SHEETS AND PLATES.—There is a fair volume of business here and prices are quoted with less spread than obtained last week. In view of the very serious state of transportation in the United States as well as in Canada it is improbable that deliveries can be improved in the immediate future, and dealers will view this as favorable to the conservation of their supplies. Nos. 20, 22 and 24 gauge sheets in the galvanized are now selling on the basis of $8.85 for the former and for the latter two $9.05.

MONTREAL—

BLACK SHEETS—		100 lbs.
10 gauge	$8 00	$12 50
12 gauge	8 65	11 50
14 gauge	8 80	8 55
16 gauge	9 00	8 65
18-20 gauge	9 25	8.75
22-24 gauge	9 40	8.90
26 gauge	9 45	8.95
28 gauge	....	9.05
10¾ oz. (28 English)	10 55	10.75

GALVANIZED SHEETS—	
10¾ oz.	$10 00
28 ga.	9 65
26 ga.	9 25
22 and 24 ga.	9 05
20 ga.	8 85
18 ga.	8 85
16 ga.	8 70

Fairly Good Trade In Fashioned Lead Products

Montreal.

LEAD PRODUCTS.—There is a fairly good demand for manufactured lead products, considering the season. These are held in firm market without change, and the trade is being well supplied as the various commodities are required. The position of pig lead on spot will serve to hold prices firm on the manufactured lines for the present.

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 12½	0 13
Lead sheets, 4 to 8 lbs. sq. ft.	0 11½	0 12½
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, strictly, lb.	0 47	....
Solder, commercial, lb.	0 45	....
Solder, wiping, lb.	0 42	....
Zinc sheets, casks	0 26	0 30
Do., broken lots	0 28	0 32

Trading In Iron And Steel Products Is Fair

Montreal.

IRON AND STEEL.—The local situation is one of little change either in the volume of trade or in prices. The weather has militated against any considerable volume of business being done. The country dealers are in good buying mood, generally speaking, and so soon as the conditions permit it is expected that trade will be better. There is some activity in United States markets, and this applies particularly to orders being placed for later delivery in 1918. City trade is reported quiet.

MONTREAL—

Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20-0 21

NO TIN WITHOUT LICENSE

It is now definitely decided that no tin will be shipped out of England without the name of the consumer attached and only to a firm who is licensed to handle the same. Just what arrangements are made to provide for the small consumer is not clear and advices covering this point have been cabled for. Dealers will therefore be looking to the requirements of their trade in the meantime as this order goes into effect immediately.

Some Encouragement Shown For Old Metals

Montreal.

OLD MATERIALS.—There is a firm undertone to the market for old metals, which is somewhat marked for certain lines of iron. The demand for heavy melting steel is far in excess of the supply, and there is a firm tendency to this market, but prices are held unchanged. The same applies to wrought iron. There is a generally good demand all around, but the difficulty lies in securing the supplies to fill orders. Old rubbers are held at unchanged prices, with a firming tendency. Bicycle tires are up to 4¼c.

MONTREAL—

Tea lead	$ 0 05	....
Heavy lead pipe	0 06¼	0 06½
Yellow brass	0 13½	0 14
Red brass	0 20	0 21½
Light brass	0 08	....
Scrap zinc	0 05½	....
Heavy copper	0 22	0 23
Wrought iron, No. 1, per gr. ton	25 00	....

FIXED PRICES FOR SPELTER AND ZINC

The expected announcement regarding the fixed prices for spelter has at last been made and this information has been transmitted direct to HARDWARE AND METAL by a Montreal importer. The War Board's fixed price for the high grade spelter is named at 12c. Further than this the price has also been agreed upon for zinc boiler plates of half-inch and thicker diameters, the new fixed price being 14c. For sheet zinc a base price of 15c has been set. This will have an immediate tendency to revise the prices for sheet zinc by probably 2c to 3c per lb. lower. A new revised list has been issued by the manufacturers on zinc extras and this is considerably higher than previous quotations. This will probably have to be considered by the War Board before becoming effective.

No. 1 machinery scrap	27 00	....
Heavy melting steel	18 00	20 00
Pipe scrap	15 00	17 00
Stove plate, per ton	17 00	19 00
Old rubbers, boots and shoes.	0 08	0 08½
Overshoes, lumbermen's rubbers boots	0 07	....
Bicycle tires	0 04¼	....
Auto tires	0 04½	0 05½
No. 2 busheling	....	13 00

Stoves And Enameled Ware Are Being Booked

Montreal.

STOVES AND ENAMELED WARE.—The immediate business in stoves and ranges is not large although it is seasonable. Weather conditions have had the effect of making a temporary lull, although it is remarkable how satisfactory, outside business keeps, say the jobbers. Travellers will soon be taking orders for the spring and summer requirements of oil stoves. A good season is anticipated, even though prices are very much higher than they were last season. Enameled ware bookings continue to come forward in fairly good volume and in view of the future outlook it is expected that dealers over the country will anticipate their wants early and not take too much chance with securing supplies later.

Sap Supplies Will Be In Active Demand

Montreal.

SAP BUCKETS AND SUPPLIES.—It is expected that there will be a good demand this season for sap supplies. The manufacturers report a good feeling regarding this line and in view of the heavy snow fall this year it is suggested that there will be a good run. Hardware dealers are in a position to give their farmer customers help along the line of suggesting what is needed to make sap and with a concerted effort along this line such action will have a patriotic phase to it. Sap buckets are selling at the following prices: Straight, 1 gallon, $14.95 per 100; 1½ gallon, $18.20 and 2 gallon, $19.50. In 6-quart terne toin price is $18.20 per 100 syrup cans in the 1 gallon round, and square are $22.50 per 100. The prices apply to Quebec and Eastern Ontario.

Tin And Lead Stronger With Lower Copper Price

Montreal.

INGOT METALS.—The interest of the week centres in tin, which is quoted somewhat higher locally, although the London market has declined some points, but only after a considerable rise a week ago and also in copper which is on the way, stated one importer to HARDWARE AND METAL and which will be sold for about 28c per pound under the recent new regulations. Fixed prices have been announced for spelter and zinc boiler plates.

COPPER.—Under new regulations, supplies that are in transit will probably be offered at a price of about 28 cents per pound. In the meantime the prices of 33c to 34c are obtaining and sales are light.

LEAD.—A stronger feeling has developed in the local market for lead which is selling at $9.75 to $10 per 100 lbs. Trading is fair.

TIN.—The interest of the week centres around a firming of prices and quotations here are from 85 to 86c per lb. against last week's range of 82½c to 85c. The London market was erratic for a time but prices are high.

SPELTER.—For many weeks announcement has been awaited regarding the government's prices on spelter. These are now made and for high grade the price is fixed at 12c per lb. The lower grades will be adjusted in accordance with this revision. Locally the prices range from 10½ to 11c.

ANTIMONY.—This is a very quiet commodity here and the price is held unchanged at 19c per lb.

ALUMINUM.—An easier tone characterizes the feeling in aluminum which can be bought at 55c per lb.

TORONTO MARKETS

TORONTO, Feb. 21.—Wholesale houses have started to get their spring shipments out, but the difficulties connected with transportation have made the movement of goods slow. Arrival of goods for their warehouse stocks have likewise been very slow. Business has been seasonably good, being a period in the year between the buying of winter lines and starting of spring and summer lines. Price changes have not been quite as numerous as in some recent weeks, still the number is considerable and includes lawn rakes, iron pots, spiders, mattocks, grub hoes, crowbars, crosscut saws, handsaws, bucksaw blades, electric candles, ring compressors, races, gas headlights, foot pedals and cut-outs. Many wholesalers and retailers attended the convention of the Ontario Retail Hardware & Stove Dealers' Association at Hamilton during the week.

Wire And Steel Lawn Rakes Register Advance

Toronto.

RAKES.—Advances in the price of wire and steel lawn rakes were recorded during the week. Queen 20-tooth wire rakes are now quoted at $5.75 per dozen, while 24-tooth rake is quoted at $6.25 per dozen. J. D. steel lawn rake, 15-inch, is quoted $7.80 per dozen, and 20-inch at $9 per dozen. Dunn's steel lawn rake is now quoted at $11 per dozen.

Hollow Ware And Spiders Show Increase

Toronto.

POTS, SPIDERS.—Various lines of cast-iron hollow ware have been increased in price during the week. Straight high and low pots No. 8 are now being quoted at $1.45 each, and No. 9 at $1.60 each. Bulged pots No. 8 are quoted at $1.85 each, and bulged No. 9 at $1.95 each. Spiders are another line which shows higher prices, 8-inch being quoted at 70c each, 9-inch at 80c each, and 10-inch at 90c each.

Mattocks, Grub Hoes And Crowbars Advance

Toronto.

MATTOCKS, GRUB HOES, CROWBARS.—Substantial increases have been made effective on mattocks, grub hoes and crowbars. Long cutter mattocks, 6-lbs. are now quoted at $10.75, while pick mattocks, 6-lbs. are quoted at the same price, namely, $10.75 per dozen. Grub hoes, 4-lbs., are now priced at $8.25 per dozen. Prices on crowbars have been advanced to $8.50 per 100 pounds. Posthole crowbars are quoted at $8.75 per 100 pounds.

Clay And Rock Picks Advance 10c to 25c Dozen

Toronto.

PICKS.—Advances ranging from 10c to 25c per dozen have been made effective on clay and rock picks. Clay picks are now priced as follows: 5 to 6 lbs., $9.25 dozen; 6 to 7 lbs., $9.75; dozen; 7 to 8 lbs., $10.50 dozen; 8 lbs., $10.75. Rock picks, 7 lbs., are quoted at $10.50, while 8-lb. size is quoted at $10.75 dozen.

Crosscut Saws Increase 10 Per Cent.

Toronto.

SAWS.—An advance of 10 per cent. has been made effective in all lines of crosscut saws which now makes the price as follows: 5-foot, $4.95 each; 5½-foot, $5.85 each; 6-foot, $6.65 each; 6½-foot, $8 each. Included in the advance are the Disston line of handsaws, together with ice saws and bucksaw blades. Arrowhead saws also have been advanced 10 per cent.

Foot Pedals and Cut-Out Lists Advance

Toronto.

PEDALS, CUT-OUTS.—Higher list prices have been made effective on foot pedals for autos. Style O, nickel, formerly 75c list, is quoted now at $1.05 each list. Above design is for operating cut-out and exhaust horns. Style G, for operating horns, is 5c higher on list price at 35c each. Special cut-outs for Maxwell and Chevrolet cars are higher on list prices at $1.40, being an increase of 35c each. Above sizes are for 1⅝-inch pipe. List prices on style G-H cut-out show an increase also. This design is constructed with a view to turning the exhaust from striking the ground and raising the dust. Following prices show an increase from 10c to 25c each over former list prices: 1⅜-inch and 1½-inch, $1.60, 1⅝-inch and 1¾-inch, $2.40; 1⅞-inch, 2-inch, 2⅛-inch and 2¼inch, $2.80c; 2⅜-inch and 2½-inch, $3.20; 2⅝-inch and 2¾-inch, $3.60; 2⅞-inch and 3-inch $4. Discounts applying to all of above lines are: Quantities less than 12, 25 per cent.; quantities 12, 30 per cent.; quantities 48, 35 per cent.

Gas Headlights Up 50c to $1 On List

Toronto.

HEADLIGHTS.—Higher prices have been made effective on gas headlights for Ford cars, constructed with Mangin lens. Black and brass design is now selling at $10.50 per pair list, an increase of 50c, while black and nickel list has been advanced to $12, an increase of $1. Quantities of less than 12 discount is 25 per cent.; quantities 12, 30 per cent. and quantities 48 pairs, 35 per cent. Above design has 9¾-inch front and 7¾-inch prop centre.

Demountable Rims Register A Decline

Toronto.

RIMS.—Contrary to the trend of prices in the majority of instances on automobile accessories the Kelsey demountable rim has been reduced in price to the extent of 50c on list. Following are prices: Natural—small lots, $18; lots of 10, $17; lots of 50, $16. Black—small lots, $17.50; lots of 10, $16.50; lots of 50, $15.50. Above prices are f.o.b. Windsor. For Toronto add 75c per set, freight; Montreal $1 per set freight; Winnipeg, $3 per set freight; Vancouver, $6.75 per set freight.

Races Go Higher; Cones and Retainers Steady

Toronto.

AUTO ACCESSORIES.—A slight advance on the list price of small outer race for Ford cars has been made effective, increase amounting to 2c over previous list price. List formerly at 18c each is now 20c each. Large outer race remains unchanged at 50c list each. Stationary cones for Ford cars hold unchanged at 30c list, while right adjusting cones are quoted at 19c list. Outside ball retainers are quoted at 3c each and inside ball retainers at 4c. Discount 25 per cent., quantities 12, 30 per cent., quantities 48, 35 per cent.

Ring Compressors Advance 15c On List

Toronto.

COMPRESSORS.—An advance of 15c on list price of piston ring compressors has been made effective, making the list price now 75c each. Device is designed to set piston rings, as a slight pressure is sufficient to give a powerful leverage. Discount is 25 per cent; quantities of 6, 30 per cent.; quantities 24, 35 per cent.

Electric Guest Candles Up 25c On List

Toronto.

ELECTRIC CANDLES.—Following the recent advance made effective in all lines of Everready Daylos and batteries an increase has been made effective in

Everready guest candle. New price is $1.40 each, representing an increase of 25c. Discount is 33 1/3 per cent. in small quantities and 40 per cent. when order amounts to $50 and over.

Oil Burning Heaters Up 50c to $1 On List

Toronto.

STOVES, HEATERS, ENAMELWARE.—An advance has been announced in the price of Perfection oil heaters ranging from 50c to $1 on list prices. No. 525 is now quoted at $6.50 each list, No. 530 at $7.25 each, and No. 630 at $9.25 each. For No. 525 the increase is 50c, No. 530 increase 75c and No. 630 increase $1 each. No. 520 has been withdrawn from the market. Bookings can be made on this basis for delivery up to September 15, 1918. Discount on heater lines is 25 per cent. from list prices. Other makes of stoves and ranges held unchanged during the week. Enamelware is in steady market with a fair volume of trade passing. Some lines of hollow ware pots have been increased in price, mention of which is made elsewhere.

Fuel Oil Dominating Factor In Situation

Toronto.

OILS, GASOLINE.—Prices for all oil products held steady during the week. There is plenty of gasoline on this continent at the present time. Owing to the light domestic consumption of gasoline on this continent at this season of the year, stocks of gasoline have been rapidly increasing. The great need at the present time is the production of fuel oil to be used in oil-burning vessels, industrial plants, shipyards, gas plants and even by some railways. The consumption of fuel oil is much greater than the consumption of any other product from crude petroleum. Under the stress of need for fuel oil production of gasoline has been heavy within recent weeks and stocks are accumulating. It will therefore be seen that the situation in gasoline is somewhat easier in tone

Quotations are being made on the basis of 31½c per gallon. Demand for coal still keeps up.

Price Of Manila Hemp Reported Lower

Toronto.

CORDAGE, TWINE.—The report mentioned in these columns last week to the effect that the United States Government had fixed the price of Manila hemp at lower prices than those recently prevailing turns out to be based on fairly sound surmises. A dispatch from Washington during the week reported that the price of Manila hemp would be 26c per pound, to be established by the Food Administration. The price prevailing for fair current hemp at the present time is 28c to 28½c per pound. It will therefore be seen that a substantial reduction is provided for. It is intimated that all negotiations respecting the price have not yet been fixed definitely, as they are contingent upon suitable arrangements being made for steamship space. If it turns out definitely that a price of 26c per pound has been established the local market will be considerably easier in tone. It will be necessary to wait for a short time for confirmation of this announcement. In the meantime rope prices held unchanged. There has been a fairly good movement of small twines and in this respect is gratifying to the distributors.

Waste Has Again Been Moved Higher

Toronto.

WASTE.—Further advances have been made in the price of waste by concerns which had not increased their price since the beginning of the present year. Increased prices amount to 1c to 2c per pound. Quality white wiping has been advanced to 17c, an increase of 2c and a new grade XC added at 16c per pound. In colored wiping waste quality 1 has been advanced 1c and is now selling at 15c. Quality 1A remains unchanged at 12c, while quality 1B has been advanced 1c and is quoted at 11c. No. 5 colored is quoted at 16c, No. 7 at 14c and Japanese colored at 15c per pound. There has been a good demand for waste within recent weeks. Higher prices have been occasioned through the strong situation in the cotton market.

Heavy Bookings On Steel Wire Nails

Toronto.

WIRE, NAILS.—Some wholesale houses report they have had a heavier booking so far this year on steel wire nails than at any time in their history. This is reason for mild surprise. The situation with respect to wire rods may have had something to do with the eager buying. Manufacturers of nails in Canada have in some instances been advised by the manufacturers of rods in the United States that they have nothing to offer. Prices hold unchanged at $5.20 per hundred pounds for standard steel wire nails. Wire products held unchanged during the week.

Fair Movement Of Iron And Steel Lines

Toronto.

IRON AND STEEL.—A fair movement of iron and steel is reported by wholesale dealers, demand being seasonably good. Deliveries by Canadian mills have been hampered through the railway situation, which condition is also common in the United States. In the United States there is a gradual clearing of congested conditions and mills have a chance to carry on operations to better advantage. Prices in the local market held unchanged.

TORONTO—	Per 100 lbs.	
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Copper Sheets Lower; Galvanized Weaker

Toronto.

SHEETS, PLATES.—Lower prices were quoted in some quarters on plain copper sheets, base price for 16 oz. and heavier being 35c in instance noted. Quotations range as high as 44c base. Competition for trade in this line has been instrumental in driving the price down. Galvanized sheets were in weaker market during the week, competition again in this instance being responsible for the weaker condition. Range of quotations, however, held unchanged. There is a fair demand for black and galvanized. Prices on black sheets were shaded downward from the high quotations of last week.

An uncertain situation has developed in the market for black and galvanized sheets. Various interpretations are placed on the situation as it exists in the United States. The recent order by the United States Government which prohibited export of sheets to foreign countries other than Canada except under license has been taken by some importers as applying to Canada as well. Within the past few days there has been a further order prohibiting shipment of all goods from Canada into the United States in value over $100. This is also held to apply to goods coming from the United States into Canada. This would apply to black sheets and galvanized sheets as well as all other commodities. However, this is considered only a temporary measure to relieve the freight situation. From information which we have been able to gather up to the present time it would appear the situation is as follows: Embargo applies to shipment of all sheet steel from United States to foreign countries other than Canada. At present time there is a temporary freight embargo on all goods coming from United States into Canada except in quantities the value of which is $100 and less.

	Per 100 lbs.	
BLACK SHEETS—		
10 gauge	$10 00	$12 00
12 gauge	7 55	10 10
14 gauge	7 45	8 40
16 gauge	7 30	8 50
18-20 gauge	7 30	8 05
22-24 gauge	7 35	8 10
26 gauge	7 40	8 15
28 gauge	7 50	8 25
3/16-inch plate	10 25	....
¼-inch boiler plate	10 00	....
GALVANIZED SHEETS—		
10¾ oz.	$9 25	$9 50 $10 50
U.S. 28	8 95	9 20 10 20
U.S. 26	8 65	8 90 9 90
22 and 24	8 50	8 75 9 75
18 and 20	8 35	8 60 9 60
16	8 20	8 45 9 45
14	8 10	8 35 9 35

Corrugated Sheet Market Is Inactive

Toronto.

CORRUGATED SHEETS.—Quiet prevailed in the market for corrugated

sheets. Prices held stationary and demand continued to be light.

TORONTO—	Per 100 Sq. Feet Galvanized	Painted
No. 28 gauge	$ 8 25-$ 8 75	$6 75-$7 25
No. 26 gauge	9 00- 9 50	7 75- 8 25
No. 24 gauge	13 00-	10 50
No. 22 gauge	16 00-	13 25
No. 20 gauge	19 00-	16 50
No. 18 gauge	23 00-	20 00

Discount 7½%.

More Boiler Tubes Reported On Way

Toronto.

BOILER TUBES.—Importers of boiler tubes report existing stocks are within very narrow compass but expect a shipment in the near future. Permits have been granted by the Washington authorities. These tubes can only be sold in Canada after permit has been granted by the War Trade Board. Prices held unchanged.

	Lapweld	Cold Drawn
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Solder Makes An Advance 1c *to* 2c *Pound*

Toronto.

LEAD AND ZINC PRODUCTS.—Owing to the very strong situation in the tin market advances have been recorded in the price of solder, ranging from 1c to 2c per pound. Guaranteed solder is now quoted at a range of 46c to 47c per pound, strictly at 42½c to 44c pound. commercial at 39c to 40c, wiping solder at 39c and solder wire at 46¾c to 50¾c per pound. Lead sheets and other lead products held unchanged.

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 16
Lead sheets, 3 to 3½ lbs. sq ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.		0 12½
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 46	0 47
Solder, strictly, lb.	0 42½	0 44
Solder, commercial, lb.	0 39	0 40
Solder, wiping, lb.	....	0 39
Solder, wire, lb.	0 46¾	0 50¾
Zinc sheets, per lb.	0 26	....

Old Materials Offered But Shipment Backward

Toronto.

OLD MATERIALS.—Sellers of old materials, especially old iron and kindred commodities, have shown a disposition to sell during the week but the railroad situation has been against movement of freight. In consequence business has been light. Prices held unchanged.

Tea lead	$ 0 04½	....
Heavy lead pipe	0 07	0 07½
Yellow brass	0 12	0 13
Red brass	....	0 22
Light brass	....	0 09½
Heavy zinc	0 06	0 06½
Heavy copper	0 22	0 22½
Stove plate, per ton	17 00	18 00
Old cast iron, per ton	25 00	26 00
Overshoes, trimmed Arctics	....	0 06¼
Auto tires	0 04½	....
Bicycle tires	0 03½	....

Per gross ton.

No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Ingot Tin Advances 6c *to* 8c *Pound In Week*

Toronto.

INGOT METALS.—A very active market maintained for ingot tin during the week. Demand for other ingot metals is quiet with prices holding steady, except in the instance of tin.

COPPER.—With a clearing of the transportation lines to a certain extent in the United States there were better deliveries. The situation is one of steadiness and will remain so until matter of price revision again comes up in June. Locally prices were quoted on basis of 30c to 32c per pound for casting copper.

TIN.—There was an exceedingly active market locally for ingot tin and prices went soaring to the extent of 6c to 8c per pound, making quotations from 86c to 90c. Supplies of tin in the local market are reported very light with no prospect of getting additional supplies in the near future as the British Government is not letting any stocks out for the present.

SPELTER.—In the primary markets supplies of spelter are more than sufficient for demands of trade. Locally conditions were quiet with prices unchanged at 9¾c to 10½c per ponud.

LEAD.—Primary market held steady but firm during the week. There is little activity at present time. A buying movement would in all probability send prices higher at primary points. Locally quotations were unchanged at 9¼c to 9½c per pound.

ANTIMONY.—There was very little activity in this commodity in the local market during the week. Prices were unchanged at 16c to 18c per pound.

ALUMINUM.—There is a better inquiry for aluminum in primary markets. Locally conditions were steady with prices unchanged at 60c per pound.

PIG IRON.—Deliveries of raw materials and coke to the smelting furnaces is still the big problem for producers. Sufficient has been reaching the producers to keep them running but arrivals of raw materials are of a hand-to-mouth nature. Prices on foundry iron were unchanged at $49.50 per ton.

LONDON MARKETS

LONDON, Feb. 21.—The week has given further evidence that the trend of prices in many lines is still upward. Advances have been recorded on whiffletree and neckyoke irons, wood hay rakes, wire lawn rakes, lamp black, clay pick, edge and pick mattocks, grub hoes, crowbars, croquet sets, crosscut saws, crosscut saw handles, spade and shovel handles. Business here has been just fair during the week. The sale for winter goods is beginning to drop off some as a result of the few days of mild weather. Most stores are busy taking in shipments of spring goods and preparing them for sale. Merchants also are paying particular attention at present to making sure that all their stock is marked at correct selling prices. They realize the importance of this as in many cases they have been selling goods much lower than the price for which they could be replaced.

Whiffletree Irons And Lampblack Advance

London.

WHIFFLETREE IRONS, LAMPBLACK.—An advance of approximately 10 per cent. has been made effective in whiffletree and neckyoke irons. Lampblack is another commodity to register a higher price during the week. Prices of genuine Germantown are now as follows: ¼-lb. packages, 35c lb.; ½-lb. packages, 28c lb.; 1-lb. packages, 22c lb.; assorted packages, 28c lb.

Hay Rakes And Lawn Rakes Higher

London.

RAKES.—Wood hay rakes have been increased in price and prices are as follows: Split handle, $3.25 dozen, bent wood, $3.65 dozen; bent wire, $3.65 dozen; straight wood, $3.40 dozen; straight wire, $3.40 dozen. A considerable increase has been made effective in price of wire lawn rakes, advance amounting to about 50 per cent. Twenty-tooth size is now quoted at $9 per dozen and 24-tooth at $9.75 dozen.

Prices Of Clay Picks And Mattocks Increase

London.

PICKS, MATTOCKS, HOES, CROWBARS.—Advances have been recorded in the price of clay picks and edge and pick mattocks. Grub hoes and crowbars are other lines to show increases in price. Clay picks are now priced as follows: 5 to 6 lbs., $9.25 dozen; 6 to 7 pounds, $9.75 dozen; 7 to 8 pounds, $10.50 dozen. Edge and pick mattocks are quoted at $10.50 per dozen for 5½-lb. and $10.75 per dozen for 6-lb. Grub hoes are priced: 3-lb., $7.75 dozen; 3½-lb., $8 dozen; 4-lb., $8.25 dozen. Crow bars are now quoted at $8.50 per hundred pounds.

Croquet Sets Now Higher by 10 *Per Cent.*

London.

CROQUET SETS.—An increase in price of croquet sets to the extent of 10 per cent. has been made effective during the week and the following prices now prevail: Light unpainted, four balls 95c per set; light painted, four balls, $1.35 per set; light painted, six balls, $1.75 per set; medium painted, six balls,

$1.90 set; heavy painted, six balls, $2.15 set; heavy painted, eight balls, $2.50 per set.

Syrup Making Utensils In Demand

London.

PAILS, SPILES.—With the approach of spring anticipation is existent of a good demand for syrup making utensils. There has been advocacy of a more extensive tapping of sugar maples in order to secure this commodity as a foodstuff. It is to be hoped results will accrue from this campaign. Sap pails are holding steady in price, straight and flaring being quoted at $19.50 per 100. Eureka sap spiles are quoted at $12 per thousand or $1.30 per 100.

Crosscut Saws And Handles Show Advances

London.

SAWS, HANDLES.—An advance of approximately 10 per cent has been made effective in all makes of crosscut saws. There has been an excellent demand for these goods during the past winter due to the need for augmenting the fuel supply with wood. Handles for crosscut saws also shown an increase in price at following quotations: No. 6. 6½ and 4, $4 per dozen pairs; No. 5, $7.20 dozen pairs; No. 3, $5.30; Lion one-man, $5 per dozen handles.

Spades And Shovels Unchanged: Handles Up

London.

SPADES AND SHOVELS, HANDLES.—New prices have been made effective on D spade and shovel handles, which makes new price $4.50 per dozen. Spades and shovels hold unchanged in price, discounts from list prices being 30 per cent. for firsts, 20 and 2½ per cent. for seconds and 5 per cent. for fourths.

Ash Sifters Still Selling

There is a continued good sale of ash sifters, with prices holding unchanged $2.15 dozen for common wood sides, $2.90 each for Banner and $5.25 each for Rocker No. 1.

Axes and Wedges in Good Sale

A good demand continues for axes and splitting wedges, caused by the activity in wood cutting. Following are prices prevailing on axes: Keystone, $13.25 dozen; Wellandvale Special, $14.75 dozen; Hand-made, $15.50 dozen; Cherokee, $15 dozen; Black Diamond, $16; Model, $16; Handled Axes—Eagle, $15.75 dozen; Cherokee, $17.50 dozen; Boys' red, $12; Hunters' red, $11. Splitting wedges, common, are quoted at 12c lb. and truckee pattern at 13c lb.

Axle Grease Advances; Bucksaws Selling Well

London.

AXLE GREASE, BUCKSAWS.—A substantial advance has been recorded in mica axle grease with the following prices which are being quoted: 1-lb. tins, $16.80 gross; 3-lb. tins, one dozen case, $3.65 dozen; 3-lb. tins, two dozen to case, $3.55 dozen. Bucksaws, in common with crosscut saws, are having a good sale. Prices are holding steady at following quotations: Happy Medium, $8.70 dozen; Prince Rupert, $12.50 dozen; Disston lance tooth, $12.50 dozen.

Poultry Netting, Screen Wire, Tools

Prices hold unchanged for poultry netting at 15 per cent. off list prices for Canadian 1-in. and 2-in. mesh. Screen wire, painted black, in 100-ft. rolls is quotted at $3 per 100 square feet, while bronze screen wire is quoted at 14c per square foot. Harvest tools are still quoted at 25 per cent. off list. Screen door hinges are unchanged in price at $17.75 per gross for No. 20. Lawn mowers are quoted at 40 per cent. off list.

Linseed Oil Up 10c; Turpentine Declines 1c

London.

LINSEED OIL, TURPENTINE.—The firm situation in linseed oil has worked out towards higher prices during the week, an advance of 10c per gallon having been recorded. A big advance in flaxseed during the week is largely responsible for the advance in oil. Following are prices now prevailing: 1 to 2 barrels, raw, $1.65, boiled, $1.68; 3 to 5 barrels, raw, $1.64, boiled, $1.67; 6 to 9 barrels, raw, $1.62, boiled, $1.65 per gallon. An easier tone to the primary market for turpentine has resulted in a decline in the local market to the extent of 1c per gallon, following prices now prevailing: 1 barrel lots, 72c per gallon; 2 to 4 barrel lots, 71c per gallon; 5-gallon lots, 82c per gallon.

Light Demand for White Lead

There is a light demand for white lead in oil at present. Prices are unchanged at $15.70 per hundred pounds for pure grade in ton lots and $16.05 in less than ton lots. Pure Elephant is quoted at $16.20 in ton lots and $16.55 in less than tons.

Putty and Nails Unchanged

Market for putty held unchanged at $5.15 per hundred pounds for standard putty in 25, 50 and 100-lb. drums and $6.90 per hundred pounds for pure. Nails held steady in price at $5.20 base per hundred pounds for standard steel wire and $5.60 for cut nails.

Rope Prices Maintained

The market for rope held steady during the week, pure Manila being quoted at 39c per pound, British Manila at 33c, New Zealand hemp at 33c per pound base, sisal rope at 27½c per pound base. Cotton rope ¼-inch and larger is quoted at 60c per pound and 3/16-inch at 61c per pound.

WINNIPEG MARKETS

WINNIPEG, Feb. 21. — Price changes for this week show numerous advances, all of which show only a moderate increase, and include Paris green, Lincoln saw sets, sash cord, awning cord, cotton rope, hay rack clamps, hasps and staples, rivets and burrs, heel chains, circular saws, and stocks and dies. Business for the past week has been fairly brisk, particularly in auto accessories, many of the bonspiel visitors being interested in this line, which promises to be a leader with many of the hardware dealers.

Linseed Oil Firm; Turpentine Demand Light

Winnipeg.

LINSEED OIL, TURPENTINE.—Prices on linseed oil, which last week advanced 8c, are still holding firm at the advanced price. However, reports indicate that owing to shortage of flaxseed, both here and in the States, and the strikes in the Argentine, which will prevent them making shipments, all tend to keep prices up, and further advances would not be surprising. Prices ruling to-day are: Raw $1.73, boiled $1.76 gal.

Turpentine prices still continue firm, with only a limited demand, and are quoted to-day as follows:—Barrels, 80c gal.; half-barrels, 83c gal.; 5-gal. lots, 85c gal.; 1 gal lots, 85c gal, plus the usual extra for containers.

Paris Green Prices Have Been Announced

Winnipeg.

PARIS GREEN.—Opening prices for Paris green have just been announced by the paint companies and, while not as high as expected, show a fair advance over last year. To-day's market prices are quoted herewith:

Barrels, about 600 lbs., 62¼c lb.; kegs, about 250 lbs., 62¾c lb.; drums, 50 and 100 lbs., 63¼c lb.; drums, 25 lbs., 64¼c; packages, 1 lb., 66¼c; packages, ½ lb., 68¼c; tins, 1 lb., 68¼c.

HARDWARE AND METAL wishes to bring to the attention of all hardware dealers the fact that laws regarding the sale of Paris green and other poisons vary according to the different provinces, and in some cases prohibit the sale of poisons in other than the original sealed packages, also requiring a register of the sales made. Therefore, hardware dealers should familiarize themselves with the law as it applies to their particular district.

Sash Cord And Cotton Rope Up

Winnipeg.

COTTON PRODUCTS.—Further advances are recorded in the cotton market necessitating a further revision in prices and lines such as sash cord and cotton rope and represent an increase of from 2c to 4c per lb. Prices now ruling are herewith quoted:

Hercules Sash Cord—No. 6, 68c lb.; No. 7, 67c lb.; Nos. 8, 9, 10, 66c lb.

Awning Cord, white—No. 4, $3.40 doz.; No. 4½, $4.70 doz.; No. 5, $12.75 doz.

Cotton Rope—3-16 in., 59c lb.; ¼ in. and larger, 58c lb.

Hay Rack Clamps And Solder Advance

Winnipeg.

CLAMPS, SOLDER.—Due to increased cost of manufacture new prices are here-

with announced on hay rack clamps, which show an advance of approximately 10 per cent., and are quoted to-day as follows:—No. 1 x 14 in., $22.80 doz.; No. 2 x 16 in., $25.80 doz.

Due to the exceptionally high price of tin, prices on half-and-half solder again move upward and show an increase of 6c per lb., to-day's prices being: Case lots, 49c lb.; less than cases, 50c lb.

Nail Prices Hold In Unchanged Market

Winnipeg.

NAILS.—A drop of 25c in wire nails and wire, recently reported in Eastern markets, seems to be misleading to the Western hardware dealers. While this reduction is effective in the East, it does not represent a reduction by the manufacturers. Eastern markets have always been higher than the Western on these commodities, and new prices recently issued simply equalize prices. For instance, nails are quoted at $5.25 base Montreal, plus 75c carload freight equals $6, which is the Winnipeg market price, which same principle also applies on wire.

Hasps And Staples And Weatherstrip Up

Winnipeg.

HASPS, STAPLES, WEATHER STRIP.—Hasps and staples No. 30 show an increase in price this week of about 10 per cent. over former prices, and are quoted to-day as follow:—No. 30 x 6 in., 85c doz.; No. 7, $1 doz.; No. 8, $1.10 doz. Nos. 20 and 35 hasps and staples remain unchanged. A further advance has been found necessary on weather strip in cartons, which goes from 38c to 40c per carton, and applies on both comfy felt and anti-frost brand.

Saw Sets Higher; Tinning Extras Up

Winnipeg.

SAW SETS, TINNING EXTRAS.—New prices have just been put into force covering Lincoln saw sets, and show a heavy advance over former price, which was $6.50. To-day's ruling price is $8.75 doz. Manufacturers of rivets and burrs have just announced an increase in the extra for tinning, which goes from 4½c to 8c per lb., making a net advance of 3½c per lb. over former quotations.

Heel Chains And Bolt Clippers Higher

Winnipeg.

CHAINS, BOLT CLIPPERS.—A revision of prices on heel chains has just gone into force showing an increase of 5 per cent. They are quoted to-day at net list. Net prices are as follows:—Heel chains, 6-link, No. 85 x 1½ in. x 1¾ in. x 2 in., $2.30 single doz; No. 90, $1.65 single doz. Prices on New Easy bolt clippers, which have remained firm for the past year, again move up about 10 per cent., due to increased manufacturing cost, and are quoted to-day at the following prices:—No. 10, $3.55 each; No. 1, $4.75 each; No. 2, $6.65 each; No. 3, $8.55 each.

Circular Saws Register Increase

Winnipeg.

SAWS.—Owing to the high prices ruling on the higher grades of steel price revisions have been found necessary on circular saws. A few of the regular sizes are quoted herewith:—Maple Leaf—26-in., $16 each; 28-in., $18.50 each; 30-in., $21 each.

Stocks And Dies Go Up 12½ Per Cent.

Winnipeg.

STOCKS AND DIES.—New prices have just been announced by the manufacturers of Oster stocks and dies, necessitating an advance of approximately 12½ per cent., due to increased manufacturing costs, and new prices now effective are as follows:—Oster Bulldog stocks and dies—No. 101, $11.70; No. 102, $15.30; No. 103, $19.80; No. 104, $22.50; No. 104½, $25.20 each.

PITTSBURG MARKETS

PITTSBURG, Pa., Feb. 21—There has been no iron and steel market, in the ordinary sense of the term, for weeks past, because shipments of pig iron and steel were far short of contract obligations, and shipments were small because the railroads were unable to handle more material, and the railroads were in that position by reason of the weather. Hence the dominant factor in the iron and steel situation is the weather, and the important news of the week is that there have been seven days of very favorable railroad weather since last report, making a spell of favorable weather of 11 days to date, with temperatures averaging about 40° and scarcely any precipitation.

Railroads Make Improvement

The railroads have made excellent progress in clearing up congestion. In tangible results, by way of there being heavier shipments of pig iron or finished steel products, the trade observes very little improvement, but that circumstance arises from the nature of the case. The railroad executive have addressed themselves to the clearing of congestion caused by loaded cars in yards and on sidings. A large amount of freight has been moved forward to destination and receipts at nearly all points have been heavy, but thus far the return of empty cars has continued relatively light. Obviously the moving of freight already en route was the most important work to undertake but the railroad executives were doubtless quite conscious of the fact that if a large increase in the supply of empty cars to shippers were effected they would be offered a correspondingly larger amount of freight to move.

Receipts of coke at blast furnaces the past week have been very heavy and have represented the major portion of the coke that was stalled en route. Shipments from Connellsville ovens have not increased materially. For the six days of the week car supplies in the coke region have been, respectively, 70, 30, 35, 40, 20 and 30 per cent. of allotments. Production of pig iron has increased very considerably while steel works operations have increased but slightly, and some pig iron has been accumulating. For weeks past there have been railroad embargoes that covered nearly all consuming points, and permits to ship through or into the embargoed territory have been very difficult to secure. Up to date there has been very little easing off in this respect, and shipments of finished steel from mills in the past week cannot be estimated at more than 60 per cent. of capacity. The average thus far this year is a trifle under that, about two-thirds of the material being war material and no more than one-third ordinary commercial steel.

By an order issued the middle of the week the "Garfield Mondays" have been canceled, and plants are now entirely free from the fuel saving order, which closed plants for the five days ended with Tuesday, January 22, and three Mondays succeeding. The original order contemplated closing for six Mondays in addition. While Fuel Administrator Garfield took the entire responsibility for the order, it is the firm belief in the trade that the railroad administration was really responsible for it, its rescinding being of course based upon better traffic conditions developed since.

Steel Production

Reports of the American Iron and Steel Institute show that 29 steel making concerns which in 1916 produced 88.14 per cent. of the country's total output of steel ingots (disregarding castings) made 2,733,722 gross tons of ingots in December and 2,203,845 tons in January. Allowing for the producers not reporting, the figures indicate that the annual rate of steel ingot production was 38,340,000 tons in December, and 28,620,000 tons in January. The most conservative estimate admissible is that there is 47,000,000 tons capacity at present, and it is possible the capacity may really be close to 50,000,000 tons. Thus the production in January was at not more than 60 per cent. of capacity at the outside.

The two restrictive influences have been the poor movement of coke to blast furnaces and the poor movement of finished steel from works. Until the end of December the former was the chief influence. Since then the latter has been dominant. With a freer movement of

(Continued on page 110.)

WEEKLY PAINT DEPARTMENT

SELLING MORE PAINT NOW

IT is quite obvious that to sell more paint the dealer must influence his customers to use more paint. There may be individual cases where trade is secured from your opposition merchant and in this way increased sales result, but speaking collectively, it is necessary that more paint be used if more paint is to be sold.

One of the greatest problems facing the paint dealers and paint manufacturers is that of developing successfully the greater consumption of paint and varnish products to a point more nearly approaching their possibilities. Why do dealers spend their energies trying to get their opposition's trade instead of drumming up new business? Half the energy expended on new business will secure equally good and probably far better results. In influencing a man to use paint you naturally attain a measure of prestige for your store which will be felt in other departments as well.

Probably not more than twenty-five per cent. of the paintable surfaces,—houses, barns, outhouses, farm implements, automobiles, public buildings, factories, stores, warehouses, etc.,—throughout your district are painted frequently enough to be kept in proper condition. With the curtailment of building operations it necessarily devolves on the property owner to maintain his present holdings in a high state of repair. The most important consideration by all means in a program of this nature is paint.

In no other way can a property owner expend an equal amount of money and secure greater returns on his investment than by renewing the surfaces of his buildings when they commence to show wear. Unprotected surfaces soon reveal the action of the elements, decomposition sets in and destruction inevitably follows in short order.

The busy season for the merchant in the sale of outside paint rapidly approaches. What steps are being taken to educate your customers as to the real value of paint? Are you, Mr. Merchant, sitting back waiting for spring to break and hoping that your customers will decide to buy paint or are you already inaugurating a campaign on the value of this product which should be the means of increasing your sales? It is by no means too early to go after business for the paint department hard. Get the people thinking paint, get them talking paint, arouse their interest, solicit their inquiries, the results can only be measured by the extent and sincerity of your appeals.

It has been customary for the average consumer to look on paint and varnish only in the light of decoration. There is no doubt that decoration, cleanliness, sanitation will appeal to personal and even civic pride, but most important of all the functions of paint is its power to protect and preserve the more costly materials over which it may be applied. This element of the use of paint should predominate the sales program of the paint dealer. It is one feature which can be played up to great advantage at the present time when on every side is heard the cry of conservation.

No department in the hardware store offers a greater field for the development of this plea for conservation than that represented by paints and varnishes. To those merchants who have not been considering this angle in relation to paint sales, a golden opportunity now presents itself to introduce this element in their sales campaign.

Bringing the value of paint home to the merchants from another angle it is only necessary to ask those who do a credit business what influence property kept in a good state of repair has in their disposition to grant credit to the owner. Those men who use paint and varnish on their property when it needs it, who exercise pride enough to keep their houses, barns or other buildings in a good state of repair, isn't it true, Mr. Merchant, that those men have too much pride not to pay their bills? Are they not in the majority of cases looked on as good credit risks?

Selling paint requires careful study on the part of the retail merchant. The use of paint and the real value in its use is what every merchant should know. Energy directed towards acquiring detailed information about the line of paints and varnishes enables the merchant to solicit the business in his community aggressively and successfully. The consumer leans heavily on the merchant in the matter of what paint and varnish they will buy. To that merchant then who can back up his advertising campaign with intelligent and sympathetic interest in the problems of the consumer will the paint business of the community come. Know your line, prepare your campaign carefully, start now. Spring is not far off and an early start will do much to establish your store as paint headquarters.



An Excellent Varnish for Interior Work.

—

You could not carry a better line in stock.

—

A. RAMSAY & SON CO.

Makers of Paints and Varnishes since 1842

Toronto MONTREAL Vancouver

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Feb. 21.—Linseed oil has been advanced six cents per gallon and the scarcity of seed has been the topic of interest in the market. Seed sold as high as $3.54. The spot stocks of flaxseed are very small and until the congestion is relieved dealers will have to accept single barrel deliveries and exercise a little patience for a while. While the price is high at present, some of the crushers feel that there will not be an unduly inflated market, while one source states that oil is likely to rule high because of the shortage that will have to be made up, the output not being considered ample to overtake accumulated orders and the new business that will come. Orders are being shipped out now against the spring bookings and reports indicate that the trade is asking for earlier delivery than usual. The paint trade is expected to be good this year and this is reflected in the number of orders received. White lead in oil is unchanged as are also glass and putty. Turpentine is unchanged but there is a slightly weaker tendency.

Linseed Oil Advances Six Cents Per Gallon

Montreal.

LINSEED OIL.—The continued difficulty of getting seed forward has emphasized the situation for the time being and prices have sharply advanced during the week six cents per gallon. This makes the price for raw $1.60, with the usual advance for the boiled. The prices are for single barrel lots as large quantity orders are not considered just now. However, while the crushers' market is strong this is traceable to the congestion and the delay in getting seed. There is a feeling that an easier situation will prevail in a few weeks' time. The crushers will be working 24 hours a day when the seed deliveries are sufficiently improved to give them the essential supplies. Outside markets are also very strong, the New York prices indicating a two cent advance.

Linseed Oil—	Raw. Imp. gal.	Boiled. Imp. gal.
Single barrels only	$1 60	$1 62½
5 to 9 barrels	....	....
10 to 25 barrels	....	....

Turpentine Easier But Local Price Held

Montreal.

TURPENTINE.—The weaker tendency in turpentine at Southern points has made a somewhat easier tendency here although prices are held unchanged. Trade is confined to small sorting. As yet this commodity is a small factor in the jobbers' turnover. Local stocks have been ample for the existing demand. The decline in the South is about one cent per gallon.

Turpentine—	Per Imp. gallon
5 bbls. and over	$0.69-$0.72
1 barrel lots	0.70- 0.73
Small quantities	.... - 0.83

Mixed Paint Likely To Be In Active Demand

Montreal.

MIXED PAINTS.—There will be a good demand for ready-mixed paint and other lines this spring, if all indications from various sources at the present time are any criterion. The paint men are veyr busy at present and one of the large firms stated that there were more orders on hand for attention than there were at this time a year ago. In a letter to HARDWARE AND METAL from an Alberta hardware retailer this week, the opinion was expressed that there would be a bigger demand and sale for ready mixed paints than ever before. The farmers have the money and are prepared to take care of the buildings that they have been able to erect by applying a good durable grade of paint. The outlook is good.

White Lead In Oil Is Held Unchanged

Montreal.

WHITE LEAD IN OIL.—Little interest is reported in the sale of white lead in oil and prices are held on the recent advances. The price of pig lead is reported steady in the South and jobbers do not anticipate any downward revision in lead prices at the present time here. Along with orders for the usual spring requirements, odd lots of lead are included, while the present demand is confined but seasonable. Five ton lots are selling at $15 per 100 lbs., ton lots $15.50 and small quantities $15.85 per 100 lbs.

Putty Holds Firmly And Glass Prices, Too

Montreal.

GLASS AND PUTTY.—The deliveries of putty as well as glass have been rather small for the past week. Prices are firm all around and particularly for glass. So little is obtainable for import that orders are still being filled from spot stocks. Putty holds unchanged and sales are seasonable and without any special feature. Prices are as follows:

Standard Putty—	100 lbs. per 5 ton	1 ton	Less
Bulk, in barrels	$3.75	$3.90	$4.10
Do., ½ barrels	3.90	4.05	4.25
Do., 100 lb.	4.60	4.75	4.95
Do., 25 lb.	4.60	4.75	4.95
Do., 12½ lb.	4.85	5.00	5.20
3 and 5 lb. tins	6.60	6.75	6.95
1 and 2 lb. tins	7.10	7.25	7.45

Pure linseed oil putty—$1.75 per 100 lb. advance on above prices.

Glaziers' putty—$1.35 per 100 lb. advance on above prices.

TORONTO

TORONTO, Feb. 21.—Interest has centred the week around the linseed oil situation in which a big advance has been recorded. There is a very acute situation at present owing to the inability of crushers to get shipment of sufficient supplies of flaxseed from the Canadian West. Turpentine was in weaker market with a decline registered. Glass is in strong market but changes have not yet been recorded, except for wired glass in which advances have been recorded in some quarters. Wholesalers report the outlook for the spring trade is very encouraging. Good booking orders have been received in many instances.

Linseed Oil Goes Higher By 17c Gallon

Toronto.

LINSEED OIL.—With a rapid advance in the price of flaxseed during the week and difficulty in getting shipments of seed to Eastern crushers an acute situation has developed in the linseed oil situation. An advance of 17c per gallon was recorded during the week making the range of quotations in single barrel lots from $1.58 to $1.72 per gallon for raw oil. Arrivals of seed have been practically nil during the week. Cash flaxseed registered an advance of 12c per bushel during the week, on Thursday of last week being quoted at $3.33 and on Wednesday of the present week at $3.45 per bushel. There is every indication that supplies of seed from the Argentine at best could not reach the United States until May which would be too late to give relief to the situation on this continent so far as painting for the coming spring season is concerned. Supplies of linseed oil were very light during the week and dealers were letting their stocks out only in limited quantities to their customers. There is an active inquiry for the oil but stocks are not anywhere near sufficient to go round. The strong situation is

What Makes Paints Profitable ?

THE people of Canada are going to do more painting this Spring than ever before.

The increasing cost of all building materials will cause more people to preserve their present houses, barns, etc., with a coat of paint.

All classes of people are being brought to a fuller understanding of the value of painting their buildings frequently. The value of their property is increased and the appearance is always wonderfully enhanced by a coat of good paint.

It is not a question this year whether or not it will pay dealers to prepare for a big paint season.

Every Paint User is going to ask: "Where will I buy the paint I want?"

This is what the paint dealer must answer in order to be certain of a successful paint selling season.

B-H Paints Have the Call

Because of their quality and because this quality is made known, B-H Paints have the call. One of the most extensive and impressive campaigns ever launched in Canada will soon appear all over the country, influencing people in favor of B-H Paints.

This campaign includes every known form of effective publicity. Bill-boards, Painted Signs, Farm Paper and Newspaper Advertising—all will be used in goodly proportions.

Our next advertisement in this magazine will explain the new B-H Outdoor Advertising Helps we have prepared for our Agents. Watch for it.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG CALGARY EDMONTON VANCOUVER

If interested, tear out this page and keep with letters to be answered.

likely to continue, with further advances highly probable.

	Raw, Imp. Gal.	Boiled, Imp. Gal.
1 to 2 bbls.	$1.58-$1.72	$1.61-$1.75
3 to 5 bbls.	1.57- 1.71	1.60- 1.74
6 to 9 bbls.	1.55- 1.69	1.58- 1.72

Less than barrel lots 10c per gallon higher than single barrel price.

Turpentine Declines 1c Per Gallon In Week

Toronto.

TURPENTINE.—The easier market prevailing at primary points for the past week or ten days has worked out toward lower prices in the local market. A decline of 1c per gallon was recorded from the high quotation of last week, making the range now in single barrel lots from 70c to 72c per gallon. There has been a better movement of turpentine in the local market during the week, but shipments from primary points have been held up owing to the railway situation. When peace comes there is likely to be much higher prices for turpentine.

	Imp. gal. Imp. gal.
1 barrel	$0.70-$0.72
2 to 4 barrels	0.69- 0.71
5 gallon lots	0.77- 0.82

Some Glues Are Selling Lower In Price

Toronto.

GLUE.—Readjustments have been made in the prices of certain classes of glue. An advance of 2c per pound has been made effective in English common sheet glue. Ground glues on the other hand are lower by 2c per pound. Decline is due to existence of fairly heavy stock in the instance noted. English common sheet glue is now quoted at 32c to 34c per pound, while ground glue No. 1 is quoted at 28c to 30c per pound and No. 2 ground glue at 22c to 24c per pound. There is a strong market for English sheet glues due to the fact that further supplies are not to be permitted to come forward.

White Lead In Oil Is Marking Time

Toronto.

WHITE LEAD IN OIL.—The market for white lead in oil held steady during the week. Movement of stocks is slow. Prices held unchanged at $15.70 per hundred pounds in ton lots and $16.05 in less than ton lots. An undertone of firmness has been injected into this commodity by reason of the acute situation in linseed oil. Pig lead on the other hand has not shown a marked tendency to advance during the week, although the undertone for that commodity is also one of firmness.

Mixed Paint Business Progresses Satisfactorily

Toronto.

MIXED PAINT.—Manufacturers report the volume of booking business for spring delivery of mixed paints continues to be very satisfactory. Difficulty experienced by travelers in making their trips from town to town seems to be the biggest bar to trade at the present time. Some wholesale dealers report the conditions for the spring trade in all lines connected with the paint trade as most encouraging. Prices for mixed paint were firmly maintained.

Glass Very Firm; Putty Holds Steady

Toronto.

GLASS, PUTTY.—The strong situation in the glass market showed no signs of abatement during the week. Absence of an active demand at the present time is probably the only factor that is a bar to higher prices. Stocks are within narrow compass, some sizes being entirely depleted. Prospects for getting additional supplies from the United States are rather slim as output has been greatly curtailer in that quarter. Wired glass in some quarters was advanced 3c per square foot during the week, making the selling price in the instance noted 30c per square foot.

Putty held unchanged in price, range on 100-lb. drums still being maintained at $5.05 to $5.15 per 100 lbs. Other sizes of containers held unchanged at prices given in current quotations.

WEEKLY MARKET REPORTS

(Continued from page 105)

coke already, and prospects for continued heavier movement, the effective restrictive influence is the supply of empty cars at steel works, and this is now expected to improve, perhaps quite rapidly once the improvement is really started. There should be a sufficient supply of pig iron for the steel works to take care of such aditional steel production as increased shipments make possible.

Shipments, and in turn production, may increase rapidly in the next few weeks and the question is whether there will be sufficient commercial demand to absorb the steel. Since the first of the year shipments have been at about 40 per cent. of capacity in war material and 20 per cent. in commercial steel, or 60 per cent. altogether. There is no occasion to make any great increase in the shipment of war steel, which has been at very nearly an adequate rate. With improved traffic conditions the demand for commercial steel may greatly increase, but it is rather questionable whether it could increase enough to furnish full employment to all the steel making capacity.

For some time export houses have found steel mills quite unwilling to quote on export business, and with such unanimity as to create suspicion that they were acting under more or less definite instructions. In the past week it has been announced officially that the War Industries Board has ruled that mills should not begin producing any export material for which an export license has not already been granted by the War Trade Board. This was followed by announcement in Washington ping space. Another object, doubtless, is to curtail unessential industrial activity, in which matter there are many who feel the Government has pursued altogether too lax a policy in the past. As to iron and steel, another object, which will be developed by the freedom or otherwise with which export licenses are granted, is doubtless to exercise control over prices, for the present set prices are by agreement made to apply to purchases by the Government, its Allies, and the domestic trade generally. Export sales of peace material are distinctly not included. Many sales of this character have been made at higher than the set prices, while there is no good reason why the Government should permit a premium to rule upon the transaction of such business. Under the new conditions Canada will of course fare better in general that non-continguous countries in that no ocean shipping is involved.

MATAMOROS OFFERS GOOD DEMAND FOR PAINT

While little attempt has been made during the recent years of unsettled conditions in Mexico to keep up other than necessary repairs of buildings in Matamoros, Tamaulipas, Mexico, and other towns in this vicinity, there is a growing tendency among property owners to improve the appearance of their buildings, with the result that there is a good demand for paint.

Practically all of the better-class buildings are built of locally manufactured bricks, which are very porous. As the buildings are all one or two stories high, constructed with a courtyard in the center, and with very large rooms, there is a large surface in front which requires protection. During the extreme heat of the summer months the reflection of the sun on the bricks raises the temperature to possibly 140° F. Its effect is soon shown on outside paintwork. While oil paint is used to some extent in this class of work, a water-mixed product is more widely employed on account of the difference in cost at time of application.

As a specially prepared paint for exterior brickwork which would withstand the extreme heat of the tropical sun in this section would no doubt be cheaper in the long run, there would seem to be an excellent opportunity for placing such an article on the market at present.

CONTRACT TO BUILD SHIPS

The Canadian Car and Foundry Co. have closed a contract for building steel ships at Fort William, Ont., for the United States to the amount of $10,500,000. This will involve the employment of an additional thousand men. Material for the contract has been arranged for with the United States government and next May will see the yards in operation.

Toronto, Ont.—H. J. Daly Co., Ltd., has been incorporated with a capital of $1,000,000 to carry on business as wholesale and retail dealers in all classes of goods and to operate department stores in all lines of mercantile business.

WANTED — RELIABLE, ENERGETIC hardware clerk, 8 to 12 years' experience. Capable of taking charge. Apply, stating salary and giving full particulars, to Box 170, Hardware and Metal, Toronto.

The firm who inserted the above advertisement in HARDWARE AND METAL showed good judgment.

Naturally, replies would only come from clerks who were in the habit of reading HARDWARE AND METAL—and every hardware merchant realizes that a clerk who reads HARDWARE AND METAL is the kind of clerk he wants, because he will be thoroughly informed on market conditions, new selling plans and the best methods of window display and advertising. The above advertisement brought in 23 replies. It cost only 67 cents.

USE THE WANT AD. PAGE.



THE great demand for Berry Brothers' Varnishes, Enamels and Stains grows greater as consumers realize their economy. They not only produce the most beautiful interiors, but their lasting quality offsets the high cost of labor, and as everyone knows labor is the chief item in finishing operations.

It costs no more to apply Berry Finishes that last for many years and the kind that wears out the first year, and the difference in the price per gallon is nominal.

Liquid Granite Floor Varnish, Luxeberry Enamels (white, ivory and three shades of gray), Luxeberry Wood Finish, Luxeberry Wall Finishes, Berrycraft Stain Finishes and Luxeberry Spar Varnish are a few among the many "Berry" products it pays to push because they make permanent customers.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
ESTABLISHED 1858
WALKERVILLE, ONT.

(651)

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 10% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 Britis'i, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W. and 5, and 5½, 100, in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box). $3.80; new No. 4, $5.50; U.M.C.. 33, $5.50.

Shot, standard. 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16.....	$ 6.00	18/16.....	$12.00
4/16.....	5.00	19/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
12/16.....	7.00	27/16.....	24.00
13/16.....	8.25	28/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/16.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 57½% to 60 and 5%. London, 60%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 55 to 60%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 37½%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.
London, 25%.

F.O.B. Toronto, Montreal London

AXES and Hamilton.	Single Bit	Double Bit
Single Bits, doz.....	$12 50	$16 00
Double Bit	16 50	19 50
Boys' Axes	10 50	12 00
Hunters' Axes	10 50	12 00
Bench—No. 2, doz...	10 95	11 25
No. 3, doz...	11 80	12 15
No. 4, doz...	12 60	13 05
Sager	$15 00	$20 00
Dominion Pride.....	14 50	19 50
St. Clair handled...	15 50	....
Sager Boys	12 50	....
Kitchener Boys	12 00	....
Sager Hunters	11 50	....
Kitchener Hunters'...	11 00	....

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb..$1.40-$1.75
Cut Lace Leather, lb... 1.60- 1.95

F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb..... $4 00
No. 2 x 50 lb..... 5 00
No. 3 x 60 lb..... 7 50
No. 4 x 100 lb..... 10 00

F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅝ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, 5%.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb....14-14½
F.O.B. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base $0 43
Rods, base ½ to 1 in. round..38-40
Tubing, seamless base.....45½-50
Tubing, iron pipe size, base ¾ in. and up to 3 in.....45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in.....47½-53

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal. extra heavy .....$14.50-$17
30-gal. Standard 14 00

F.O.B. Montreal and Toronto.

BOARDS (Wash)	Tin Plate	Zinc
Pony .....Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4.45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (glass)		5 50
Western King (enamel)....		6 25
Wood, double faced.....		2 20

Subject to small discounts for quantities

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840 ..... 5%
No. 800 .....2½%
No. 838 ..... 5%
No. 808 ..... 5%
No. 804 ..... 15%
Nos. 802, 842, 844..... 5%
Nos. 810 and 814.....net list
No. 830 .....2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN	Montreal Fire Welded Proof Coil B.B.	Montreal Fire Welded B.B.B.
3-16 in. ....$20.50-$22.25	....
¼ in. 15.00- 16.50	$20.25
5-16 in. 12.50- 14.00	17.75
⅜ in. 10.75- 12.25	14.50
7-16 in. 10.50- 12.00	14.40
½ in. 10.35- 11.75	14.10
9-16 in. 10.35- 11.75	....
⅝ in. 10.20- 11.60	13.90
¾ in. 10.00- 11.40	13.80
⅞ in. 9.90- 11.30	13.60
1 in. 9.75- 11.15	13.50

	Montreal Electric Welded B.B.	B.B.B.
3-16 in.	$14.00	....
¼ in.	10.40	$11.50
5-16 in.	9.85	11.00
⅜ and ¾ in.	9.00	10.00

American Proof Coil Chain	B.B.	B.B.B.
3-16 in.	$16.75	....
5-16 in.	12.00	$12.75
⅜ in.	11.00	11.90
7-16 in.	10.75	11.70
½ in.	10.50	11.60
⅝ in.	10.35	....

Electric Welded B.B.B.—Chain, ¼ in., $11.80; 5-16 in., $11.30. F.o.b. Toronto

Canadian coil chain, 40 and 10% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.60 in carlots; $3.15 bbl. in small lots.

Paris plaster, five-barrel lots, $3.15; single barrel, $3.55.

F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—Montreal		Toronto
No. 0	$15 20	$15 20
1	18 80	18 80
2	23 95	24 00
3	30 35	30 35
Russwin—		
No. 0.....	$17 70	
No. 1.....	21 70	
No. 2.....	24 95	
No. 3.....	34 60	

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths..	$6 80
17—7-strand, 50 ft. lengths...	7 00
18—6-strand, 100 ft. length...	5 40
18—6-strand, 50 ft. lengths...	5 45
19—6-strand, 100 ft. lengths..	4 75
19—6-strand, 50 ft. lengths..	5 00

F.O.B. Montreal, Toronto, London.

COPPER	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.....$42 50		$43 00
Plain sheets, base 16 oz. and heavier....	46 00	35-44
Copper sheet, tinned, 14x60 in., 14 oz...	48 00	....
Copper sheet, planished, base 16 oz. and heavier	57 00	36-45
Braziers' in. sheets, 6x4 base	45 00	44 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb. 67-69
No. 7, lb. 66-68½
Nos. 8, 9, 10, 12..... 65-67½

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets.	$11 75	$ 8 50

Galvanized

	Apollo	Crown	Gorbals
18x24x52	....	....
60	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base (nominal)...	32 00
IXX, 20x28 base (nominal)..	36 00
IXXX, 20x28 base (nominal)	40 00

F.O.B. Toronto

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets..	$40 00
IX, 20x28 base, 112 sheets..	39 00
IXX, 20x28 base, 56 sheets..	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets.... 25 00

F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—	
14x20 IC, base	$17 00
20x28 IC, double box	34 00

F.O.B. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base.....	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout 1 45-1 50	

F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, $8.50 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.
Wood Drills, 37½%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.60 doz.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

TIN
COPPER
ANTIMONY
ALUMINUM
SPELTER
LEAD
THE CANADA METAL CO.
LIMITED
Montreal - TORONTO - Winnipeg



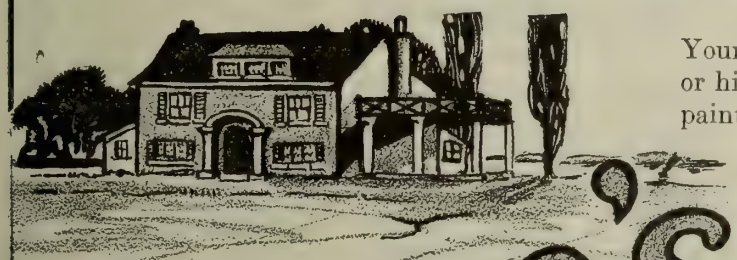
GET OUR PRICES
SOLDER
BABBITT
LEAD PIPE
AND ALL
METALS
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LIMITED
Montreal - TORONTO - Winnipeg

WE MAKE
BABBITT METALS
THAT GIVE
Excellent Service
THE
CANADA METAL CO.
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TORONTO



ALL
INGOT
METALS
THE
CANADA METAL CO.
LIMITED
TORONTO

What he wants is a paint that wears well



Your householder customer who paints his house or his verandah this spring will expect to see that paint still bright and new when winter arrives. He wants a paint that will stand up under sun and rain—that will not quickly blister or chalk.

Give him Moore's House Colors—do more, recommend them — tell him they'll stand the weather. And when winter does come and he sees that good paint still spic-and-span, he knows where he'll buy his next lot of paint—and—so do you.

Moore's
House
Colors

BENJAMIN MOORE & CO.
Limited
WEST TORONTO, CANADA

If interested, tear out this page and keep with letters to be answered.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.O.B. Toronto, Montreal, London, and Hamilton.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick	1.90-2.00
Under 40 lbs.	2.00-2.50
Bi-Treadle, each	5 90

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$9.10-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12.50- 13.85
Hand sewn, no shank, 1 in.	16 20
Hand sewn, no shank, 1¼ in.	18 00

Halters (Sisal).

7-16 in. gross, $25; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All handles, neckyokes, whiffletrees and doubletrees, hay rakes and horse pokes, 35%.

Maple and ash pike poles, 35%.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	8 15-8 45
Atlas, No. 1	8 95-9 25
Atlas, No. 2	10 40-10 75
Stearns, 4 in.	7 40- 7 65
Stearns, 5 in.	10 25-10 65
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz.	10 25-10 65
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
6-inch, dozen pairs	$3 00	$ 2 55
7-inch	3 70	3 20
8-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5-in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	8
Extra hooks for above, ¾ in., per lb.	7¾

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 45	$4 00
No. 3, per doz.	4 00	4 50
No. 4, per doz.	4 60	5 10
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
Light iron	0-7	$6 25	$6 50
Long heel light iron	3-7	6 25	....
Medium iron	1-8	6 25	6 50
Heavy iron	6-8	6 25	....
Snow	1-6	6 50	6 75
New light "XL" steel	1-6	6 70	6 95
Featherweight "XL" steel	0-4	8 10	....
Special countersunk	0-4	8 60	....
Toe weight (front only)	1-4	9 10	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$15 75
Corrugated, ⅝ in., 100 ft.	18 75
Corrugated, ¾ in., 100 ft.	21 50
Corrugated, 1 in., 100 ft.	31 50

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1.70-1.75
Mrs. Potts, No. 50, nickel-plated, set	1.80-1.85
Mrs. Potts, handles, japanned, doz.	$1.15-$1.30
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons, each	3 75
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.	Per ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	21c ft.
34 to 44 ft.	24c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	17c ft.
18 ft. to 22 ft.	18c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

	Per doz.
Short Globe, doz.	$12 50
Jap'd Dash, doz.	15 00
Search Dash, doz. X-ray	15.75-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.	18.25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen	
Cold blast, short	1 00	1 10
Cold blast	1 00	1 10

3 doz. cases, 90c doz.; 6 doz. cases. 85c dozen.

Cold blast, short ruby	4.00-4.20
Cold blast, common ruby	4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	8 40
S. W Mops, doz.	4 85
Mop Sticks, doz., No. 2	1 55
Cast head mops, doz.	2 00
Crescent, doz.	2 00
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

1	inch	$1	2¾ inch 15c
1½	inch	$1	3 inch 10c
1¼	inch	65c	3¼ inch 10c
1½	inch	40c	3½ inch 10c
1¾	inch	40c	4 inch 5c
2	inch	30c	4½ inch 5c
2¼	inch	30c	5 inch base.
2½	inch	15c	5½ inch base.
			6 inch base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.20 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.25 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory points, carload freight allowed, $5.32½.

Sault Ste. Marie, Port Arthur, Fort William, $5 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.65 base; London, $5.60; Hamilton, $5.65. No equalization of freights.

Roofing Nails — American, large head, keg, $8.25. London, $7.70.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand	Per box of 25 lbs.
No. 3		$19 50
No. 4		9 50
No. 4½		8 25
No. 5		4 50
No. 6		4 25
No. 7		4 00
No. 8		4 00



The more a man knows about paint the more he looks for quality.

Jamieson's Paints and Varnishes will give entire satisfaction to even your most exacting customers. They are made to serve and are honest value at a moderate price.

It may be possible to secure paint which sells at a higher figure, but a better paint is not made.

We invite your investigation of

The Jamieson Line

Satisfaction and increased demand are positive, and the dealer's profit is a generous one.

We make no extravagant claims but will stand behind all our statements. If you are looking for more sales, better profits, and a better satisfied circle of paint and varnish customers, write us to-day. A post-card will do.

R. C. Jamieson & Co., Ltd.,
MONTREAL, CANADA
ESTABLISHED 1858 Branches at Calgary and Vancouver
Owning and Operating P. D. Dods & Co., Limited

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.
F.o.b. Montreal, Toronto, Hamilton, London

"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$19 00
4	1¾"	9 00
5	1 15–16"	4 00
6	2⅛"	3 75
7	2 5–16"	3 50
8	2½"	3 50
9	2 11–16"	3 25
10	2⅞"	3 25
11	3 1–16"	3 25
12	3¼"	3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY
List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾-inch mesh and 20 ga. wire)

24 inch...	$10 50	36 inch...	$15 00
30 inch.....	12 75		

½-inch mesh and 22 ga. wire)

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.
Toronto, London, Canadian netting 15% off list.
Montreal, 15% off list.
American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)	$21 50
U.S. Navy (unspun)	20 75
Clipper (unspun)	21 50
U.S. Navy, Eng., unspun	20 00
U.S. Navy, Eng. (spun)	21 00
Plumbers (spun)	$8 50 $10 50

F.o.b. Montreal, Toronto

OIL	Montreal	Toronto
Royalite	0 18	0 17
Palacine	0 21	0 20
Gasoline, gal.	0 32½	0 31½
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 18	0 15½
Cylinder Green, med.	0 55	0 56
Capital cylinder	0 50½	0 49½
Machine oil, regular grades	25½-42	29½-30
Standard gas engine oil	38⅛	38⅛-37½
Paraffine	0 21	0 21
XXX machine	0 24¼	0 28
Fuel oil, bbls.	0 14½	0 13½
Fuel oil, tank cars	0 13	0 12

OLD MATERIALS
See weekly report.

PACKING	Per lb.
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 70
Surprise Fibre	0 66
Tarred felt, per cwt.	3.30-3.35

Asbestos sheeting (per 100 lbs.)	$12-$15
Carpet Felt, 16 oz., per 100 lbs.	$4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$8 40	$ 9 25
6 to 7 lbs., doz.	9 00	9 75
7 to 8 lbs., doz.	9 60	10 50
8 lbs. only		10 75
Rock—		
5 to 6 lbs., doz.		9 00
7 lbs., doz.	$ 9 60	10 50
8 lbs., doz.	10 20	10 75

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT
Effective Feb. 5, 1918.

	Black	Galvanized.
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 6 00	$ 8 00
¼ in.	5 16	7 29
⅜ in.	5 16	7 29
½ in.	6 55	8 12
¾ in.	8 28	10 41
1 in.	12 24	15 39
1¼ in.	16 56	20 82
1½ in.	19 80	24 89
2 in.	26 64	33 49
2½ in.	42 72	53 53
3 in.	55 85	70 00
3½ in.	70 84	87 86
4 in.	83 93	104 10
Standard Lapweld.		
2 in.	29 60	36 08
2½ in.	44 46	54 70
3 in.	58 14	71 53
3½ in.	72 68	90 62
4 in.	86 11	107 37
4½ in.	97 79	122 56
5 in.	114 00	142 82
6 in.	147 80	185 28
7 in.	192 80	241 57
8 L in.	202 50	253 75
8 in.	233 30	292 32
9 in.	279 50	350 18
10 L in.	259 20	324 80
10 in.	333 70	418 18

Terms 2% 30 days, approved credit.
Prices—Ontario, Quebec and Maritime Provinces.
While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES
4" and under, 40-45%.
4½" and larger, 40%.
4" and under, running thread 25%.
Standard couplings, 4" and under, 35%.
4½" and larger, 15%.
Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Discount 10%.
F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD
See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	35, 2½	35, 2½
8" soil pipe	30	30
Medium and extra heavy fittings, 6" and under	40, 2½	40, 2½

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	40%
Cistern Pumps	40%
Set Lengths	40%
Brass Lined Cylinders	40%
Brass Body Cylinders	40%

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS
Iron rivets, blacked and tinned, 15%; Iron Burrs, 15%.
Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.
F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	1 90
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	$5-$5.50
Roofing Pitch, 75 to 85c per cwt.	

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	0 65 0 70¼
5-32 in.	0 64 0 69¼
3-16 in.	0 60 0 66¼
¼ in. and up	0 59 0 66¼

F.o.b. Toronto, Montreal, Brantford London, Hamilton.

SANDPAPER
B. & A. sandpaper, 15% to 20% on list.
B. & A. emery cloth, 5% to 20% on list.
B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS
Net list.

SCREWS
Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
Premier Galvanized

	Per 100 lbs.
10¾ oz.	$9 50
U.S. 28	9 20
U.S. 26	8 90
22 and 24	8 75
18 and 20	8 60
16	8 45

F.o.b. Hamilton and Toronto.
Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 8 35
16 gauge	12 05	8 45
18-20 gauge	10 30	8 60
22-24 gauge	10 45	8 75
26 gauge	....	8 90
28 gauge	....	9 20
10¾ ozs.	11 05	9 50

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$ 8 70
18-20	12 55	12 55	8 85
22-24	12 25	12 25	9 05
26	12 25	12 25	9 25
28	13 00	13 00	9 65
10¾ oz.	.....	.....	10 00

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES Per sq.

Standard galvanized	$10 25
Shipping weight, 90 lbs.	
Standard painted	8 00
Shipping weight, 80 lbs.	

Discount 7½%.
F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$8 75
Standard painted	7 00

Discount 7½%.
F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS
Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR
See Weekly Report.

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	5 00

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 525 (125), each	6 50
No. 530 (130), each	7 25
No. 630 (230), each	9 25

Discount 25% off list.
F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

TRADE MARK

PURE WHITE LEAD

ELEPHANT

GENUINE

Pure White Lead

Is the lead that is best known to every painter throughout the Dominion. Its high standard of quality has been the means of successful results for the painter in many of his large and small jobs—it needs no recommendation.

The Best There Is *and* The Painter's Friend

The quality of Elephant Pure White Lead is known to all your painters. The many satisfactory results obtained with this Lead have been the means of establishing and creating confidence in the painter using the goods.

See that your stock of White Lead is made up of Elephant Genuine Pure White Lead.

The Canada Paint Company, Limited

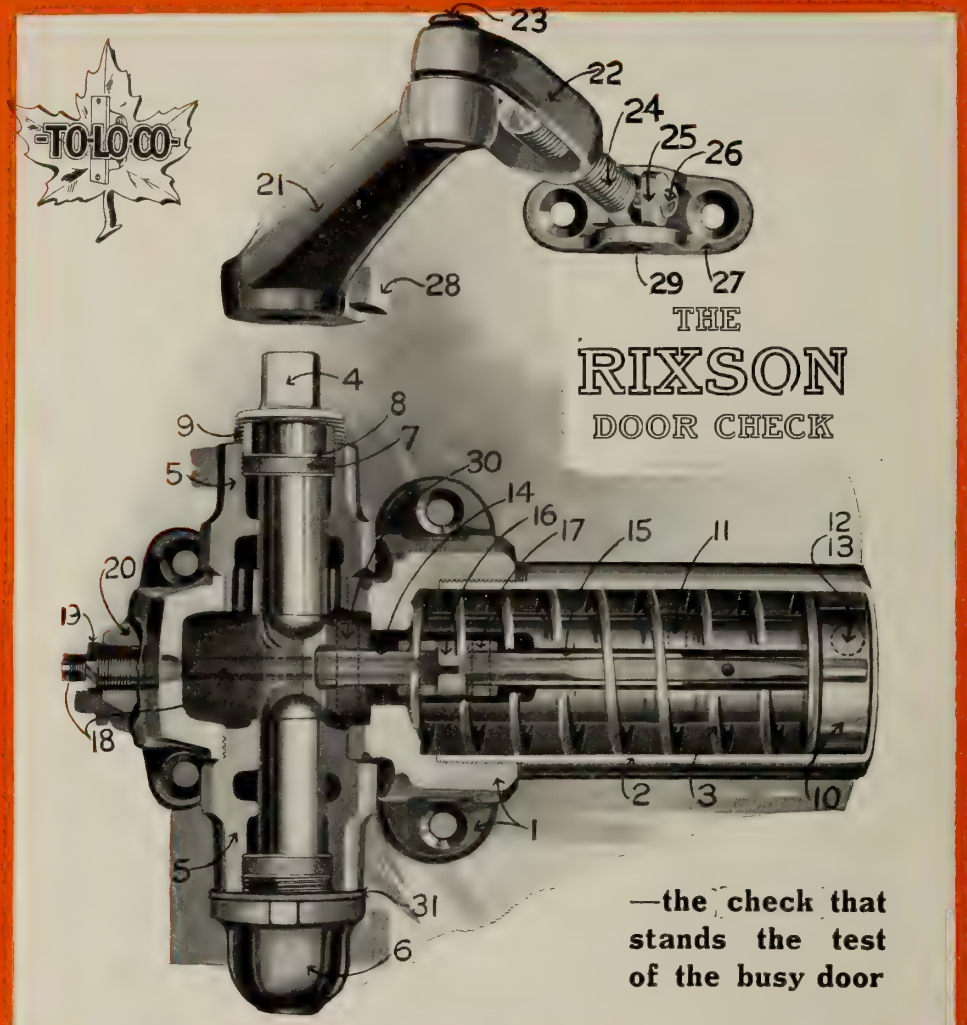
Makers of the
Famous Elephant Brand White Lead

572 William Street - - - - Montreal
112 Sutherland Avenue - - - - Winnipeg

Ask us about our Agency Proposition.
WRITE NOW.







"TO-LO-CO" HARDWARE AND RIXSON PRODUCTS

are wholesaled by the following firms

NEW BRUNSWICK

Thos. McAvity & Sons .....St. John
H. W. Thorne & Co. ..... "
R. Chestnut & Sons, Ltd....Fredericton

NOVA SCOTIA

Thompson & Sutherland ..North Sidney

QUEBEC PROVINCE

Mechanics Supply Co. .....Quebec
Durand Hardware Co. .....Montreal
Omar DeSerres & Co. ..... "
L. H. Hebert & Co., Ltd..... "
Lariviere Incorp. ..... "
Raymond Hardware Co. ..... "
The James Walker Hardware Co. "

PRINCE EDWARD ISLAND

Fennell & Chandler.....Charlottetown

MANITOBA

J. H. Ashdown Hardware Co..Winnipeg
Merrick-Anderson Co. ..... "
Marshall-Wells Hardware Co... "
Winnipeg Paint & Glass Co... "
Miller Morse Co. ..... "
Wood, Vallance, Limited ..... "

ALBERTA

Sommerville Hardware Co.....Edmonton
Marshall-Wells Alberta Co.... "

BRITISH COLUMBIA

Wood, Vallance & Leggat....Vancouver
McLennan & McFeeley ..... "

ONTARIO

The Yokes Hardware Co., Ltd...Toronto
Thos. Birkett & Son Co.....Ottawa
W. A. Rankin ..... "
Kent, Garvin Co. ..... Hamilton
Cowan Hardware Co..... London
Wells & Emerson .....Port Arthur
W. S. Piper .....Fort William
A. Chown & Co.....Kingston
Ripley Peck Hardware Co.....Windsor
W. J. Douglas & Co. ..... "

TORONTO LOCK MFG. COMPANY

PATTERSON PLACE. — TORONTO.

Quality **Brushes** *Quick Service*

for the

House Painter
Carriage Painter and
General User

Sanderson Pearcy & Co.'s brushes are *specially made* by skilled labor, modern machinery and from the best materials that can be procured. The variety is sufficiently broad to cover all requirements, from the cheaper lines for household use to the highest grades used by the skilled mechanic. Every brush stamped *Sanderson Pearcy & Co.* is warranted to give satisfaction if properly used, has in fact a *double guarantee,* and will bear a larger profit to the retailer.

Below are named a few of our celebrated lines for merchants to handle and are vulcan set—guaranteed.

Flat Varnish	*Flat Wall*	*Kalso*
Raven	**Cracker**	**Kracker**
Tripoli	**Eureka**	**King 1/0**
Vulcan	**Czar**	**King 2/0**
Good Value	**Megantic**	**Queen**
Victory	**Hob**	**Mascot**
Cleo		**Special Congo**
Czar		**Caribou**
		Czar

Prince Spoke is a *solid centre, straight compressed,* flat, oval, chiselled varnish brush.

Czar Chiselled Oval is a *solid centre, straight compressed, bridled* brush used extensively by first-class mechanics.

Consult our representatives for your requirements. Quality and Quick Service our motto.

SANDERSON PEARCY & COMPANY
TORONTO LIMITED

Paints Brushes Oils Glass Putty Glue Cutlery

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	.....	net list
Hollow Back No. 2 Shovels	30%	.....	5%
Hollow Back Sand Shovels and Coal Shovels	30%	.....	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	—Per Dozen—		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	17 80	.....	14.80
Coal Shovels, No. 3 Black	22.00	.....	14.50
Sand Shovels, No. 3, black	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black	19.00	18.00	17.00

For polished goods the following net extras apply:
Full polished .....$1.00 per dozen net
Half polished .....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's
American Queen, nic'd trim, ball bearing .....Doz.	$39 00
Club, nic'd trim., "Cyco" bearing	32 00
Champion, nic'd trim	30 00
Champion, Jap'd trim	27 00
Elite, nic'd trim., B.B.	41 00
Grand Rapids, nic'd trim., B.B.	36 00
Grand Rapids, Jap'd trim., B.B.	32 00
Parlor Queen, nic'd trim., B.B.	42 00
Princess, nic'd trim., B.B.	37 00
Standard, nic'd trim	32 00
Standard, Jap'd trim	29 00
Universal, nic'd trim, "Cyco" bear.	34 00
Universal, Jap'd trim., "Cyco" bear.	30 00

F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim	$1 00
Household, Jap'd trim	67 00
Superba, nic'd trim	96 00

F.o.b. Toronto, Hamilton, London.

TACKS

	Discount
Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917—Net list.	
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount. Samson, 20% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10		

Discount 10%.

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME)

	Doz. with chain
Victor No. 1	$2 05
Jump, No. 1	2 65
Hawley & Norton, No. 1	3 15
Newhouse, No. 1	4 30

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder)

	Per lb.
500 ft.	$
550 ft.	
600 ft.	
650 ft.	

In 5-ton lots ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 52½-65½
4-ply wrapping, lb. .....56 -72½
F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz	$16 50
No. 1, per doz	14 25
No. 2, per doz	12 00
No. 3, per doz	10 50

F.o.b. Newmarket

VALVES

	%
Ground work	50
Compression work, standard	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	net
Radiator valves, standard	15
High grade	7½
Globe, angle and check valves, standard	10
Do., high grade	7½
Patent quick opening valves	35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 30%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list ,plus 25%.
Railroad Cans, list, plus 20%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, steel, 25%; cast iron, 17½%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 60%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.30; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 75
Sectional, ½ lb., per 100 lbs.	4 45	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS

Navvy, steel wheel, doz. 37.50-51.50
Garden steel wheel, doz. 51.00-75.00
Light garden, doz. 37.00-54.00
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Hay Wire in Coils

No. 13	6 10
No. 14	6 15
No. 15	6 25
No. 16	7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire.

	Toronto
Barb	$5.50-$6.20
No. 9 pl. galv.	4.70- 5.90
No. 12 pl. galv.	4.85- 6.00
No. 13 pl. galv.	4.50- 6.15
No. 9 coil sp.	5.00- 5.90
No. 12 coil sp.	6.20

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 50
Fence staples, galvanized. $6.25-6.50
In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.

Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.....10%
Brass wire, 8 to 24 gauge, add. 40%
25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls. $3 00
In 50-ft. rolls 3 05
Bronze, sq. ft. 0 14
F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London. Hamilton.

WRINGERS

Royal Can., 11 in., dos. list	$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	120 60
Easy Work	90 50
Challenge, 3111E	94 80
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 80
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 80
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

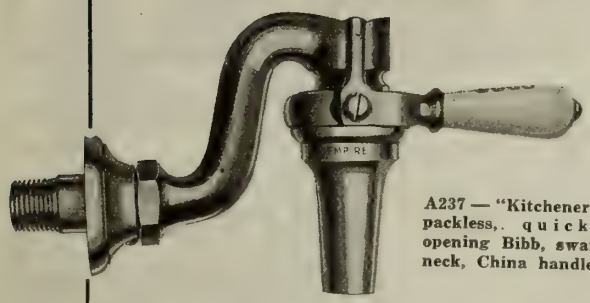
Trimo—	Doz. net		Doz. net
8 in.	$14 00	18 in.	$31 20
10 in.	15 60	24 in.	45 25
14 in.	21 85		

Coes—	Doz. net		Doz. net
6 in.	$13 00	15 in.	$31 20
8 in.	15 60	18 in.	41 60
10 in.	18 20	21 in.	50 70
12 in.	23 40		

Stillson—	Each	Dozen Net	
6 in.	$1 10	$12 00	$12 50
8 in.	1 25	13 50	14 00
10 in.	1 40	15 00	15 60
14 in.	1 95	21 00	21 85
18 in.	2 75	30 00	31 20
24 in.	3 95	43 50	45 25
36 in.	....	81 00	84 25
48 in.	....	....	124 80

ZINC

For zinc products and zinc sheets See weekly report.



A237 — "Kitchener" packless, quick-opening Bibb, swan neck, China handle.

When you see "Empire" you're sure of Quality.

Good Money in "Kitchener" Bibbs

The "Kitchener" Quick-opening, Packless Bibb for kitchen, slop sink and laundry tray has proven a good seller wherever shown. Its ease of operation and quick action, together with the big, smooth, splashless stream it delivers have made it a general favorite with householders.

The "Kitchener" is made of full Empire Quality red metal. It is standardized, which means big business for the dealer who lays in a stock of parts.

EMPIRE MANUFACTURING COMPANY, Limited

LONDON TORONTO

Steel Rules, Gauges, Etc.

CHESTERMAN'S

MEASURING TAPES Linen and Steel

TRADE J C MARKS

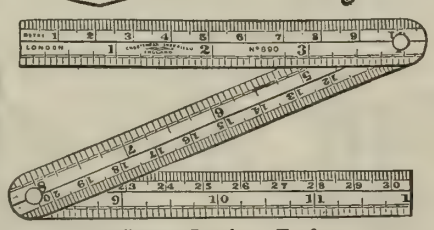
CONSTANTIA J C

TRE BLE



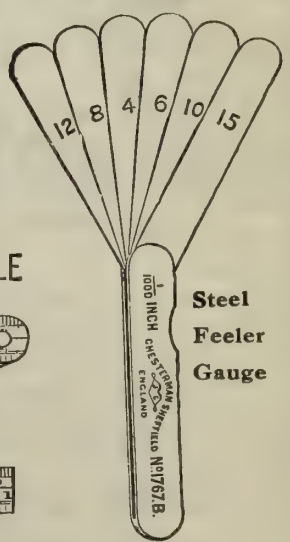
For Prices, Catalogues, etc., apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal



Steel Pocket Rule

Engineers' Small Tools



Steel Feeler Gauge

"Write for HARDWARE and METAL Electro Booklet"

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London

BEESWAX Per lb.
Small quantities $0 45
Larger quantities 0 40
F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-15

BRONZING LIQUID
Bronzing liquid, No. 1 $1.50-$2.00
Banana oil, gal. 3.50- 4.25
F.o.b. Montreal, Toronto.

BRUSHES
Weighted, 15 lbs., each $1.35 $2.00
Weighted, 20 lbs., each 1.60- 2.25
Acme, 15 lbs., each 1 75
Acme, 20 lbs., each 2 00
Acme, 25 lbs., each 2 25
F.o.b. Toronto.

COATING
Cement Coating $3 00 $3 75
F.o.b. Montreal, Toronto.

COLORS (DRY) Per lb.
Raw Umber, 100-lb. kegs... 7-15c
Burnt Umber, 100 lbs..... 7-15c
Raw Sienna, 100-lb. kegs... 7-15c
Burnt Sienna, 100-lb. kegs... 7-15c
Imp. green, 100 lb. kegs.... 0 23
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k.. 0 12
Indian red, 100-lb. kegs.... 0 15
Indian red, No. 1, 100 lb. k.. 0 06
Venetian red, best bright... 0 04
Venetian red, No. 1 ..... 0 02½
Drop black, pure dry..... 0 15
Golden ochre, 100 lb. kegs.. 0 06½
White ochre, 100 lb. kegs.. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 2½-3¼
Spruce ochre, 100-lb. kegs.. 4c-6c
Canadian red oxide, bbls....2 -2¼
Super magnetic red..... 2¼-2½c
Vermilion 0 40
English vermilion 0 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE
Venetian red, 1 lb. tins, pure 0 15
Indian red 20-26
Chrome yellow, pure 45
Golden ochre, pure 22
French spruce ochre, pure.... 16-18
Chrome green, pure 18-26
French permanent green, pure 24
Signwriters' black, pure 25
Marine black, 5 lb. irons.... 0 17
Lampblack 0 24
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Duralite 6 15
Albagloss 6 05

GLUE Per lb.
Brantford All Round Glue—
Case No. 7—50-lb. pkgs. $28 00
Case No. 8—100 ½-lb. pkgs.. 31 00
Case No. 9—200 ¼-lb. pkgs.. 38 00
Discount.
French medal (prices withdrawn)
English common sheet..... 32-34
English prima 35-38
White pigsfoot 0 50
Cake bone, 112-lb. bags 0 35
Hide, 112-lb. bags 0 45
Gelatine, 112-lb. bags 45-60
Ground glues, 112-lb. bags, No. 1 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags.. 24

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$10 75	$15 60
26 to 34	11 20	16 85
35 to 40	11 70	17 85
41 to 50	15 40	20 35
51 to 60	16 10	20 80
61 to 70	17 20	22 05
71 to 80	19 35	24 10
81 to 85	....	29 85
86 to 90	....	31 95
91 to 94	....	32 80
95 to 100	....	38 05
101 to 105	....	42 00
106 to 110	....	48 55

F.o.b. Montreal. Discount 5% on box glass.

Discount from pane list 15 and 5%

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount box glass, 40%.
Cut lights, 25%. Cash 2%.
F.o.b. Toronto. London. Hamilton.

GLASS, PLATE
Discounts below apply to plate glass list.
Montreal city price, 10% off list; country, 5%.
Toronto, Hamilton, London, 20%.
For shipments of glass outside of Toronto, Hamilton or London, 10% discount from the list. Freight charges paid to destination, provided the gross list value of the glass is $75 or over. Under $75 in value, 10% discount from the list, f.o.b. Toronto. These prices apply to glass under 90 inches in height. Over 90 inches, then special flat car rates apply.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE
(Ground in oil.)
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	$15 50	$15 70
Crown Diamond	15 50	15 70
Crown Pure	15 50	15 70
Green Seal	15 50	15 70
Tiger Pure	15 50	15 70
Ramsay's Pure	15 50	15 70
Moore's Pure	15 50	15 70
O.P.W. Dec. Pure	15 50	15 70
Red Seal	15 50	15 70
Decorators' Pure	15 50	15 70
O.P.W. English	15 70	15 90
Elephant Genuine	16 10	16 20

B.B. Genuine Lead, less than tons, $17.40 Toronto; $17.20 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.	14 75	15 50
Less quantity	16 00	17 00

F.o.b. Montreal. Toronto.

LEAD, ARSENATE OF

	Dry, Pound	Paste, Pound
Barrels, 600 lbs.	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52½	0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO
Tints, 5-lb. packages, per 100 lbs., $7.80; white, 5-lb. packages, $7.20.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report

PAINTS, PREPARED
Price per gallon

Elephant, white	3 70
Elephant, colors	3 30
B.H. English, white	3 80
B.H. English, colors	3 55
Minerva, white	3 65
Minerva, colors	3 50
Crown Diamon, white	3 55
Crown Diamond, colors	3 30
B.H. Frescouette, white	3 30
B.H. Frescouette, colors	3 10
Moore's House Colors, white..	3 50
Moore's House Colors, colors.	3 40
Moore's Egyptian Paint, all colors	2 75
Moore's Floor Paint	2 90
Moore's Sani-Flat	3 00
Jamieson's Crown Anchor	3 30
C.P.C. Pure, white	3 80
C.P.C. Pure, colors	3 55
O.P.W. Can. Brand, white	3 35
O.P.W. Can. Brand, colors	3 10
O.P.W. Can. Brand, floor	2 70
O.P.W. Flat Wall, white	3 05
O.P.W. Flat Wall, colors	2 85
Ramsay's Pure, white	3 65
Ramsay's Pure, coors	3 35
Martin-Senour, 100%, white	3 80
Martin-Senour, 100%, colors.	3 55
Martin-Senour, Porch Paint..	3 55
Martin-Senour, Neutone, white	3 35
Martin-Senour, neutone, col..	3 10
Senour's Floor Paint	3 00
Sherwin-Williams, white	3 80
Sherwin-Williams, colors	3 55
Flat Tone, white	3 30
Flat Tone, colors	3 10
Lowe Bros. H.S., white	3 80
Lowe Bros. H.S., colors	3 55
Mellotone, white	3 35
Mellotone, colors	3 20
Sanitone, white	3 30
Maple Leaf, white	3 80
Maple Leaf, colors	3 55
Maple Leaf, floor	3 00
Maple Leaf, flat wall	3 10
Pearcy's Prepared, colors	2 75
Pearcy's Prepared, white	3 15

F.o.b. Montreal, Toronto.

PARIS GREEN C.P. Berger's Per lb.
In barrels, about 600 lbs. 0 60¼ 0 61
In arsenic wegs, 250
In 50 lb. and 100 lb. drums 0 61¼ 0 62
In 25 lb. drums..... 0 62¼ 0 63
In 1 lb. packets, 100 lbs. in case..... 0 64¼ 0 65
In ½ lb. packets, 100 lbs. in case 0 66¼ 0 67
In 1 lb. tins, 100 lbs. in case 0 66¼ 0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY	Standard Montreal	Less than tons Toronto
Bulk, in casks	$4 10	$4 30
Bulk, 100-lb. drums.	4 95	5.05-5.15
Bulk, 25 lb. drums..	4 95	5 15
Bulk, 12½-lb. irons.	5 20	5 40
Bladder, in bbls....	5 20	5 40

Ton lots standard are 20c per hundred pounds less.
Pure Putty, $1.75 cwt. advance.
London and Hamilton prices same as Toronto.

SHELLAC
Pure White, gal., $4.40-$4.50.
Pure Orange, gal., $4.15-$4.25.
Gum Shellac, TN, 70-74c lb.; finest orange, 83-86c; bone dry white, 80-83c.
F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER
Taxite, 1 gal. cans..... 3 00
B.H. Vanisher $2 75
Cumoff 3 00
O.P.W. Presto 2 65
Lingerwett 2 80-3 25
Solvo 3 00
F.o.b. Montreal, Toronto.

TURPENTINE
See weekly report elsewhere in this issue for prices.

SLATING Gal.
Liquid Slating, B.B. $2 20

VARNISHES Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins .....$1.32-$1.45
B.H. Stovepipe Varnish, ½ pints, per dozen 1 54
Depend-on, list 3 25
B.H. Maritime Spar, list.... 7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.
Elastilite 2 90
Granitine 2 90
Hydrox Spar 3 65
Sun Varnish 2 64
Sun Spar 4 59
Sun Waterproof Floor 3 02
Jasperite Interior and Exterior 2 64
Jasperite Pale Hard Oil..... 1 92
Jasperite Floor Finish 2 64
Jamieson's Copaline 3 02
M-S Marble-Ite Floor 3 29
M-S Wood-Var 3 29
M-S Double Spar 4 57
M-S Finest Interior 3 86
Elastic Interior 2 64
Mar-not 3 52
Quick Action House 2 47
Rexspar 4 62
Sear-Not 3 34
Kyanize Spar 4 95
Kyanize Cabinet Rubbing .. 3 85
Kyanize Interior 3 85
Luxeberry light 3 30
Luxeberry granite 3 52
Luxeberry spar 4 95
Ramsay's Universal 2 64
F.o.b. Montreal, Toronto.

WATER PAINTS
Opalite, 300 lb. bbls..... 0 13½
Opalite, 100 lb. kegs..... 0 14
1 gal. packages, per pkg... 0 75
½ gal. package, per pkg. 0 40
Coralite, 5-lb. pkgs., white 0 65½
Coralite, 5-lb. pkgs., colors 0 66
B.H. Frescota, 5 lbs. white, $6.50; colors 7 00
F.o.b. Montreal, Toronto.

WASTE
Extra Quality XXX.....$0 20
XX Quality 0 18
X quality 0 17
F.o.b. Toronto

WHITE WIPING
XXX Extra 0 21
X Grand 0 19¾
XLCR 0 18½
X Empire 0 17¼
X Press 0 16

WASTE, COLORED WIPING
Quality I 0 15
Quality 1A 0 12
Quality IB 0 11
No. 5 ..... 0 16
No. 7 ..... 0 14
Japanese 0 15

WIPING WASTE, COLORED
Fancy 16½
Lion 15
Standard 13½
Popular 12
Keen .....
This line subject to trade discount for quantity.

WAX Per lb.
C. & B. Floor Wax.....$0 35
B.H. Wax 0 35
Ronuk Floor Wax lb. 0 38
Berry Bros. 0 34
Imperial Floor Wax..... 0 30
Anchor 0 33
O.P.W. Lion Brand 0 30
Old English 0 45-0 55
Johnsons 0 45-0 55
Jamieson's liquid wax, gal.. 2 75
Gold Medal 0 42
Ramsay's 0 30
S. & W. 0 40
F.o.b. Montreal and Toronto.

WHITING
Plain, in bbls $2 50
Gilders, bolted, in bbls..... 3 00
F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL Per gal.
In five gallons .....$1.80-$1.90
In barrels ....- 1.70
$4 extra for barrels
F.o.b. Montreal, Toronto, London.

CARTER'S

The Best Quality of Genuine Dry Red Lead and Genuine Dry Powdered Litharge

Paper manufacturers want a Red Lead to protect their steam and water pipes, and a Litharge to reline their digesters. Rubber and Color Makers need them. Shipbuilding firms must have them. Railways and Ironworks use them. Are you ready to supply the requirements of such firms in your district. Also

YOUR PAINTER

must have Genuine Red Lead and Litharge to meet his requirements. Do not delay in putting in a stock or you will lose good business which is rightly yours.

The Carter White Lead Co. of Canada, Limited, 91 Delorimier Avenue, Montreal



The Peterboro Lock Mfg. Company, Limited

Peterboro, Canada

Established 1885

MANUFACTURERS OF

BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

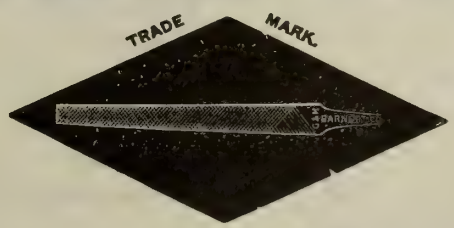
THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY **TORONTO**

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize GOLD MEDAL Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.35; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regal Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $41; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Singl Bit	$14 50	$18 00
Double Bit	16 50	19 50
Broad axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin 20%
Gilmour 60%

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.05 base; other sizes, $5.60 base; Swedish iron, $5.25; sleigh shoe steel $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 33 1-3%; over 6 in., 20 and 10%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOARDS—Wash

	Doz.
Improved Globe	$4 00
Diamond King, Glass	4 75
Western King, Enamel	4 75

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	35
3 x 3 in.	37
3½ x 3½ in.	38
4 x 4 in.	47
4½ x 4½ in.	68
5 x 5 in.	80

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; ¾, $7.25; Logging, 5-16, 11c; ⅜, 10c; ½, 9¾c; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Een	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 55

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 66c lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe	Discount 45%
Nicholson Gen	Discount 35%

FITTINGS

Malleable	Black	Galv.
Class B	$ 26	$ 36½
Class C	17	26
Bushings	25%	..
Unions	35%	..
Nipples 4" and under	45%	..

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. barrels, 30c lb.; 100-lb. barrels, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$10 50	$15 25
26 to 40	11 50	17 25
41 to 50	15 00	19 50
51 to 60	15 50	20 50
61 to 70	16 50	22 00

GLASS (Plate)

5% off list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $$2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $7.25; No. 2 and larger, $7; snowshoes, No. 0 to No. 1, $7.50; No. 2 and larger, $7.25; steel, No. 0 to 1, $7.70; No. 2 and larger, $7.45; featherweight, $8.85.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$11 20
28 Am. or 26 Eng.	10 90
26 Am. or 26 spec.	10 60
24	10 45
22	10 45
18 and 20	10 30
16 Am.	10 20

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set $1 80
Mrs. Pott's No. 50, set 1 90

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $2 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 00
3	2 70
4	4 75
Barn Door	
5	2 70
8	2 90
9	5 00

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$4 75
New Century B	10 15
New Idea	11 35
Snowball	8 50

MATTOCKS

Pick, $10; cutter, $10.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	4 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$7 75	$8 25
Empress	10 00	10 60
Daisy	6 15	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING—POULTRY

Net Prices Per Roll

1 in. mesh x 24 in.		$5 95
	30 in.	7 20
	36 in.	8 50
2 in. mesh x 24 in.		2 90
	30 in.	3 40
	36 in.	4 05
	48 in.	5 25
	60 in.	6 55
	72 in.	7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots, all styles, 1c less than above

OILS

"Buffolite," 22½c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 35c; Family safety coal oil, 23½c; "Engoline" engine coil oil, 19½c; Summer black oil, 22½c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 46c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

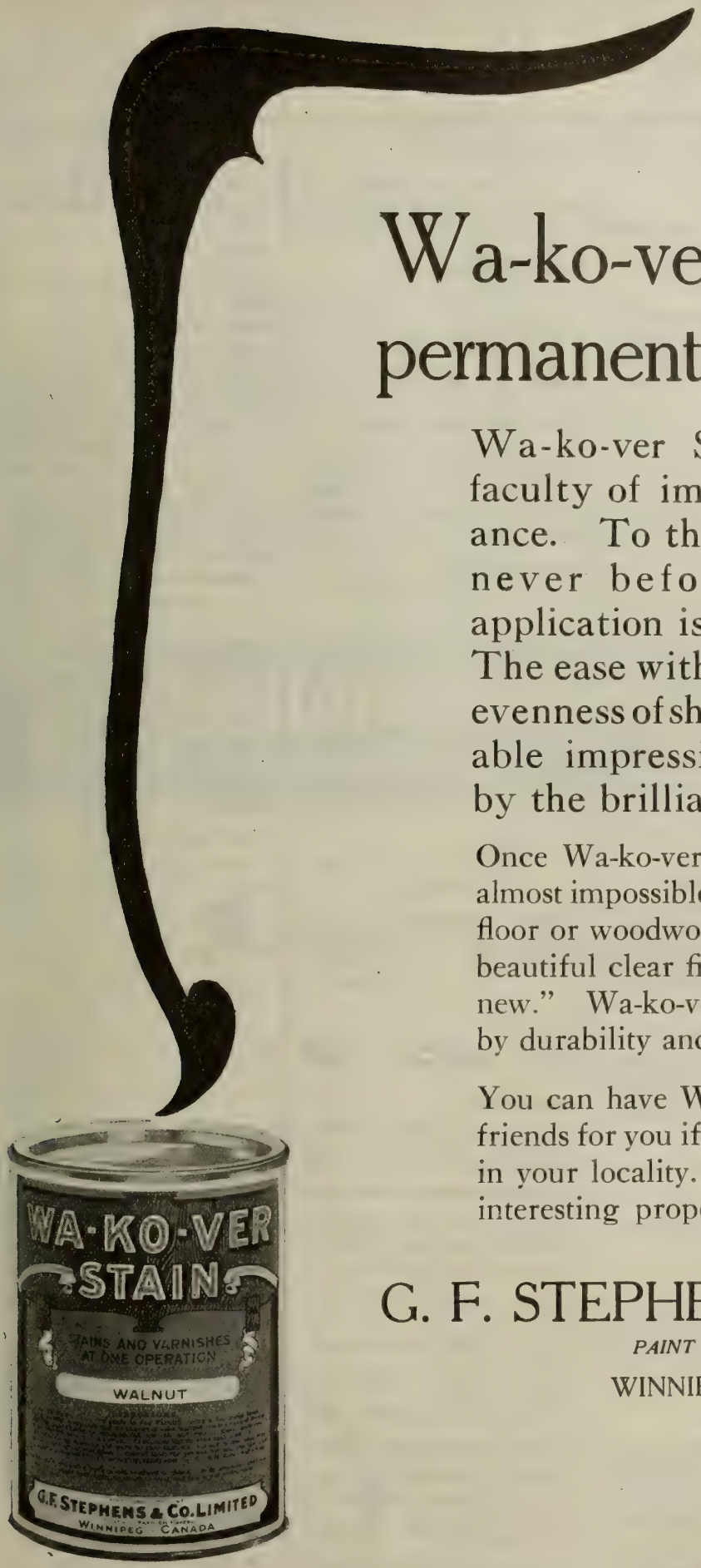
Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $19; less quantities, 20c.

PICKS, Clay, 6-7, $9.60 per doz.

POLISH—

	Doz.
O-Cedar—	
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page.)



Wa-ko-ver Stain makes permanent friends

Wa-ko-ver Stain has the happy faculty of improving on acquaintance. To the householder who has never before used it the first application is a distinct revelation. The ease with which it is laid and its evenness of shade make a very favorable impression that is heightened by the brilliant gloss finish.

Once Wa-ko-ver has been applied it seems almost impossible to wear it out. Whether on floor or woodwork it continues to display a beautiful clear finish that is always "just like new." Wa-ko-ver holds the friends it makes by durability and permanence.

You can have Wa-ko-ver making permanent friends for you if there is no Stephens' Agency in your locality. Write us to-day about our interesting proposition.

G. F. STEPHENS & CO., LIMITED

PAINT and VARNISH MAKERS

WINNIPEG and CALGARY

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18x21 per box, half polish, $10.25; full polished, $11.75; 18x24, half polished, $10.25; full polished, $11.75; 20x28, half polished, $10.25; full polished, $11.75.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3 55 per dozen.

PUTTY

100-lb. irons	$5 50
25-lb. irons, per cwt.	5 80
1½-lb. tins	0 10

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope, ¼ and over, 55c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $9.00; Watch Spring, $9.40; Lance Tooth or Lightning Blades, $10.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—

	Doz.
Bramble	$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 loop	11 50
Bush	13 00

SWEEPERS, Carpet—

	Each
Bissell's Grand Rapids, jap'd.	$2 85
Bissell's Grand Rapids, nick.	3 20
Bissell's Vacuum	8 00

STEEL SHEETS, BLACK

10 gauge	$8 50
12 gauge	8 50
14 gauge	8 40
16 gauge	8 50
18-20 gauge	8 80
22-24 gauge	8 85
26 gauge	8 90
28 gauge	9 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30. Black Cat and Crescent Scoops—No. 4, $15.80 doz.; No. 6, $16.80; No. 8, $17.80; No. 0, $18.80; Moose & Jones Scoops, No. 4, $16.90; No. 6, $17.80; No. 8, $18.70; No. 10, $19.60.

SOLDER. Per pound, 49 to 50c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $7.50; machine, $8.00 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.80 base.

STEEL HOOPS

½ in., $9.75; ⅝ in., $9.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TRAPS, GAME—

	Doz.		
	Victor	H.& N.	Jump
No. 0	$1 80	....	....
No. 1	2 12	$3 25	$2 75
No. 1½	3 17	4 88	4 12
No. 2	4 44	6 83	6 05
No. 3	5 90	9 10	8 05

TUBS—

	Wood	Fibre
No. 0	$18 30	$19 75
No. 1	15 65	16 95
No. 2	13 20	14 10
No. 3	11 45	12 00

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply	$0 60
Cotton, 4-ply	0 65

Dozen

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.

Scotch Grey, 40, 12½% discount.

Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, 17½% discount.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.15; less than ton lots, $16.50.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Fort William, $5.10; Winnipeg, $5.50; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 5 00
8 in.	7 20
10 in.	8 40
12 in.	10 80
15 in.	14 40
Perfect Handle—	
6 in.	13 00
8 in.	15 60
10 in.	18 20
12 in.	23 40
15 in.	31 20
18 in.	41 60

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 13
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 60
36 in.	6 75
Trimo—	
10 in.	$1 45
14 in.	2 00
18 in.	2 90
24 in.	4 15

Dozen

Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Royal Canadian, $51.90 per doz., Eze, $56.10 per doz.; Bicycle, $63 per doz.; Ajax, $125.80 doz.

Write to our WAREHOUSE DEPT. regarding your needs

BOILER TUBES

We have a large stock of BOILER TUBES of all sizes for immediate shipment.

Reinforcing Bars for Concrete

Shipment from Mill or Stock.

BAR IRON

Carried in all sizes and lengths for immediate shipment. Special prices on certain sizes.

STEEL SHEETS

A complete range from 10 gauge to 16 gauge, for immediate shipment.

SMALL ANGLES

From ¾" x ¾" x ⅛" to 2" x 2" x ¼" in all sizes, thicknesses and lengths.

STEEL PLATES

All sizes from 3/16" to 1" thick, in stock now.

Now is the time to protect yourself against the ever-increasing prices.

We carry on hand, ready for immediate delivery, a 5,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

SEND FOR MONTHLY STOCK LIST.

Manitoba Bridge & Iron Works, Limited

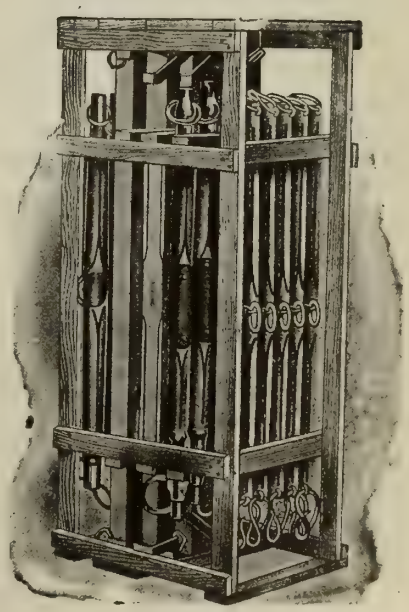
WINNIPEG MANITOBA

Protected by the Westwo Guarantee

Selling Westwo Painted Wagon, Implement and Plow Sets is satisfactory and profitable. They are made from selected No. 1 quality Oak and Hickory, are carefully painted (2 coats), striped and varnished, and are absolutely guaranteed against defects in material and workmanship.

The best way to order Westwo Painted Sets is in crates of six sets. Then you're sure of getting them in perfect condition. —no bruised woods—no marred finish.

Send to-day for the Westwo folder that describes the various Westwo lines.



Guarantee

All Westwo Sets are guaranteed, and any defective part will be replaced free.

D. ACKLAND & SON, Limited

WINNIPEG
GALGARY

THE BUYERS' GUIDE

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Thos. Birkett & Son Co., Ltd., Ottawa.
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Can. Warren Axe and Tool Co., St. Catharines.
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Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
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Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian Carbon Co., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Empire Mfg. Co., London, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bends, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Bibbs, Basin and Bath Cocks, Fuller
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brass Castings and Goods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets and Rods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
C. Kloepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boilers, Heating and Range
Empire Mfg. Co., London, Ont.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Bone Grinders
Toronto Lock Mfg. Co., Toronto.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Weston, Ont.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Builders' Hardware
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.
The Stanley Works, New Britain, Conn.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Specialties
Vol-Peek Mfg. Co., Montreal.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Faultless Caster Co., Evansville, Ind.
Landers, Frary & Clark, New Britain, Conn.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

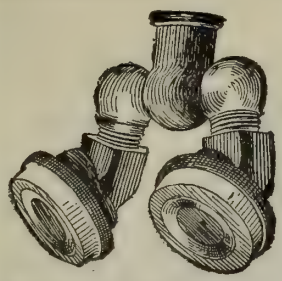
Collar Pads
American Pad & Textile Co., Chatham.

Cotton Gloves
American Pad & Textile Co., Chatham.

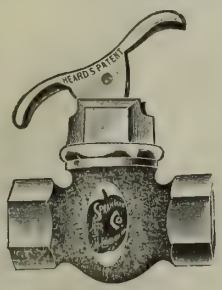
Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Crowbars
R. J Coghlin & Co., Montreal.



Lime Sulphur Cluster
Fig. 56-2



Brass Hand Valve



Brass Elbow

A profitable line for you to carry

Why not be prepared to supply the needs of your customers? They will soon require Spramotors and accessories.

We make a complete line of Spramotors, from the small hand knapsack to the large gasoline power outfits.

All our accessories are standardized and include: nozzles, couplings, elbows, stop-cocks, extension rods or pipes and hose—in fact everything required by the man who sprays. The

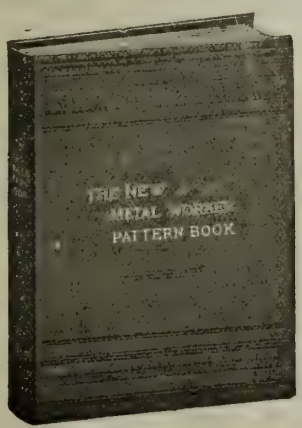
Spramotor
It isn't a SPRAMOTOR unless we made it.

is unrivalled in efficiency, simplicity and durability, well advertised and everywhere a favorite. Get your share of the business—and the profits. Write to-day for details of our proposition, catalogue and prices. Made in Canada. No duty to pay.

SPRAMOTORS LIMITED
5042 King St., London, Can. and 5052 Erie St. Buffalo, N.Y.

The New Metal Worker Pattern Book

This is the most elaborate and complete work that has ever been brought out for the use of sheet metal pattern cutters. It is printed from new type with a new and improved arrangement, especially convenient for reference and study. Parts of a former edition, entitled The Metal Worker Pattern Book, which have been utilized in its preparation, have been re-written and simplified and later methods embodied. 218 problems are now given, 75 of which are entirely new. A Treatise on Pattern Cutting as applied to all Branches of Sheet Metal Work. By George W. Kittredge. 430 Pages; 744 illustrations; Size, 10 x 13 inches. Cloth bound, Price, $5.00. Sent postpaid only on receipt of price.



Technical Book Department

MacLean Publishing Co., Ltd.
143-153 University Ave., Toronto



A most economical varnish for all interior work. It has great covering powers—it brings out all the beauty of the wood and when rubbed takes on a soft, satin-like finish.

This is a line that will prove most satisfactory to your customers and one that you can place the fullest confidence in.

Let us send you details of our full line.

The Dougall Varnish Co., Limited
MONTREAL

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.
Conductor Pipe, Hooks, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.
Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Cordage
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., Toronto.
Cultivators
J. E. Gilson Mfg. Co., Port Washington, Ill.
C. S. Norcross & Sons, Bushnell, Ill.
Cutlery
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
John Chatillon & Sons, New York, N.Y.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).
Culverts, Corrugated Metal
Winnipeg Ceiling & Roofing Co., Winnipeg.
Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.
Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.
Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.
Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.
Display Racks and Stands
Cameron & Cameron, Toronto.
Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.
Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.
Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.
Door Hangers
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.
Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.
Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.
Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Dusters
Channell Chemical Co., Toronto.
Dynamite
Du Pont American Industries, Wilmington, Del.
Dry Cells
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.
Spielmann Agencies, Ltd., Montreal, Que.
Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.
Egg Cases
Walter Woods & Co., Hamilton.
Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg.
Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg.
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.
Electric Fixtures
Barton Netting Co., Windsor.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.
Electric Grates
Toronto Lock Mfg. Co., Toronto.
Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.
Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Electrical Toys
A. C. Gilbert Co., New Haven, Conn.
Electro-plating
Toronto Lock Mfg. Co., Toronto.
Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Emery Glass and Papers
John Oakey & Sons, London, Eng.
Expansion Tanks
Pease Foundry Co., Ltd., Toronto.
Explosives
Du Pont Powder Co., Wilmington, Del.
Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Extinguishers, Fire
Booth-Coulter Co., Toronto.
Northern Electric Co., Montreal.
Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.
Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.
Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.
Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.
Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.
Ferrules, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Files
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.
Fire Door Fittings
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.
Fire Department Supplies
Booth-Coulter Co., Toronto.
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.
Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal
Pedlar People Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.
Garden Cultivators and Weeders
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.
Garage Hardware
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.
Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.
Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.
Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Glass, Window, Plate, Ornamental
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.
Glue, Sheet and Ground
Brantford Glue Co., Brantford, Ont.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.
Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.
Glass Benders
Toronto Plate Glass Importing Co., Toronto.
Glaziers' Diamonds
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.
A. Ramsay, Son & Co., Montreal, Que.
Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.
Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.
Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works, Ltd., Hamilton, Ont.
Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.
Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.
Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.
Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
Hangers, Door
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Machinery & Supply Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.
Hangers, Door and Track
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Ferrules, Brass, Iron, Lead
Empire Mfg. Co., London, Ont.
Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg.
Interstate Electric Novelty Co., Toronto.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.
Floor Stands
Jenkins Bros., Ltd., Montreal.
Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.
Flint Cloths
John Oakey & Sons, London, Eng.



"There, John! That's what Sells Pratt & Lambert Varnishes for Us."

SMASH! SMASH! One after another the big full-page advertisements of the Pratt & Lambert Spring Campaign are going to hammer their message into the mind of the American public. This is not to be a campaign with a mere handful of page advertisements bolstered up with a lot of small space. Practically every advertisement occupies a full page — and all are in publications of largest or most exclusive circulation, such as the Saturday Evening Post, the American, the Ladies' Home Journal, House Beautiful and Country Life in America. The opening gun of the campaign is a

FULL-PAGE PRATT & LAMBERT ADVERTISEMENT IN THE SATURDAY EVENING POST ISSUE OF MARCH 2ND

Buy a copy. If you're a Pratt & Lambert dealer already, read it through. See if it doesn't give you a feeling of confidence in the goods you're selling — a feeling that the makers of Pratt & Lambert varnishes are willing to *stand back of their product.*

Then tear out the advertisement and paste it in your window.

If you haven't yet stocked the P&L Line, read this Post advertisement. Estimate for yourself the benefits that have accrued to the paint and hardware dealers who have been getting the benefit of this constant, powerful advertising, every season for *ten years.* Then imagine the sales value to you of a line of varnishes backed by ten years of cumulative publicity — products resting on sixty-nine years' experience and a full decade in the continual searching spotlight of national advertising.

Then write for the Pratt & Lambert Dealer Proposition.

PRATT & LAMBERT-INC. VARNISH MAKERS 69 YEARS

24 Courtwright Street, Bridgeburg, Ontario

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Sydney



If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire
Canada Metal Co., Ltd., Toronto.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Hardware Specialties
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Louis McLain Co., Ltd., Winnipeg, Man.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.

Heaters
Beauchamp, J. E., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.

Horse Nails
C. Kloepper, Limited, Toronto, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ice Scrapers
James Bros. Co., Perth, Ont.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Boards
J. E. Beauchamp & Co., Montreal.

Iron, Corrugated
Metallic Roofing Co., Toronto and Winnipeg.
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron Sheets, Black and Galvanized
Dominion Sheet Metal Co., Ltd., Hamilton.

Iron and Steel Bars
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.

Jack Planes
National Machinery & Supply Co., Hamilton.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extension, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.

Lath, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Spielmann Agencies, Ltd., Montreal.

Lamps, Lanterns, Electric, Hand
Canadian Carbon Co., Toronto.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Spielmann Agencies, Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago, Ill.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.

Lace Leather
Wm. Taylor, Parry Sound, Ont.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Mantels and Grates
Barton Netting Co., Windsor.

Marine Brass Work
Empire Mfg. Co., London, Ont.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mendets
Collette Mfg. Co., Collingwood.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Monel Metal
International Nickle Co., New York.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oil Cups
Canadian Winkley Co., Windsor.

Stewart and Wood, Limited

TO DISTRIBUTE

Crown Diamond Paints

Arrangements were concluded this week for Stewart and Wood, Limited, to distribute Crown Diamond Paints in the Province of Ontario, west of Hastings County. Full stocks of Crown Diamond Paints will be carried at Toronto by Stewart and Wood, Limited.

McARTHUR, IRWIN, LIMITED

MONTREAL ESTABLISHED 1842 TORONTO



Distributors of Crown Diamond Paints

Stewart and Wood, Limited, Toronto.
H. C. Brennan Co., Ottawa.
W. B. Dalton & Sons, Limited, Kingston, Ont.
Robertson, Foster & Smith, Limited, St. John, N.B.
Crowell Bros., Halifax, N.S.

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
R. E. Bloomer, Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.

Packings
Consumers Cordage Co., Montreal.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto

Pipe, Galvanized, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Tools
Empire Mfg. Co., London, Ont.

Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Poultry Netting
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Empire Mfg. Co., London, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto

Rakes
Ward & Payne, Sheffield, Eng.

Ranges, Coal and Wood
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Wrought Iron Range Co., Toronto

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Roofing
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Shades, Electric
Canadian General Electric Co., Toronto.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Solder
Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Champion Spark Plug Co., Windsor, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Montreal
Northern Electric Co., Ltd., Toronto
Eclipse Mfg. Co., Indianapolis, Ind.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Stoves
Enterprise Foundry Co., Sackville, N.B.
Canada Foundries & Forgings, Brockville.
Clare Bros. & Co., Preston
Findlay Bros., Carleton Place
Gurney Foundry Co., Toronto
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

(Continued on page 148.)

Don't worry about your new clerk

He can sell Gargoyle Mobiloils with the sureness of a lubrication expert

WHEN your new clerk waits on a customer do you look around with a worried feeling?

You know the trouble. Experienced help is hard to get. It is easy enough for a new man to sell nails or hammers. But what about articles where the customer wants advice?

What about automobile lubricating oils?

Hardware merchants are finding the answer to this problem.

It is summed up in the four grades of Gargoyle Mobiloils as specified by the Gargoyle Mobiloils Chart of Recommendations.

The Chart of Recommendations enables any one in a hardware store — even your newest clerk—to sell Gargoyle Mobiloils intelligently. Simply ask the motorist the make of his car and the year's model. Then run your finger down the Chart until that car is found.

Ford 1915? Gargoyle Mobiloil "E." Overland 1916? Gargoyle Mobiloil "Arctic." Pierce-Arrow 1918? Gargoyle Mobiloil "A."

GARGOYLE

Mobiloils

A grade for each type of motor

And so it goes. Your clerk cannot give the wrong advice. The right advice is at his finger tip. He makes a good impression for you.

Increasing thousands of motorists know that the Chart is a recognized guide to correct lubrication, and that Gargoyle Mobiloils used as specified in the Chart provide correct lubrication.

IF YOU HAVE OVERLOOKED the clean profit and good will there is for you in Gargoyle Mobiloils, write us at Room 704, Imperial Oil Bldg. Toronto, for booklet, "Correct Lubrication," containing Charts of Recommendation for all makes of automobiles, tractors, motorcycles and motorboat engines, and for full information regarding our proposition to dealers.

The four grades of Gargoyle Mobiloils, for gasoline engine lubrication, purified to remove free carbon, are:—

Gargoyle Mobiloil "A"
Gargoyle Mobiloil "B"
Gargoyle Mobiloil "E"
Gargoyle Mobiloil "Arctic"

IMPERIAL OIL LIMITED

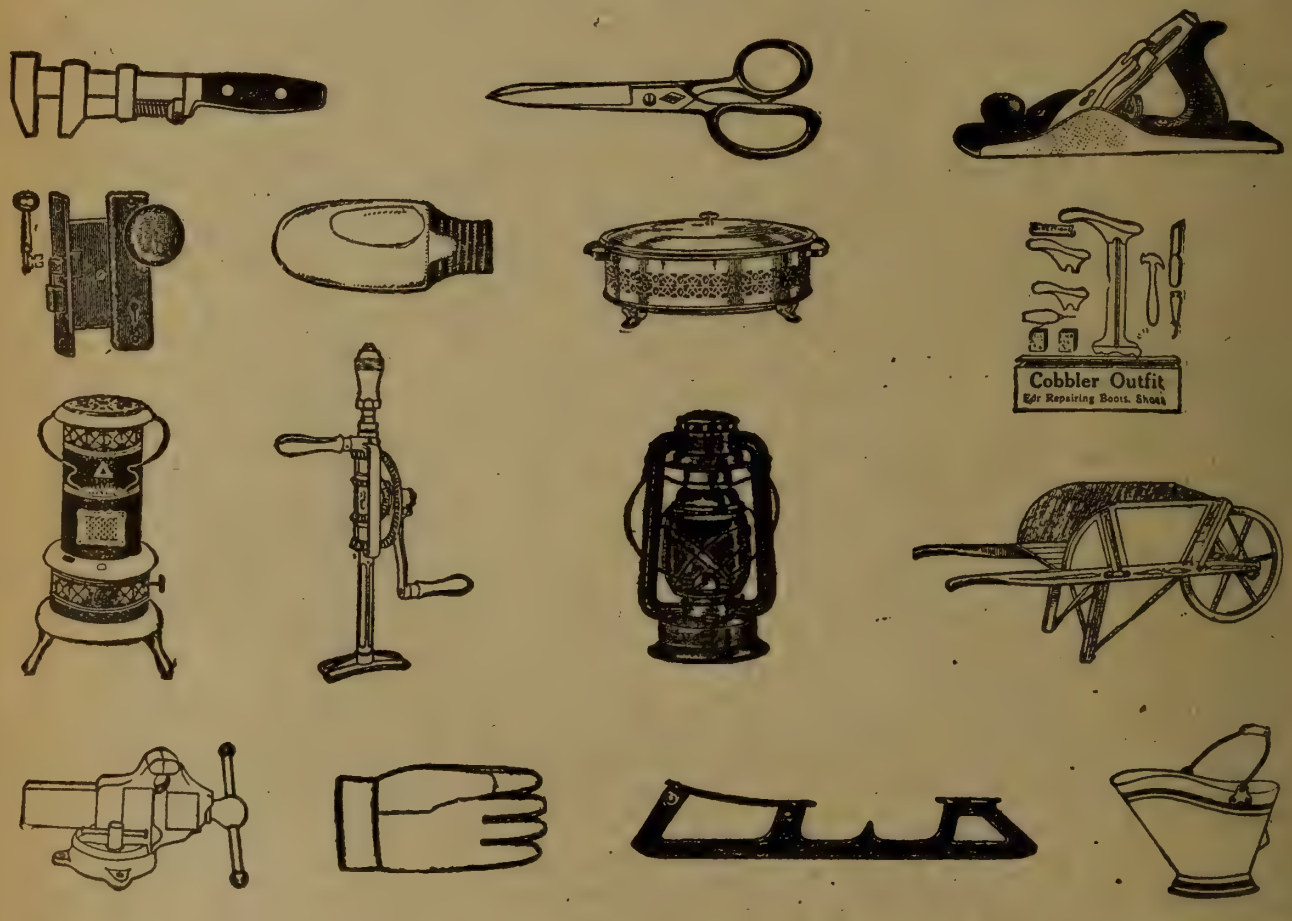
Manufacturers & Marketers of POLARINE MOTOR OILS & Lubricants
Marketers of GARGOYLE MOBILOILS in Canada

BRANCHES IN ALL CITIES

Ads That Pull

THE retailers who are securing best results from their newspaper advertising are those who are using illustrations in their advertisements. Just as a mail order catalog would be dead without illustrations, so is the average consumer advertisement when illustrations are omitted.

Canadian retail hardware merchants can secure attractive illustrations through HARDWARE AND METAL'S Electro Service. Mounted electros are supplied at a cost of 20c each. Booklet showing 365 electros will be supplied on request. Address below.



HARDWARE AND METAL

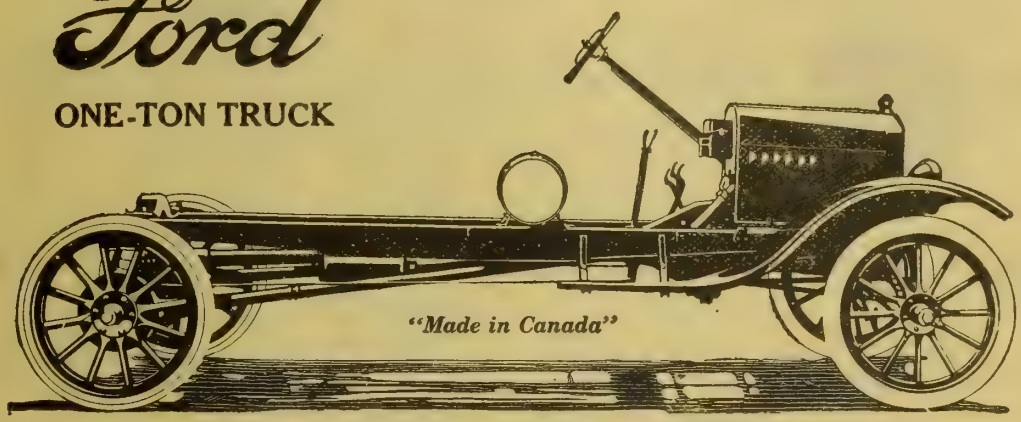
CANADA'S NATIONAL HARDWARE WEEKLY

143-153 University Avenue, Toronto, Canada

For Ton Trucking Purposes

Ford

ONE-TON TRUCK



BUSINESS men everywhere who have hauling or delivering problems to consider—whether operating a wholesale business, a retail store, or a farm—will welcome the arrival of the Ford One-Ton Truck.

PRICE

$750

F. O. B.
FORD, ONT.

Heretofore, the Ford user who wanted to carry loads up to a ton found it necessary to get one of several special attachments or extensions which were on the market. Now the standard Ford truck is available—a car that can withstand the drudgeries of commercial use, and yet lacks superfluous weight, and is easily handled.

Supplied as chassis only

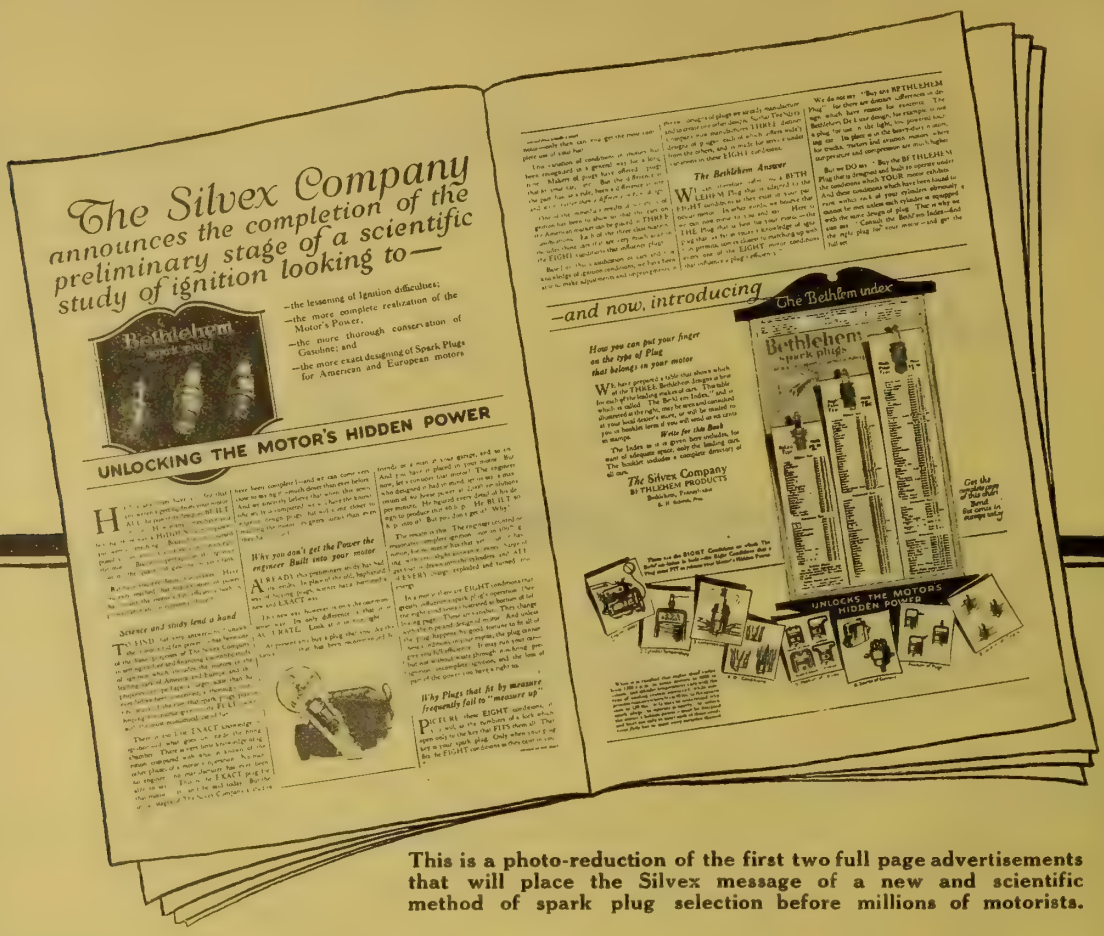
The truck differs from Ford passenger cars in that it is specially designed throughout in proper pattern and strength for heavy-duty service. It has a final drive of the worm gear type, so that all gears are enclosed. Rear wheels are equipped with solid tires. Front tires are pneumatic. Standard Ford motor, transmission and ignition.

The largest truck and automobile company in the British Empire, with an organization of more than 700 Canadian dealers stands back of every Ford truck purchased.

See any Ford Dealer in Canada, or write for a catalog

Ford Motor Company of Canada, Limited
Ford, Ontario

If interested, tear out this page and keep with letters to be answered.



This is a photo-reduction of the first two full page advertisements that will place the Silvex message of a new and scientific method of spark plug selection before millions of motorists.

—in presenting the Silvex Consumer Advertising Campaign for 1918, we wish

to emphasize the important service rendered the car owner by the Bethl'em-Index — not only as it affects his selection of the proper size and style of spark plug, but as it influences his motor's performance *through the selection of a spark plug designed, built and basically right for the TYPE of motor he drives.*

This, we believe, is the first time that any manufacturer has developed a *definite* method of spark plug selection, based on a scientific study of the varying conditions within each type of gasoline motor as a substitute for the present, almost universal, haphazard way of buying any plug that fits the hole in the top of cylinder.

With the advances in the design, manufacture and marketing of Bethlehem Spark Plugs to be discussed later in these pages, the trade will find open to them new avenues of profit.

The Silvex Company
Bethlehem Products
Bethlehem, Pa.

President

If interested, tear out this page and keep with letters to be answered.

Bedrock in Auto Tire Prices

¶ No other **standard** make of tires can be purchased at lower prices than Dunlop Tires sell at. (If so, they must be "seconds.")

¶ No other **standard** make of tires can show reasons why they should be purchased at higher prices than Dunlop Tires sell at.

¶ Tires lower-priced than Dunlop mean a loss to you **in the end.**

¶ Tires higher-priced than Dunlop mean a loss to you **at the beginning** and **no gain to you in the end.**

¶ If anybody tells you they have lower-priced tires than Dunlop, tell them possibly so but more than likely their tires are Unknown and Untried.

¶ If anybody tries to sell you higher-priced tires than Dunlop, ask them to name a single virtue in their product not found in Dunlop Tires —"Traction Tread," "Special," or "Plain."

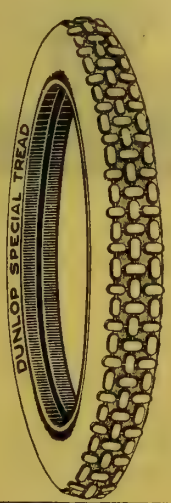
¶ Dunlop prices are standardized prices for standardized Quality. Dunlop Tires have been made in Canada since 1894. Therefore, Dunlop means "Dean of the Tire Industry."

ELASTICITY, QUALITY

Both are permanent with

DUNLOP SEAMLESS TUBES

Made by a patented process. It costs you no more to get the most in Auto Tube Merits.



The Dunlop Catalogue A. IA. gives a first-hand idea of the completeness of the Dunlop Line. You should have a copy that you may not only know more about Dunlop Tires and Tubes, but that you may also further appreciate the excellence of Dunlop Accessories.

Dunlop Tire & Rubber Goods Co., Limited

HEAD OFFICES AND FACTORIES: TORONTO

Branches: Victoria, Vancouver, Edmonton, Calgary, Saskatoon, Regina, Winnipeg, London, Hamilton, Toronto, Ottawa, Montreal, St. John, Halifax

Makers of High-Grade Tires for Automobiles, Motor Trucks, Bicycles, Motorcycles and Carriages; and High-Grade Rubber Belting, Packing Fire Hose and General Hose, Dredge Sleeves, Military Equipment, Mats, Tiling, Heels and Soles, Cements, Horse Shoe Pads and General Rubber Specialties.



DUNLOP TIRES

If interested, tear out this page and keep with letters to be answered.

"Shipment the day order is received"

—In promising shipment on the day order is received we have committed ourselves to no mean task.

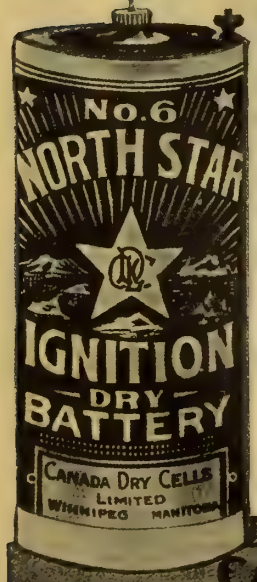
—But we have acted with our eyes open—with a full faith in our complete and well assorted stock of Electrical Supplies and Auto Accessories.

—We know that we can give you irreproachable service — service that is as exact as it is prompt.

—A trial order of any size will demonstrate that we make good our promises.

Great West Electric Co., Limited
Winnipeg





It Sells on Merit

If you firmly believe in quality at a reasonable price, by all means *connect* up with North Star Batteries.

Like the giant pine that yields to the storm and then recovers with firm, enduring steadiness, so will you find the recuperative and lasting powers of North Star Batteries.

Their superior construction and quality means satisfied customers, and repeat orders.

Reputation behind the goods, long service ahead of them.

All good jobbers sell the North Star Brand.

CANADA DRY CELLS, LIMITED, WINNIPEG, CANADA

HOLOPHANE AUTOMOBILE LENS

"Within the Law"



The Why of the Holophane Lens

THE HOLOPHANE LENS embodies a fin or shelf of specially treated glass, which extends backward just above the bulb of the lamp, placing a positive shield between the light and the eye of the approaching motorist.

A glance at the illustration will show that this fin must eliminate glare because of the shadow which it casts upward across the eyes of the approaching driver.

In addition to eliminating glare the perfect headlight lens should also provide bright illumination far ahead and to the sides of the car. Below are figures of an official headlight test:

NAME OF LENS.	Distance at which driver recognized man	Distance from car at which newspaper could be read
HOLOPHANE	280 feet	385 feet
L Lens	260 feet	295 feet
N Lens	245 feet	300 feet
P Lens	220 feet	280 feet
D Lens	215 feet	220 feet
C Lens	210 feet	310 feet
M Lens	180 feet	225 feet
W Lens	170 feet	225 feet
S Lens	165 feet	180 feet

Names of all lenses can be obtained from the report.

THE SALIENT POINTS OF HOLOPHANE LENS

1—It bends down the concentrated search light beam below the 42-inch line, preventing glare.

2—Lights the road 250 feet and more ahead of the car.

3—Provides ample light directly in front and to the sides of the car to easily see the curb, ditches, etc., and for passing vehicles.

PRICES

Diameter	List Per Pair
7 to 8¾ inches	$3.60
8⅞ to 9⅝ inches	4.50
9¾ to 10¼ inches	5.25

Fort William and West add 25 cents per pair.

For sale by dealers in hardware, auto accessories and electrical supplies.

CANADIAN GENERAL ELECTRIC CO.

LIMITED

Head Office: Toronto. Sales Offices: Montreal, Halifax, Sydney, Ottawa, Cobalt, South Porcupine, London, Winnipeg, Calgary, Edmonton, Nelson and Vancouver.

If interested, tear out this page and keep with letters to be answered.

The "Carhartt"

Not Like Other Gloves
Sewed with Wax Thread



HEAT WATER PROOF

No Outseams To Rip Good as the Carhartt Overall

Patented

Reinforced Where the Wear Comes. The Service of Two Pair for the Price of ONE.

Sure! He will get Gloves. Why not Carhartt's?

The Government is planning to help farmers to produce more this year by supplying labor from non-essential city industries, either by volunteer or draft system. These city men will not be able to do farm work without having their hands protected.

Carhartt $1 Gloves

will have a big call from this class of labor as well as from the hardened farmer and mechanic. 95% of the men who come into your store need gloves for

Working, Motoring, Driving

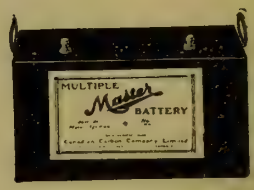
The railway man prefers Carhartt Gloves; they stand the hard wear of the road. Everything points of an exceptionally heavy demand for working gloves this year.

Write at once for an assortment of styles to retail at one dollar and over.

Hamilton Carhartt Cotton Mills
TORONTO UNIT LIMITED
Toronto Montreal Winnipeg Vancouver Liverpool (Eng.)







—the Spring drive will soon be on

With the tractors and gas engines enlisted to speed up farm production in Canada the use of the Master Hot Sparker Multiple will be emphasized to a marked degree this year.

The importance of the gas engine around the farm these days is evident from the fact that it is used for threshing, silo filling, corn husking, wood sawing, pumping, etc., etc., and at no time during the year is it idle.

You can see the great need for a reliable system of ignition—a "Master" system.

The Master Hot Sparker Multiple solves the problem —now is the time to get in touch with the Master line.

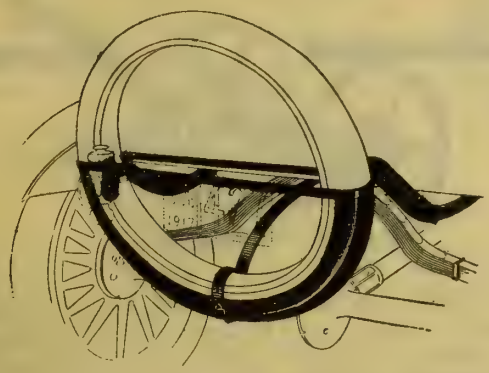
Write to-day.

Canadian Carbon Co.
96 King Street West
TORONTO, CANADA

If interested, tear out this page and keep with letters to be answered.

The "NIAGARA"

Rear Tire Carrier for FORD Cars



Quickly Attached, without drilling any holes.
Three Arm Support ensures rigidity.
No Chafing of Tires in Pressed Steel Basket.
Carries Demountable rim or plain tire.
Lock Furnished for safety.
Brilliant Finish in Baked Black Enamel.
Ample Clearance over the roughest roads.
Stocked by Jobbers—but insist on ours.

MANUFACTURED BY

Kinzinger Bruce & Co., Ltd.

Niagara Falls Canada

DID YOU SEE THEM AT THE CONVENTION?

Automobile Skates

C.C.M. Bicycles

Russell-Maxim Spark Plugs

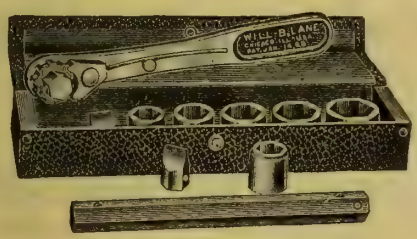
Batteries, Chains

Bicycle Accessories

If not, it will pay you to see the C. C. M. Salesman for your district or write to

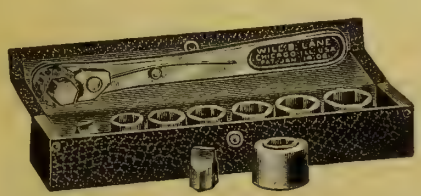
Canada Cycle & Motor
Company Limited

Montreal Toronto WESTON Winnipeg Vancouver



FORD SET

The Ford Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.



STANDARD SET

Standard Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex. nuts, as follows: U.S. Standards from ¼ to ½ in.; A.L.A.M. Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 in. to ⅝ in.

Autoists like that rachet feature

Lane's Unique Rachet Wrench is ideal for close work

The autoist who has once discovered a few of the hard-to-get-at nuts and screws on his car is only too pleased to have some one introduce to him Lane's Unique Ratchet Wrench. He sees at a glance how effective the ratchet feature would be in close quarters where an ordinary tool would be absolutely useless.

Play up this ratchet feature and so arrange auto accessory displays that when motorists get up against the tool problem they will remember Lane's Unique Ratchet Wrench and come to you for a set.

Representatives

BRITISH COLUMBIA:
Millen & Son, Ltd. - - - - Vancouver
Wood-Vallance & Legatt, Ltd. - - Vancouver
Brown, Fraser & Co., Limited - - Vancouver

ALBERTA
Marshall-Wells Alberta Company - Edmonton
Wood-Vallance & Adams - - - Calgary
Merchants Hardware Specialties, Ltd. - Calgary

SASKATCHEWAN:
J. H. Ashdown Hardware Co., Ltd. Saskatoon
W. W. Cooper Co. - - - Swift Current

MANITOBA:
J. H. Ashdown Hardware Co., Ltd. - Winnipeg
Marshall-Wells Hardware Co., Ltd. - Winnipeg
Wood-Vallance & Co., Ltd. - - Winnipeg
Millen & Son, Ltd. - - - - Winnipeg
Merrick-Anderson Co., Ltd. - - Winnipeg
Miller-Morse Hardware Co., Ltd. - Winnipeg

ONTARIO:
Hobbs Hardware Co. - - - - London
D. H. Howden & Co., Ltd. - - - London
London Engine Supplies Co. - - - London
Wood-Vallance & Co. - - - - - Hamilton
Lyons & Marks - - - - - Toronto
Aikenhead Hardware, Limited - - Toronto
Rice Lewis & Son, Ltd. - - - Toronto
Millen & Son, Ltd. - - - - Toronto
A. Chown & Co. - - - - - Kingston
Edwin Chown & Son - - - - Kingston
W. B. Dalton & Sons, Ltd. - - Kingston
Thomas Birkett & Son Co., Ltd. - - Ottawa

QUEBEC:
Caverhill, Learmont & Co. - - - Montreal
Lewis Bros., Montreal - - - - Montreal
Millen & Son, Ltd. - - - - Montreal
Mechanics Supply Co. - - - - Quebec
J. S. Mitchell & Co. - - - - Sherbrooke

Will B. Lane - - Chicago, Ill.

180 North Dearborn Street

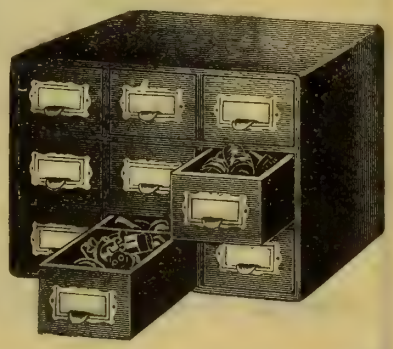
If interested, tear out this page and keep with letters to be answered.

Systematize Your Shop

Keep all the electrical Edi-Swan fittings for lighting equipment of the automobile, plugs, connectors, switches and other little accessories in a place where they will be kept in a neat array and easy access.
Garages, dealers and repair shops need the

Presto CABINET

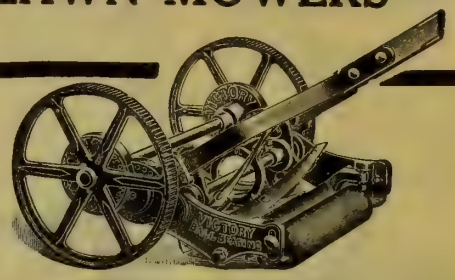
to keep their electrical Edi-Swan fittings for the lighting equipment of automobiles in neat array and easy access. The cabinet is 12″ x 12″ x 9″, mission finished wood and contains nine drawers, each with a division, giving eighteen spaces in which to keep connectors, plugs, switches and other small accessories. Price in U. S. A. $4.50. Price in Canada $6.50. This is one of the 100 useful and necessary Presto accessories. Write today for our complete catalog.



Metal Specialties Mfg. Co.
338-352 N. Kedzie Ave.
Chicago, Ill.

TOWNSEND'S

LAWN MOWERS



BUILT LIKE A WATCH

TOWNSEND MOWERS are superior in every feature of design and construction. In strength, durability and high character of work they do, they have no rivals.

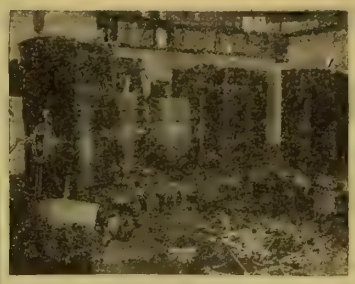
No Noise but the Swish of the Blades

All Blades are of crucible steel, oil tempered. **Ball Bearings** originally adapted to lawn mowers by Mr. Townsend, insure easy, quiet operation. **Triple Compound Gears** permit of maximum strength with minimum weight. They are entirely enclosed and prevent dirt or grass clogging the pinions. Handsomely finished in colors and gold.

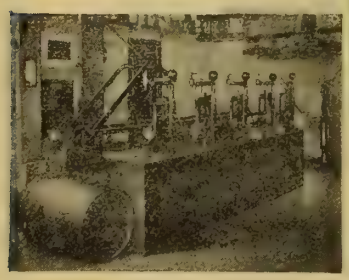
We manufacture a full line of mowers for use on Golf Courses. Send for complete illustrated catalogue and trade terms.

S. P. TOWNSEND & CO.
ORANGE NEW JERSEY

Study the Pictures



Loss—Danger—Inconvenience Without the BOWSER.



Profit—Safety—Convenience With the BOWSER.

No question about which is preferable

The two illustrations above are from actual photographs and vividly picture the advantages of a Bowser equipped oil room.

You can install this modern equipment and handle your paint oils with profit—safety—and convenience, and know that in the Bowser you get the best that money, expert workmanship and the experience of 32 years can produce.

Interesting literature will be sent on request. No obligation.

S. F. BOWSER & CO.
Incorporated
TORONTO, ONT.
Sales Offices In All Centres Representatives Everywhere

BOWSER ESTABLISHED 1885
Paint Oil Storage Sysetms

Wanted Immediately Advertising Manager

A MANAGER is wanted by HARDWARE AND METAL to work in Montreal. Successful applicant will be paid a good salary, and will have a very fine opportunity to improve his position.

The successful man will be one who has a good knowledge of advertising theory and practice, and will have salesmanship ability in goodly measure. He ought to be able to devise advertising campaigns for HARDWARE AND METAL for advertisers called on. We do not believe in calling on and taking up time of advertising prospects unless we have definite and constructive suggestions to assist them in their sales problems. For this reason our salesmen are always welcome. If he can make good copy suggestions and put up good ideas, so much the better.

The position is an important one. The field to be covered is rich with good prospects. The classes of firms who can use HARDWARE AND METAL are experiencing prosperous times.

Give full particulars in first letter so as to cut down time-consuming correspondence. State past experience and connections; age; married or single; salary previously earned, and other information which an employer desires to know.

Send Applications to The Manager of

Hardware & Metal
143-153 University Avenue - Toronto

If interested, tear out this page and keep with letters to be answered.

Keep Shotguns Busy

How many shotguns are there in your city? Suppose we say a hundred. Now if 50 were used at the trapshooting club each week, 1,250 shells and targets would be sold.



It is the idle gun that keeps your stock of shells on the shelf. The Du Pont Company

By Boosting the Trapshooting Game

creates a steady demand for loaded shells, targets, trap equipment, sporting goods and many other articles. By vigorous and continuous advertising; employment of salesmen thoroughly familiar with the trapshooting game and its promotion; conducting a shooting school at Atlantic City; introducing novel and instructive features in local, state and national events, and being the leaders in every beneficial project to popularize trapshooting, we are carrying on a vigorous campaign to "put across" the patriotic sport of trapshooting.

Where There's a Gun Club

we want to put more "pep" into its membership—get more guns working. If there is no club organized—write us. Let's get busy—mark X before "Trapshooting" and "Gun Clubs," and mail the coupon to-day to Advertising Division.

E. I. du Pont de Nemours & Co.

Wilmington
Delaware

NOTE: When in Atlantic City, visit Du Pont Products Store, Boardwalk and Penn Avenue.

THE DU PONT AMERICAN INDUSTRIES ARE:

E. I. du Pont de Nemours & Co., Wilmington, Del., Explosives.
Du Pont Chemical Works, New York, Pyroxylin and Coal Tar Chemicals.
Du Pont Fabrikoid Co., Wilmington, Del., Leather Substitutes.
The Arlington Works, 725 Broadway, New York, Ivory Py-ra-lin and Cleanable Collars.
Harrison Works, Philadelphia, Pa., Paints, Pigments, Acids and Chemicals.
Du Pont Dye Works, Wilmington, Del., Dyes and Dye Bases.

Mail this Coupon

Marking X before subject of interest and send address to Adv. Div., Du Pont Co., Wilmington, Delaware.

Trapshooting	Flowkote Enamel
Gun Clubs	Auto Enamel
Trapshooting Leagues	Rayntite Top Mat'l.
Craftsman Fabrikoid	
Game Bird Bklt.	Fairfield Cloth
Sporting Powders	Anesthesia Ether
Pyroxylin Solutions	Leather Solutions
Metal Lacquers	
Antoxide Iron Paint	Refined Fusel Oil
Commercial Acids	
Py-ra-lin Sheeting	Alums
Py-ra-lin Goods	Saltpetre
Challenge Collars	Wood Pulp
Harrisons Paints	Tar Distillates
Vitrolac Varnish	Dyes and Bases

Hardware & Metal—1-26-'18

An accessory line distinguished by trade protection and user satisfaction

MORE than ever this year Johns-Manville will depend on the trade for the distribution of accessories, which is the reason why we again emphasize our trade protection policy. We sell only to the recognized jobber. He stocks the retail dealer—and the margin he allows even on very small orders is liberal. This means quick turnovers, frequent re-orders and more profit for all concerned.

Because Johns-Manville accessories are of a satisfying quality—consistently advertised— they are easy to sell to the ultimate consumer. To prove this it is only necessary to point to Johns-Manville Non-Burn Brake Lining, the Johns-Manville Fire Extinguisher and the Johns-Manville Speedometer. Each excels in its own field through perfection of design and dependable quality. And this year we will again advertise these advantages consistently. Ask your jobber or our nearest dealer for complete information.

JOHNS-MANVILLE SERVICE COVERS THE CONTINENT

THE CANADIAN H. W. JOHNS-MANVILLE CO., LIMITED

Montreal Toronto Vancouver Winnipeg
London Hamilton Ottawa

Johns-Manville

If interested, tear out this page and keep with letters to be answered.

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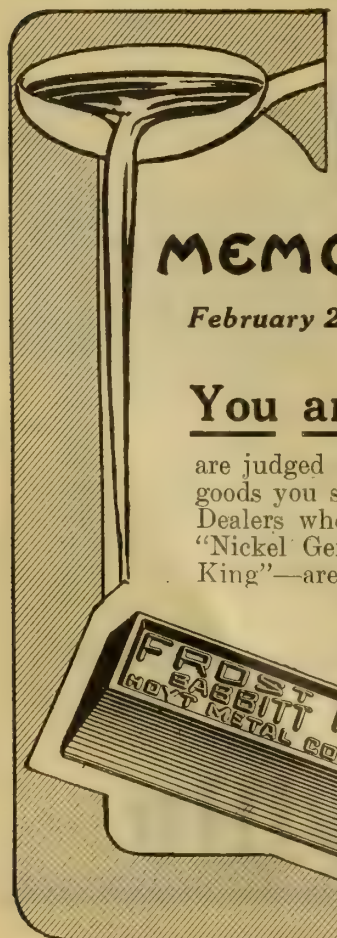
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HOYT METALS

MEMO

February 23rd

for your Babbitt Metal file

You and Your Store

are judged by performance—by what the goods you sell can do for your customer. Dealers who sell Hoyt Babbitt Metals—"Nickel Genuine," "Trojan" and "Frost King"—are always regarded as mighty good merchandisers—men who know how to buy and what to buy.

Hoyt Babbitts do such exceptional work under severe conditions that it's no wonder they make friends both for us and for the dealers who sell them.

If they're not working up friendships for you better get into touch with us. As a starter, write for our price list.

HOYT METAL CO., Toronto

NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.

Wanted

SIUTATIONS VACANT

WANTED—TINSMITH FOR COUNTRY SHOP —must be competent, reliable, exempt from military service. Good salary paid to right man. Apply Drawer A, Rocanville, Sask.

WANTED—A SOBER, ENERGETIC HARDware salesman for retail store. A man who can fill this position can draw a manager's salary and assume management as soon as he proves good. Apply Frank McLagan, Prelate, Sask.

WANTED — THOROUGHLY COMPETENT foreman for tinshop in Maritime Provinces. Man with some knowledge of cornice work preferred. No boozer need apply. Apply A. B. C., care of Hardware and Metal. Toronto.

SALESMEN TO SELL TO HARDWARE AND electrical dealers, side line specialty. A. M. Towe, Canadian Agent, Pioneer Corporation, Imperial Bank Building, London, Ont.

MAN FOR WHOLESALE CONCERN — EXperienced in handling orders, correspondence and knowledge of automobile accessories. Must have capacity to handle details thoroughly. State age and full details, including salary expected. Application will be treated confidentially. Box 800, Hardware and Metal.

WANTED — A COMPETENT HARDWARE clerk and salesman of not less than three years' experience. Must come well recommended, and be exempt from draft. Apply, stating salary required, Box 790, Hardware and Metal.

WANTED — EXPERIENCED HARDWARE travelling salesman to cover Western Ontario. Apply, stating qualifications and salary expected, to Box 739, Hardware and Metal.

WANTED—COMMISSION AGENTS LOCATED in Sherbrooke can handle two or three more specialty lines to sell to hardware and manufacturing trade in Eastern Townships, Province of Quebec. Address P.O. Box 357, Sherbrooke, Que.

WANTED — DISTRIBUTOR FOR HIGHEST grade mechanics' tool chests. Advise lines handled, territory covered, class of dealers reached, and commission wanted. Prefer established manufacturers' representative travelling several men. Union Tool Chest Works, Rochester, N.Y.

FOR SALE

FOR SALE — HARDWARE, FURNITURE, stove and tin business. Good farm trade. R. McClanahan, Belwood, Wellington County.

ELECTRICAL SUPPLIES—TEN M. FT. No. 14 rubber covered S.B. wire @ $12.50; five C. ft. No. 12 rubber covered D.B. wire @ $20.00; one M. ft. No. 8 rubber covered D.B. cable @ $44.00; Three M. No. 5½ split knobs on strings @ $11.50; Five M. 3 x 5/16 tubes @ $5.50; eighty No. 1001 C.D. & C. 30 amp. service boxes @ $1.60; fifty C.G.E. 50 c.p. B.B. key sockets @ 20c; one M. ft. 2/8 Duraduct @ $25.00. A. E. Wrigglesworth, Shelburne, Ont.

POSITION WANTED

YOUNG HARDWARE SALESMAN WITH TEN years' city and country retail experience, and good education and business knowledge, is open for position where energy and industry may pave the way to a position of trust and responsibility. Unfit for military service. Apply Box 358, Hardware and Metal, Toronto.

MARRIED MAN, YOUNG, ENERGETIC, 8 years' "retail" experience shelf and heavy hardware, desires position as salesman or manager in good live town by April 20th. Apply Box 391, Hardware and Metal.

BY A FIRST-CLASS HARDWARE SALESman, having an A1 connection with the best retail hardware merchants in the Province of Ontario; open for engagement 1st of March. Address Box 332, Hardware and Metal.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

Twelve Cents Per Word!

Several weeks ago a firm in Vancouver, B.C., telegraphed a want ad to Hardware and Metal. They wanted a clerk in a hurry and wished to catch the earliest issue.

The cost of a telegram from Vancouver to Toronto is ten cents per word, added to this was our charge of two cents per word.

This firm had faith enough in Hardware and Metal's Want Ad column to pay *twelve cents per word,* for an announcement in this column. This little story speaks for itself. Mail or wire your want ads, we will accept them until Thursday noon for the current issue.

Hardware and Metal Want Ad Dept.

FOR SALE

HARDWARE BUSINESS FOR SALE—IN AN Ontario marine town; $4,000 stock at a discount. Owner wishes to retire. Box 735, Hardware and Metal.

FOR SALE, AT A LIBERAL DISCOUNT—2 National cash registers, cost $210.00 cash; 1 Taylor safe, cost $150.00; 1 oval glass counter show case, cost $30.00; 1 set of tinners' tools, cost $250.00. J. H. Millard, Melfort, Sask.

FOR SALE — HARDWARE BUSINESS IN good Western Ontario city; stock about $8,000. Premises can be leased at reasonable rent. Box 740, Hardware and Metal.

A 649 ACCOUNT McCASKEY REGISTER — good as new; reason for selling, doing cash business. Will sell cheap. R. A. Wells, Dresden, Ont.

FOR SALE—BUILDING AND HARDWARE stock in good live Saskatchewan village. Stock on hand about $6,000. Living rooms above. Good opportunity and terms for right man. Box 726, Hardware and Metal.

FOR SALE — HARDWARE STOCK AND buildings, living rooms over. Machine agency in connection. In Saskatchewan. Stock about $5,000. Good terms to right man; must have some cash. Good reasons for selling. No city property wanted. Apply Box 732, Hardware and Metal.

HARDWARE BUSINESS FOR SALE—IN A Northern Ontario town of 8,000 population. Stock of shelf and heavy hardware, in excellent condition. Stock can be reduced to about $15,000.00. Will sell or lease premises. Owner has been in business over twenty-five years and wants to retire. Box 730, Hardware and Metal, Toronto, Ont.

MISCELLANEOUS

WANTED—TO REPRESENT A GOOD LIVE proposition in Manitoba or Western Canada. Headquarters now in Winnipeg, where a good connection is already established. Fifteen years' experience in general hardware, stoves and paints, and can furnish first-class business and bank references. Apply Box 731, Hardware and Metal.

WANTED—HARDWARE GOODS TO BE SOLD by us to manufacturers, mills, colleges, either as agents or on consignment. Have travellers in Montreal and Province of Quebec. Correspondence solicited, with description of goods, delivery and prices. DesRochers, Limited, 268 Centre Street, Montreal.

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

THE BUYERS' GUIDE

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

Sweat Pads
American Pad & Textile Co., Chatham

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Montreal.

Supply Pipes, Iron and Brass, Bath and Basin
Empire Mfg. Co., London, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Cistern
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Empire Mfg. Co., London and Toronto
National Equipment Co., Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. of Canada, Galt

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.

Tapes, Steel
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wrought Iron Range Co., Toronto

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber Co., Toronto.
McGraw Tire & Rubber Co., East Palestine, O.

Tools
Buck Bros., Millbury, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Toys
Buck Bros., Millbury, Mass.
J. E. Beauchamp & Co., Montreal

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Woodworkers'
National Machinery & Supply Co., Hamilton

Towel Bars
Kinsinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canada Foundries & Forgings, Brockville

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto

Turning Tools
Buck Bros., Milbury, Mass.
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Valves, Standard, Globe, Angle and Check
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
United Brass Founders, Ltd., Manchester, Eng.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
Jenkins Brass Co., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
United Brass Founders, Ltd., Manchester, Eng.

Varnishes
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston, Mass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

Ventillators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal

Washers
C. Kloepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Dowswell, Lees & Co., Hamilton.
Northern Electric Co., Montreal

Waste, Cotton
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Water Supply Systems
Empire Mfg. Co., London, Ont.

Weather Stripping
Swan Mfg. Co., Winnipeg

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto

Weeders, Garden (hand)
J. E. Gilson Mfg. Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Rice, Lewis & Sons, Ltd., Toronto

White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal

Windows, Kalameined
Metallic Roofing Co., Toronto and Winnipeg

Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire
Canadian Tube & Iron Co., Ltd., Montreal
British Aluminum Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound, Ont.
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton

Wrenches and Accessories
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starratt Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Dowswell, Lees & Co., Hamilton.
J. H. Connor & Sons, Ltd., Ottawa
Lewis Bros., Ltd., Montreal

Zinc, Bar
Canada Metal Co., Ltd., Toronto

WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

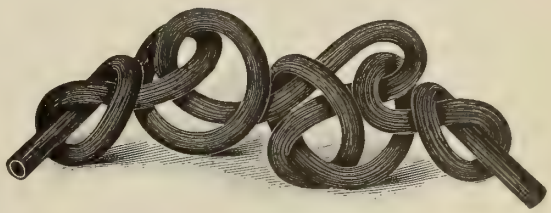
Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO



"Multiped"

The Garden Hose That Doesn't Kink

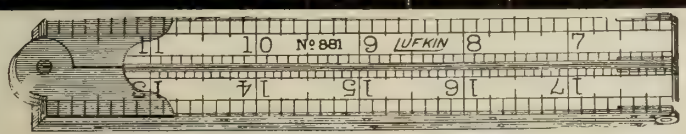


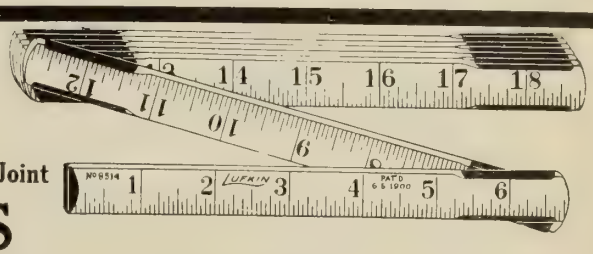
A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver





LUFKIN

Boxwood and Spring Joint

RULES

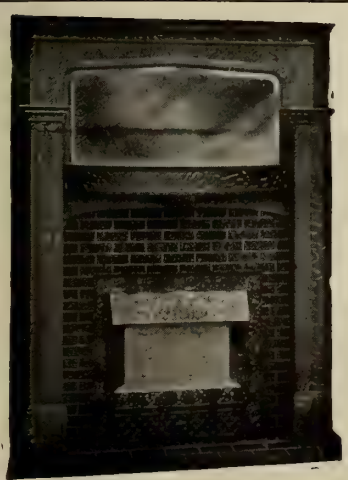
MEASURING TAPES

ALL SOLD UNDER THAT BROAD, DEFINITE GUARANTEE, ABSOLUTE SATISFACTION TO DEALER AND USER.

Complete Lines.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Prompt shipments from stock.



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.



THE Columbus Chain Company with factories at Columbus, Ohio, and Lebanon, Pennsylvania, and the McKinnon Chain Company with factories at Buffalo, New York and St. Catharines, Ontario, have been united under the name of the Columbus McKinnon Chain Company. The new Company have formed a Canadian organization, known as McKinnon Columbus Chain Limited, with general offices at St. Catharines, Ontario.

Besides offering the Trade a full line of Electric Welded Chain, it is the intention in the near future to manufacture Fire Welded Chain at St. Catharines, under supervision of experienced men from the Columbus plant. The new Company will therefore be in a position to offer the well known Chain of the Columbus Company—but manufactured in Canada. Until the Canadian plant is in operation our orders for Fire Welded Chain will be imported from Columbus, Ohio.

We wish to take this opportunity to thank the Trade for the support they have already given us, and we will endeavor to merit the continued patronage extended to both Companies in the past.

McKinnon Columbus Chain, Limited

St. Catharines, Ontario

HARDWARE AND METAL

Vol. XXX No. 9 | PUBLISHED EVERY SATURDAY SINCE 1888 | March 2 1918

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

WIRE CLOTH



RUSTLESS FLY SCREEN

Send for samples

Necessaries for the Spring Trade

Fly-Screen Cloth, Sand-Screen Cloth, Re-Galvanized Cloth, Tie-Out Chains, Dog Chains, Poultry Netting, Wire Rope, Perforated Metals.

WIRE ROPE

WIRE WORK

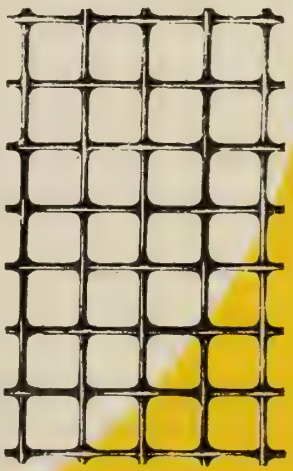
WIRE CHAINS

Greening Quality Makes Satisfaction Double-Sure

It makes good repeat-order business, and every turnover leaves you a splendid profit.

The B. Greening Wire Co., Limited

HAMILTON, ONT.



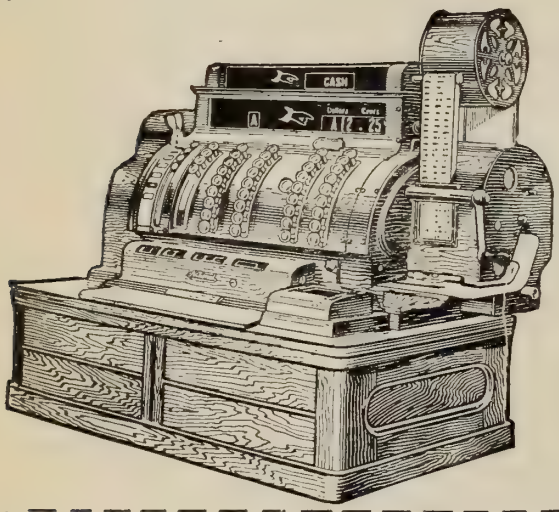


Circulation of Hardware and Metal has been audited by the Audit Bureau of Circulations.

A Machine That *Saves Time*

No merchant should do the work a machine can do for him

A National Cash Register does 15 important things in 3 seconds. It would take many minutes to do them by hand—yet no merchant can afford to be without the protection and information they give. A National Cash Register—



- Prevents disputes and stops losses.
- Prevents carelessness and forgetfulness.
- Increases the merchant's trade and profits.
- Makes better clerks by showing what each does.
- Saves clerk hire by speeding up sales.
- Protects you against the mistakes of new clerks.
- Lowers cost by increasing take-with sales.
- Gives quick service, and prevents overtime work.
- More than pays for itself out of the money it saves.

A demonstration of the register best suited to work your business will prove these statements. Let our salesman show it to you. This will place you under no obligation.

The National Cash Register Co. of Canada Limited, Toronto.

I would like to know how a National Cash Register enforces system in business, how it prevents carelessness, how it stops mistakes, how it would save me money. I understand that this places me under no obligation.

Name .....

Address .....

Business.....No. of Clerks.....

The National Cash Register Co. of Canada, Limited

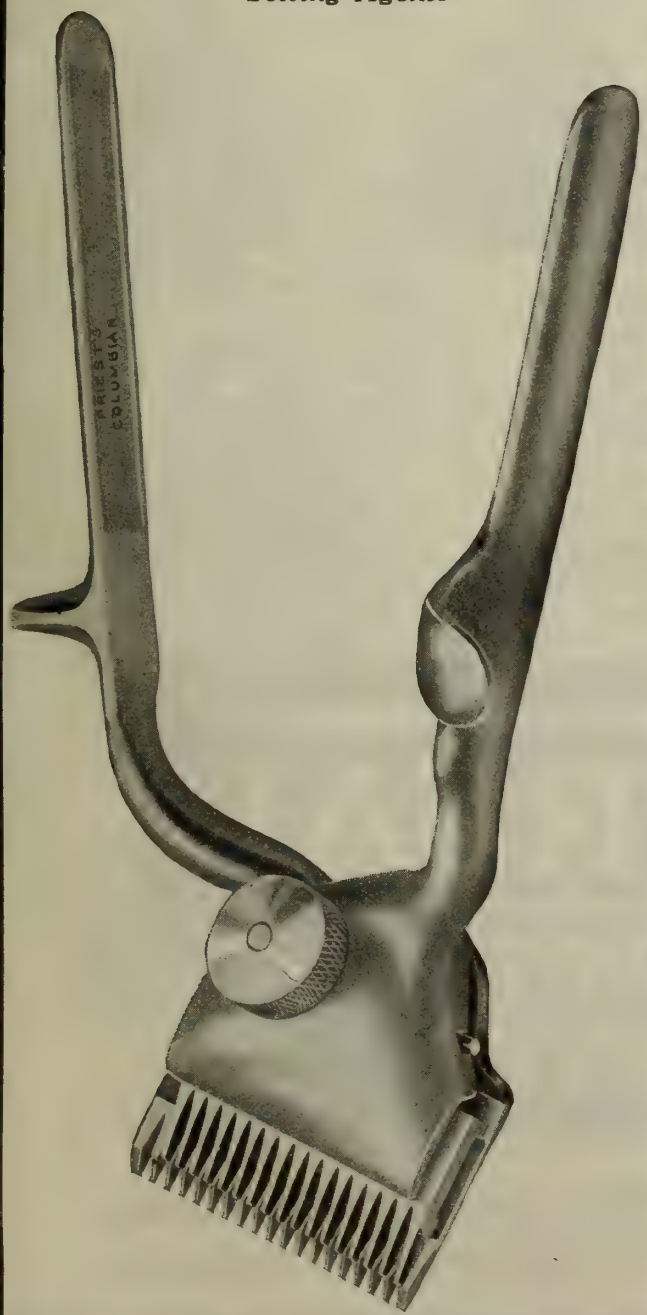
Priest's Toilet Clippers

You will make no mistake in getting acquainted with Priest's Toilet Clippers because you can depend upon them to satisfy your customers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd.
New York City

Selling Agents



"P.&W. Co." SMALL TOOLS

Taps, Dies, Reamers, Milling Cutters, Drills

Highest Grade Materials—Expert Workmen—Quality absolutely guaranteed.

PRATT & WHITNEY CO., OF CANADA, LTD.

Dundas Ontario Canada

Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.

Yale Products **made in Canada**

Padlocks ***Door Closers***

Night Latches ***Builders' Hardware***



The dealer who sells Yale products does two things: he makes certain of profitable sales and customer-satisfaction. There are no weak links in the Yale line.

The name "Yale" helps make the sale

Canadian Yale & Towne Ltd., St. Catharines, Ont.

If interested, tear out this page and keep with letters to be answered.

A Cost Cutter In Making Butter



MAKES
TWO POUNDS
OF
MERGED BUTTER
FROM
ONE POUND OF
BUTTER
AND
ONE PINT OF
MILK

HOW IT IS DONE

Pour one pint of sweet milk into the "Universal" Merger and add one pound of butter shaved in thin slices and one teaspoonful of salt. Place the jar in warm water to soften the butter. Do not melt it. Put jar back in churn frame and churn for two to three minutes until thoroughly mixed. Butter and milk are now ready to put in a cool place to harden.

UNIVERSAL

TURNS EVERY TRYER INTO A BUYER

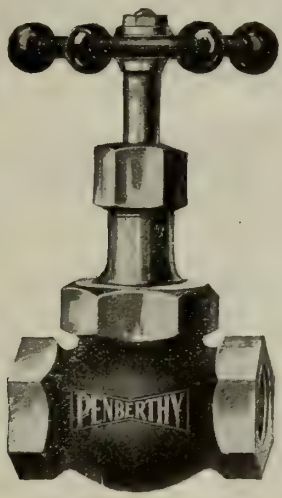
LANDERS, FRARY & CLARK, New Britain, Conn.

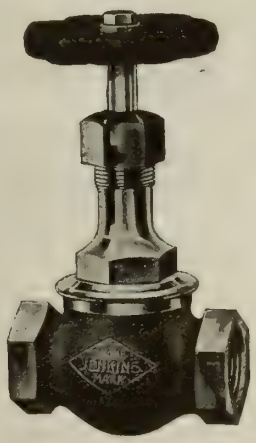
Canadian Representatives: A. McFARLANE & COMPANY, LTD., MONTREAL

If interested, tear out this page and keep with letters to be answered.

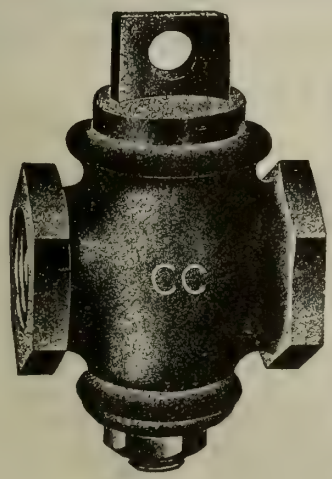
WE are not what is usually known as a Plumbers' and Steamfitters' Supply House, but our stocks of these lines are very large. We carry all staple lines, and we have been told that our prices are lower than houses that sell these lines exclusively.



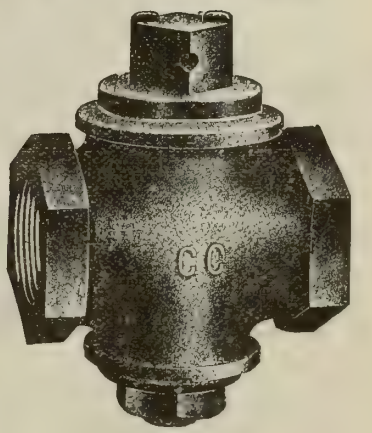


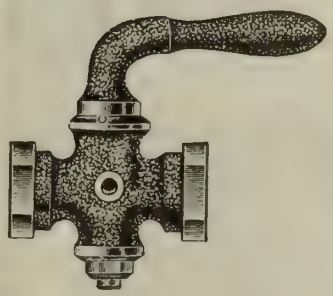


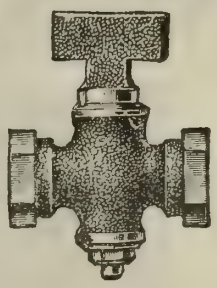




Iron Stop Cocks



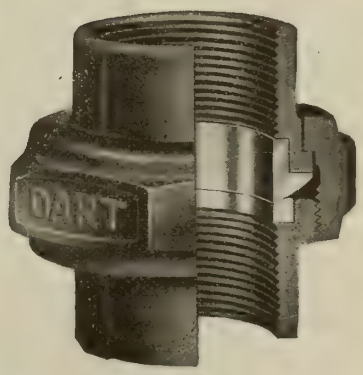






Brass Stop and Waste Cocks

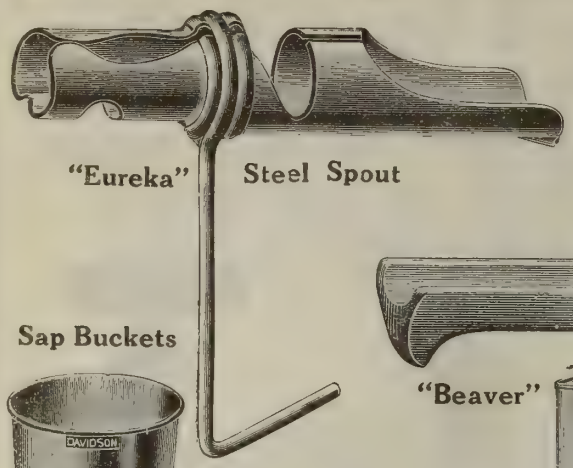
Malleable Iron Pipe Fittings



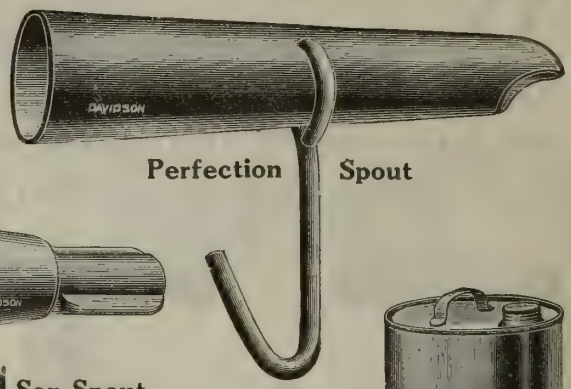
LEWIS BROS., LIMITED, MONTREAL

WHOLESALE DISTRIBUTORS EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

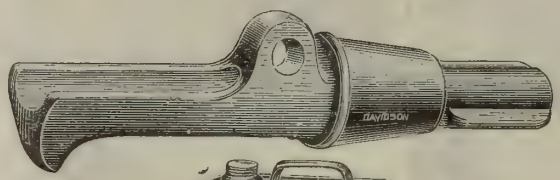
DAVIDSON'S SUGAR MAKERS SUPPLIES



"Eureka" Steel Spout

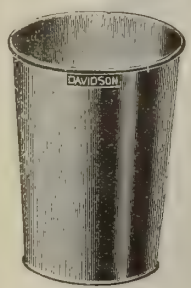


Perfection Spout



"Beaver" Sap Spout

Sap Buckets



Quarts
4, 5, 6, 8, 12

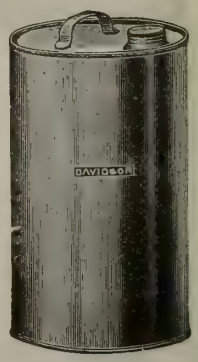
Order Now to be certain of prompt shipment



Square Syrup Gallons Special

Maple Cans
½, 1
8 lbs.

Gallons
¼
½
1



Prices forwarded on application

Round Maple Syrup Cans

The Thos. Davidson Mfg. Co., Limited,

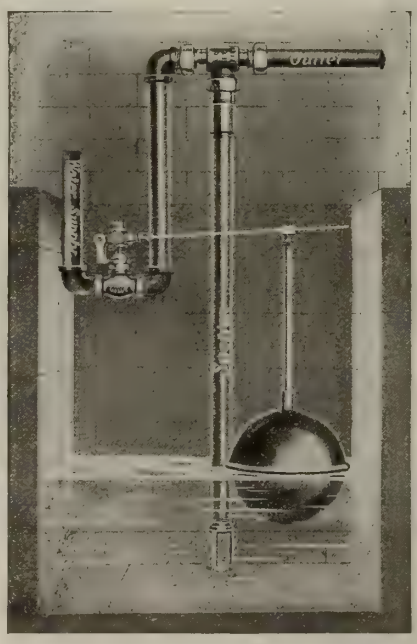
TORONTO
MONTREAL
WINNIPEG

THE "MORRISON"
Automatic Cellar Drainer

For ease of operation and simplicity of construction, this cellar drainer has no equal. It can be installed easily, and takes up very little space. No complicated cams or levers to get out of order, and all working parts are placed above water.

This is a very important feature in cellar drainers, because when such an appliance is submerged, it is liable to get dirt into the moving parts.

No such trouble for you if you instal a "Morrison."



No part of a sanitary system can cause so much damage as can a poorly constructed cellar drainer. The whole contents of a basement is liable to damage.

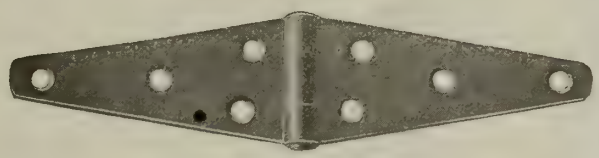
Building foundations are protected and all other assets below the ground floor when a Morrison cellar drainer is installed. We have been established over 50 years, and all our experience stands behind the "Morrison." Let us furnish you with full particulars and prices before you decide to buy your next lot of cellar drainers.

James Morrison Brass Mfg. Co., Ltd.

93-97 ADELAIDE STREET WEST, TORONTO

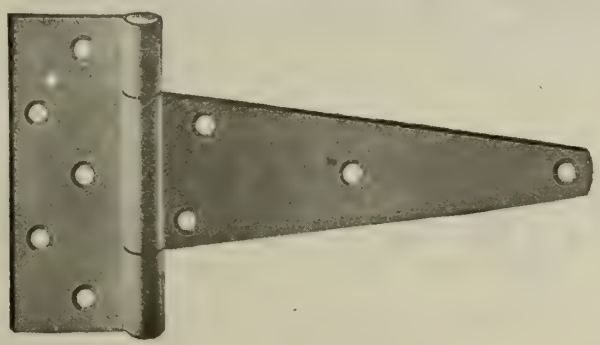
If interested, tear out this page and keep with letters to be answered.

You'll find "National" Hinges easier to sell



Place a "National" Strap or "T" Hinge alongside one of any other make and you'll quickly recognize the added selling value of the "National." The same evidence of care and attention to detail that has earned "National" Hardware the preference with competent builders everywhere is seen in these goods. They are well-balanced, easy working, nicely finished, and the screwholes are sharply cut and well counter-sunk.

The superiority of "National" Hinges is so apparent as to materially assist in the selling.

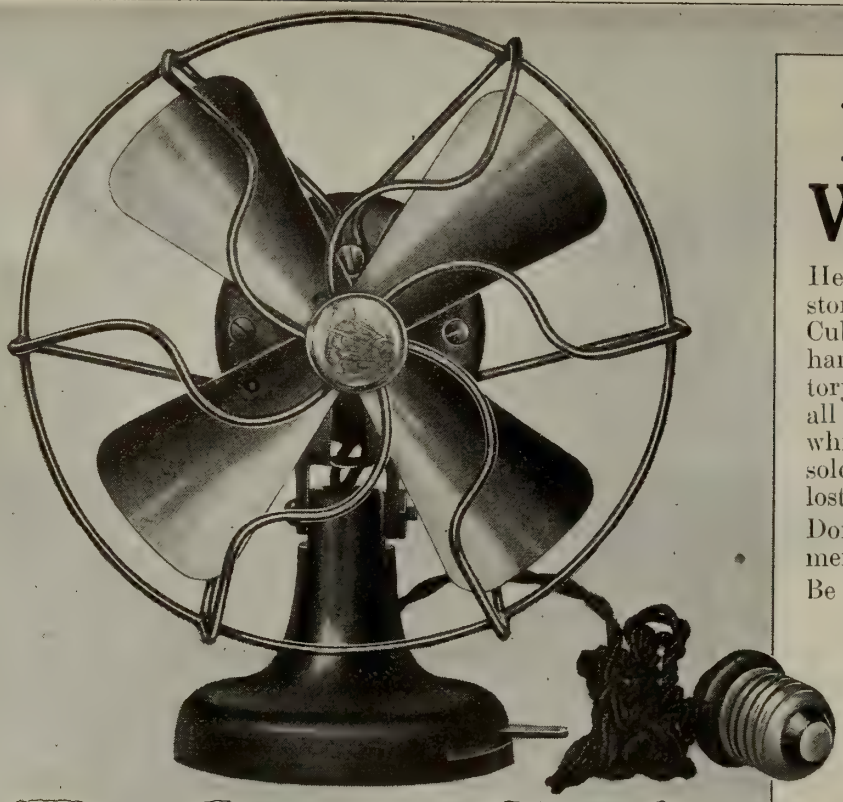


"National" Wrought Strap and "T" Hinges are made in four styles:—Plain Steel, Japanned, Sherardized and Sherardized with Brass Pin. Strap Hinges pack approximately from 10 dozen pair per barrel in the 14-inch size to 250 doz. pair in the 3-inch size. "T" Hinges pack approximately from 7 dozen pair per barrel in the 14-inch size to 200 dozen pair in the 3-inch size. Also packed, if desired, one pair in a box, with screws.

If you had a "National" Catalog you could find a number of good reasons why you should stock "National" goods.

NATIONAL MANUFACTURING CO., Sterling, Illinois

If interested, tear out this page and keep with letters to be answered.



Polar Cub Electric Fan

REG. U.S. PAT. OFF.

Polar Cub Warns You!

He remembers how, last summer, stores everywhere sold every Polar Cub Electric Fan they had on hand—and were wiring the factory for more. But they couldn't all get them—'twas too late. So while hundreds of thousands were sold, thousands of more sales were lost.

Don't lose those profits this summer.

Be prepared for the hot-weather demand. Be prepared to cash in on the big sales-making 1918 Polar Cub advertising campaign. Place your order early. Guard against last-minute delays.

1918 Features:

Motor—Beautifully nickel-plated.
Blades—Black Japan.
Mica filled Commutator.
Two speeds and stop.
Die-cast frame.
Bearings are integral part of die-casting.
Cannot get out of alignment.
Fan adjustable to any angle.
Equipped with 8-ft. cord and plug.
Many other refinements.

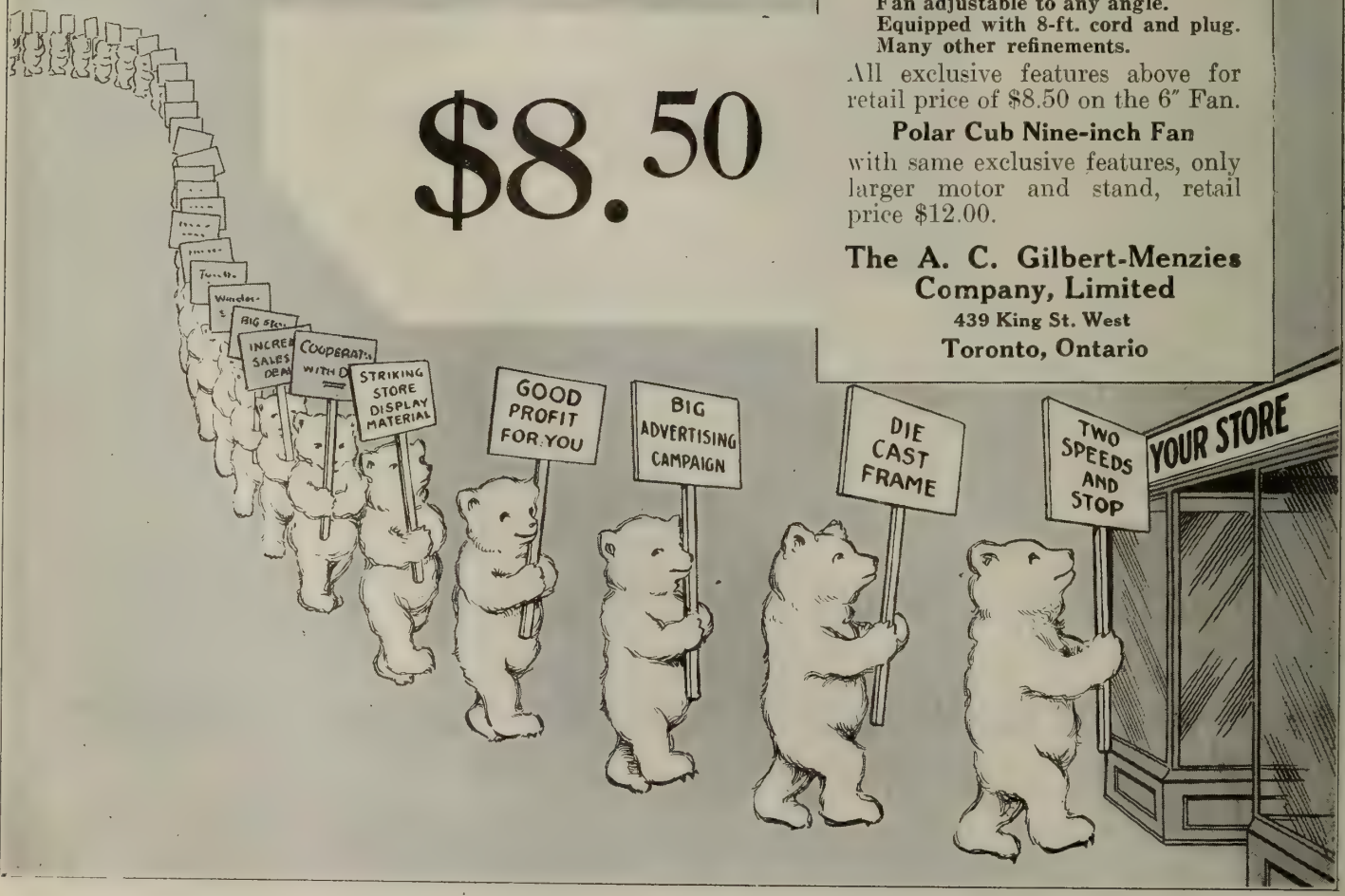
All exclusive features above for retail price of $8.50 on the 6" Fan.

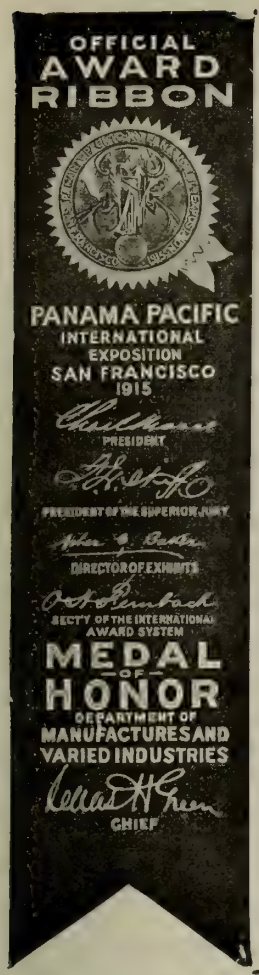
Polar Cub Nine-inch Fan

with same exclusive features, only larger motor and stand, retail price $12.00.

The A. C. Gilbert-Menzies Company, Limited
439 King St. West
Toronto, Ontario

$8.50





TRIMO TOOLS



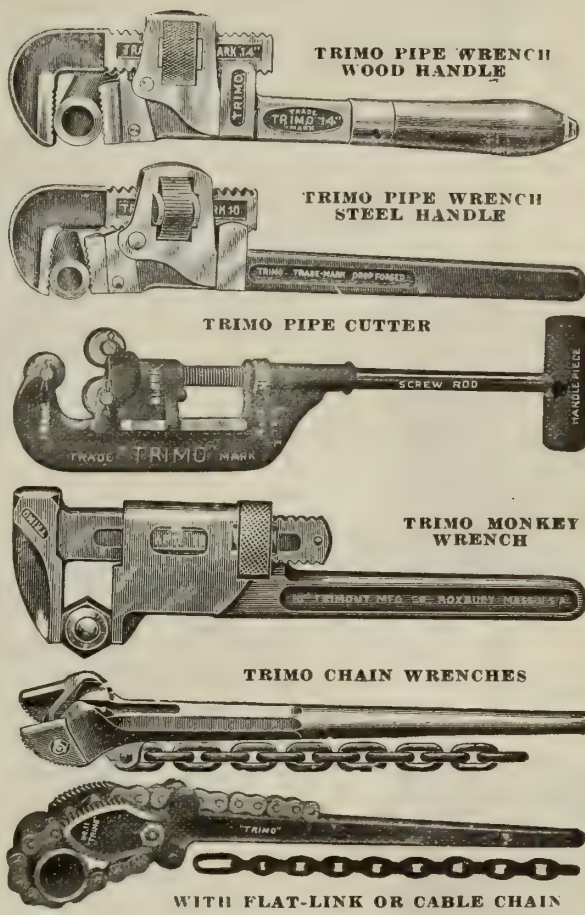
Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



Stockdale Lectures for You!

These lectures throb with vitality, solving many problems which confront all lines of business.

Under the following captions one of America's foremost Retail Merchandising Experts gave in a clear, lucid style the why and wherefores of the success and failures in retail stores:

"Many Businesses Wrecked by Details"
"How to Make Figure Facts Earn Profits"
"How to Measure the Value of Turnover"
"How to Get the Information the Customer Wants"

We had these four lectures printed in pamphlet form for distribution among the trade.

Send for your copy TO-DAY. The supply is limited.

The MacLean Publishing Co., Limited

153 UNIVERSITY AVENUE, TORONTO

Order Yours Now Be Prepared



Each of the three Freezers, LIGHTNING, GEM or BLIZZARD, has served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.



They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.



The Blizzard, being simpler in construction and cheaper in price, makes it a good running mate with either the Lightning or Gem. They sell themselves and stay sold! No comebacks or complaints.

This means easy, net profits for you. Your jobber will supply you.

Include the Lightning Ice Chipper. It helps the sale of Freezers.

North Bros. Mfg. Co.

PHILADELPHIA, PA.

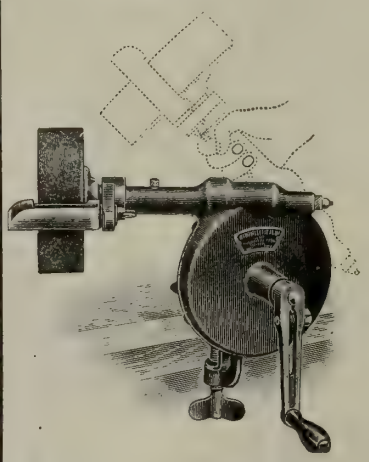


American Self-Oiling Grinders

Manufactured by

American Grinder Mfg. Co.

MILWAUKEE, WIS.



Will find a ready sale in Canadian hardware stores. Anyone who has tools to sharpen will readily recognize the superior features of these grinders. Let us recommend your displaying them in your windows and stores.

Leading jobbers catalogue and sell them.

Agents for Canada

Merchants Hardware Specialties Co., Calgary, Alta.; D. Philip, 138 Portage Ave. East, Winnipeg, Man.; John H. Graham & Co., 113 Chambers Street, New York City.

MENDETS

A PATENT PATCH

are needed in every home

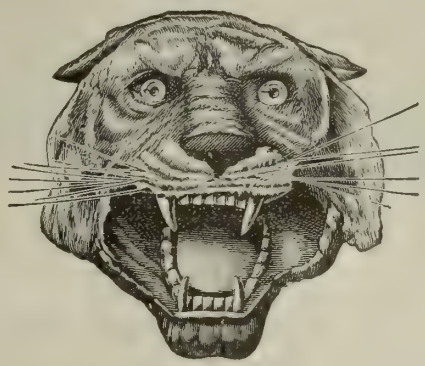
"Mendets," the patent patch that makes a permanent job every time, will be welcomed in every house in your district. "Mendets" will mend a thousand and one household articles without use of heat, solder or rivets, and wherever they've been used they are declared indispensable.

The following wholesale hardware merchants sell Mendets: Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P. E. I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, Nova Scotia; Caverhill, Learmont & Co., Montreal; A. Chown & Co., Kingston; The Gray-Harvey Co., Limited, Ottawa, Ont.; H. S. Howland Sons & Co., Limited, Toronto; Mills Hardware Co., Limited, Hamilton; Caverhill, Learmont & Co., Montreal; Revillon Wholesale, Ltd., Edmonton, Alta.

Collette Mfg. Company

Collingwood, Ont., Canada

If interested, tear out this page and keep with letters to be answered.



TIGER BRAND
PURE WHITE LEAD

Painters, this Spring, will order more Tiger Brand White Lead than ever before.

Every season has marked an increase in Tiger Brand's sale since it was first made, over 40 years ago.

THE

STEEL COMPANY

OF

CANADA

LIMITED

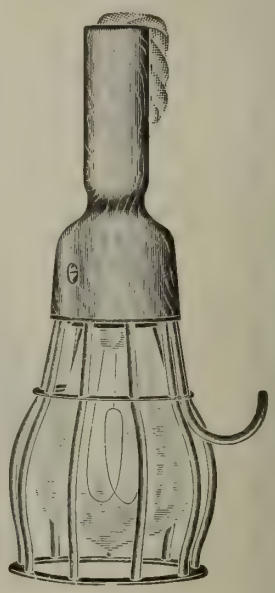
HAMILTON - - MONTREAL

If interested, tear out this page and keep with letters to be answered.



The Arrow Bell Transformer
—always on the job

The Arrow Bell Transformer does away with dry cells and their attendant troubles. It does not burn out, dry up or get out of order. Gets its current direct from the lighting circuit and once installed needs no further attention. Rings big and little bells, operates annunciators, electric heat regulators and door openers. The lightest and neatest transformer on the market.



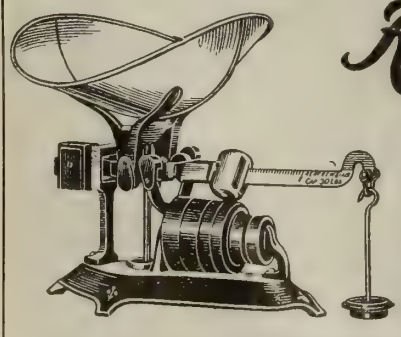
Better than Striking Matches

Bull Dog Portable Lamp Guards, besides protecting lamps from theft and breakage, eliminate fire danger. Furnished with either key or keyless socket. Adapted to any size cord and to 60-watt lamps.

FACTORY PRODUCTS, LIMITED
220 King St. W, TORONTO

The Dispute Settler

Here is a scale that captures confidence the minute you show it. And confidence "sells goods." In a dispute over correct weights, for instance, the owner of a Renfrew can defend its accuracy against any other scale, no matter how elaborate. The Government Inspector's Certificate, accompanying every Renfrew, is indisputable evidence of accuracy in every weight from ½ oz. to 30 lbs. That is one reason why the Renfrew sells like everything, these days. The housewife is ferreting out every leak due to honest mistakes in weighing. Get the



Renfrew

HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs. Government certificate with every Renfrew. Finished in black or all nickel plate styles. Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

Eastern Branch, Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 206 Scott Block, Winnipeg, Man.; Foundry Products, Ltd., Calgary, Alta.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.

Wrought and Steel Plate WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

MILWAUKEE, WIS.

CANADA FOUNDRIES & FORGINGS LIMITED

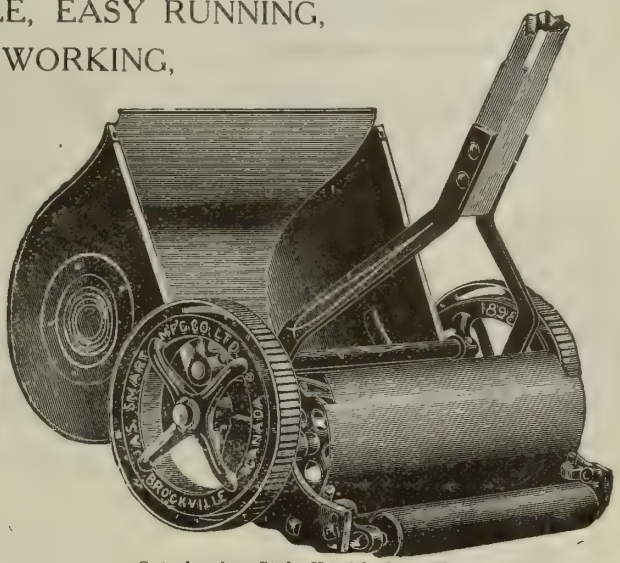
PRODUCERS AND DISTRIBUTORS

"BROCKVILLE" LAWN MOWERS

ARE LIGHT, DURABLE, EASY RUNNING,
PERFECT WORKING,



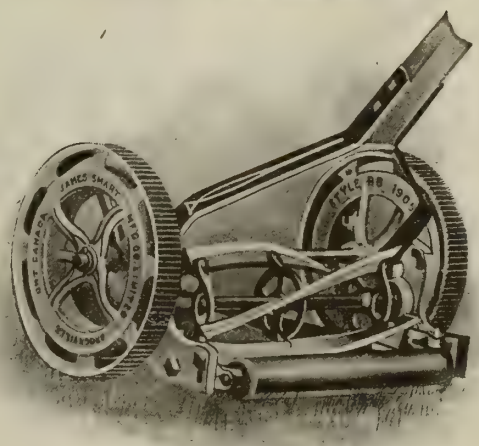
Style K. Three or Four Blades



Cut showing Style K with Grass Box



Style C 10½ in. Driving Wheels



Style BB With Ball Bearings

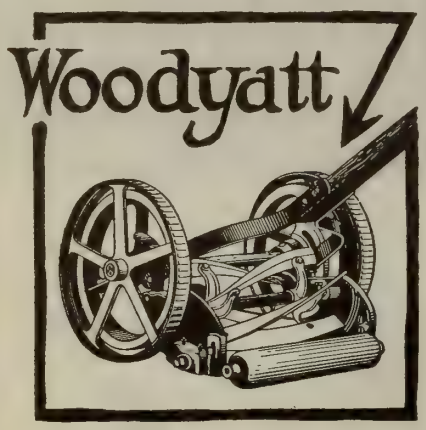
Steel Spindles, Malleable Centres, Hardwood Handles and Rollers.
Thoroughly made in every particular of best materials and every machine guaranteed.
Handsomely finished, being painted in attractive colors.
They are the best money can buy.

Produced at THE JAMES SMART PLANT

BROCKVILLE, ONT. - WINNIPEG, MAN.

If interested, tear out this page and keep with letters to be answered.

RELIABLE LAWN MOWERS



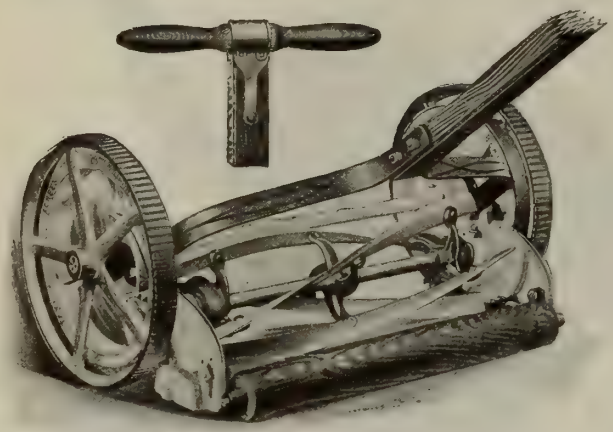
HIGH WHEEL, open cylinder, fitted with 10½" wheels; tool steel knives, oil tempered; extra long adjustable bearings. Best value for the money that we know of.

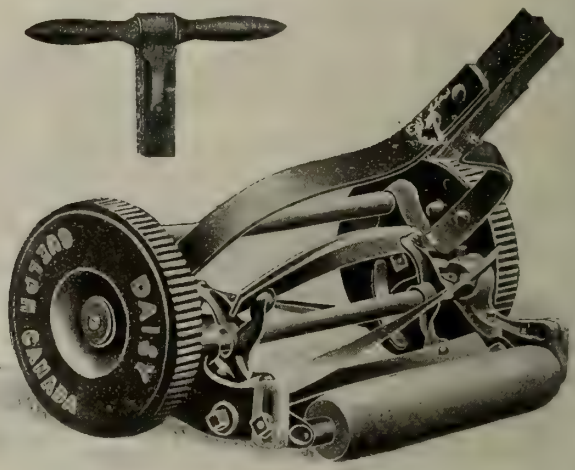
Sizes 12, 14, 16, 18 and 20 inch cut.

THE EMPRESS BALL-BEARING

Fitted with special tool steel knives, oil tempered; case hardened ball bearings and balls; 10½" drive wheels.

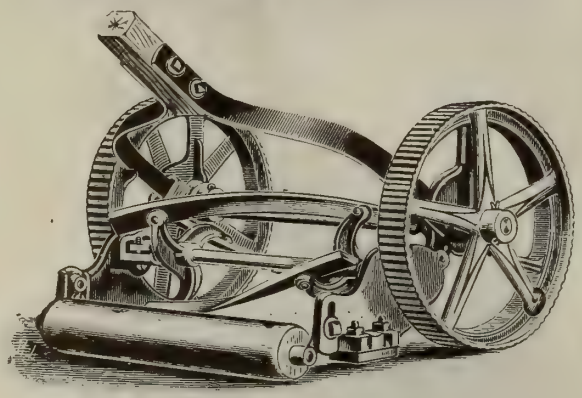
Sizes 12, 14, 16, 18 and 20 inch cut.





THE DAISY

Fitted with 7-inch Wheels. Cast Steel Knives. Sizes 12, 14 and 16 inch.



THE STAR

Fitted with 9-inch Wheels.
Cast Steel Knives.
Sizes 12, 14 and 16 inch.



Used in public parks, large estates, cemeteries, etc.
Sizes 15, 17, 19 and 21 inch.

Order Through

Caverhill, Learmont & Co.
MONTREAL

If interested, tear out this page and keep with letters to be answered.

"Quality METALLIC First"

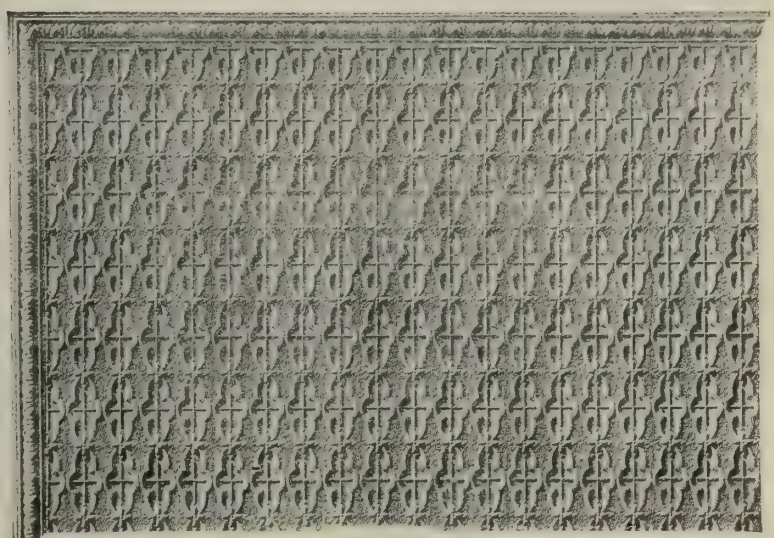
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

Beautiful, yes, but accurate too

All "Metallic" plates and cornices are deeply stamped on steel dies with machine-cut beads and we re-square them *after stamping* so they'll be sure to lay quickly and easily.

It's a pleasure to *put* them up. It's a pleasure to *have* them up. Let us send *you* our latest catalogue and service-information to-day

Stock carried by
GEO. W. REED & CO., LTD.
37 St. Antoine Street, MONTREAL

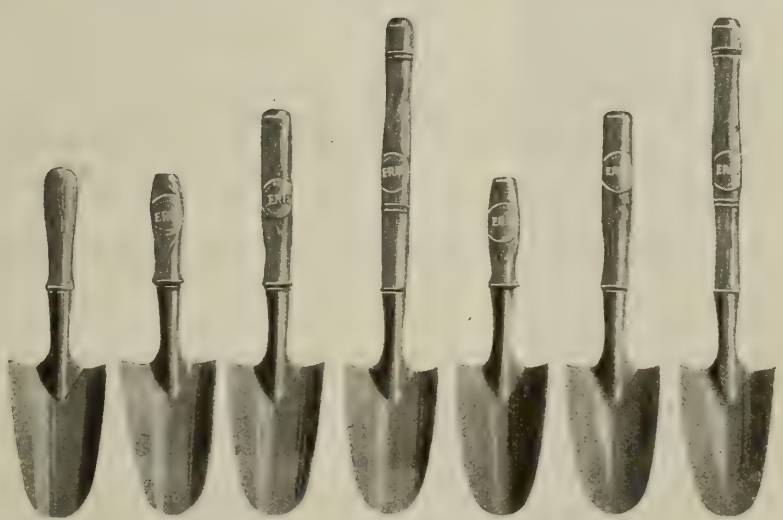


Design Registered 1912

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

Are You Ready for These New Gardeners?



For all the new gardeners who will be working this spring be prepared with a line of tools that embodies new ideas and is up-to-date in every way.

Here is a line of nicely-finished, well-made tools that includes everything used by the best professional gardeners in Trowels, Transplanting Trowels and Forks, both twisted and straight tines. In addition there are Ladies' Spades and Spades suitable for carrying in an automobile. This line is constantly being added to and will be found always up-to-the-minute with new ideas.

We would like to tell you more about this line. May we?

ERIE IRON WORKS, Limited, St. Thomas, Ont.

If interested, tear out this page and keep with letters to be answered.

Built to Sell Easily and Give Satisfaction



Successful merchandising of any product depends on three requirements: Enough talking points to permit easy selling; Real quality to ensure satisfaction to every customer; Enough profit to make selling worth while.

These features are all embodied in Canada Steel Goods Co. Hangers and merchants who stock our line are reaping the benefit of increased sales and profits.

Our assortment is marketed under the trade brands of Canada, National, Hatch, America and Great West, each one of which has its own particular points of advantage over all competitors.

We invite your enquiries and orders.

Canada Steel Goods Company, Limited

HAMILTON, ONT.

ESTABLISHED 1849

WOOD, ALEXANDER & JAMES

Successors to WOOD, VALLANCE & CO.

WHOLESALE HARDWARE MERCHANTS

SHELF AND HEAVY HARDWARE

CONTRACTORS' and MILL SUPPLIES

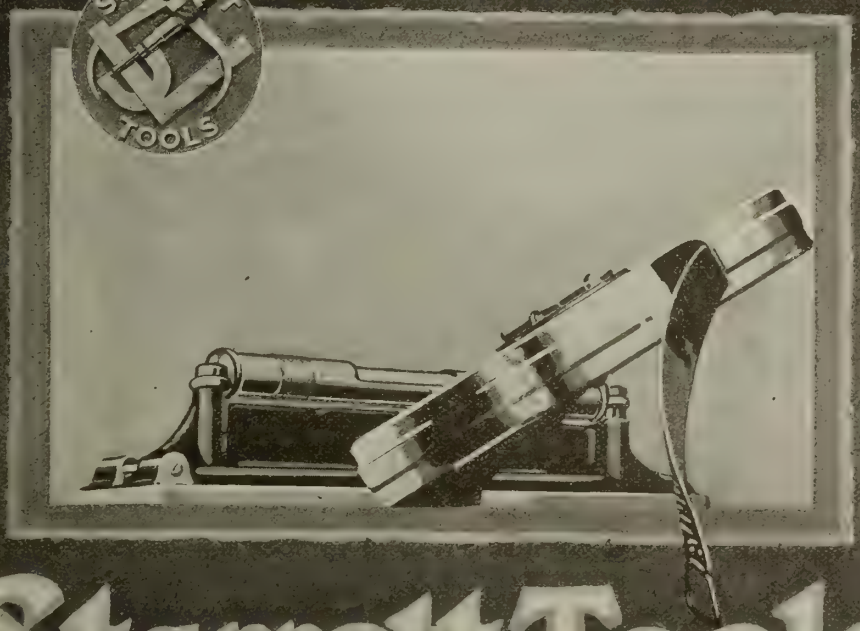
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BUILDING PAPER AND ROOFINGS

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Starrett Tools

ASSURANCE OF ACCURACY

Perfect confidence in the accuracy of a rule, tape or level is vital. Such assurance comes through the name Starrett and the knowledge that every tool bearing that name is warranted.

A wide variety of styles and sizes of tools are described in Catalog No. 21 MA, which is sent free on request.

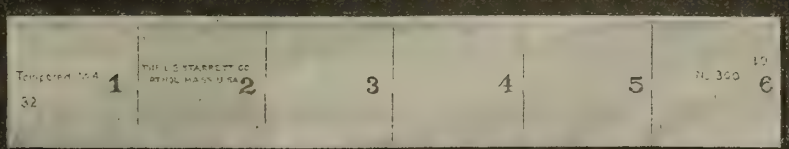
The L. S. Starrett Co.

The World's Greatest Toolmakers

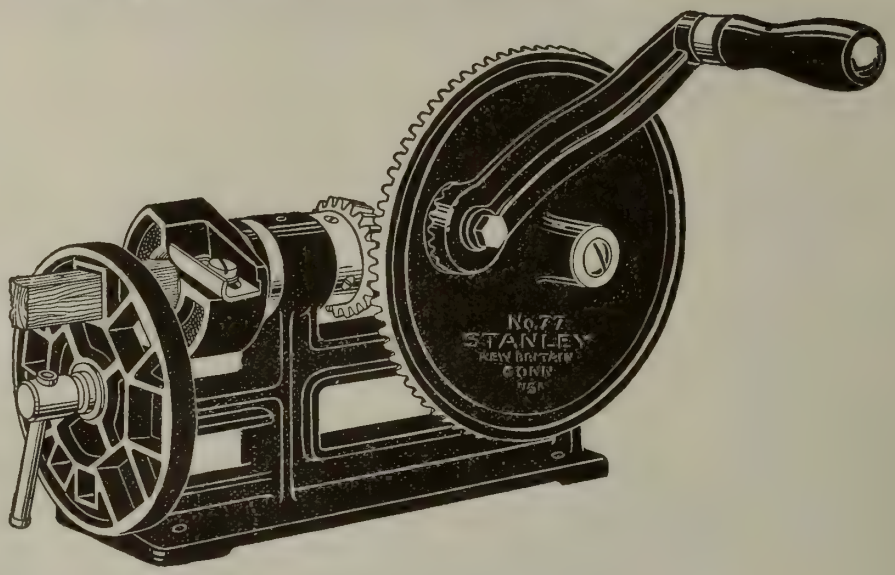
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NEW YORK LONDON CHICAGO

42-763



Stanley Tools



STANLEY
DOWEL AND ROD TURNING MACHINE
NO. 77

A tool that will appeal to Carpenters, Cabinet Makers, Pattern Makers, Furniture Manufacturers and especially to Supervisors and Instructors of Industrial Education, in fact to anyone interested in woodworking.

It will not only cut dowels of varying sizes and lengths to perfect dimensions, but with it one can also form rods of practically any length.

Ready made or stock dowels have a tendency to warp and shrink, making them very unsatisfactory to use where a close fit is desired.

With this machine the workman can cut his dowels when he is ready to use them and furthermore of the same material as the wood being worked.

One cutter head complete for making dowels or rods 3/8 inch in diameter is furnished with each machine.

Additional cutter heads with cutters 1-4, 5-16, 7-16, 1-2, 9-16, 5-8, 11-16 and 3-4 inches can be furnished at slight extra cost.

A workman whose tool equipment includes one of these machines and a Stanley Doweling Jig can make doweled joints with surprising quickness and accuracy. The List Price is $8.50.

A Profitable Tool for you to Carry.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

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Delivery conditions become more uncertain every day. Transportation congestion and embargoes affect not only shipment of raw materials to the manufacturer, but delivery of finished product to dealers.

BE WELL-STOCKED WITH SHARPLES

To Keep Pace with Demand and Avoid Delivery Delays

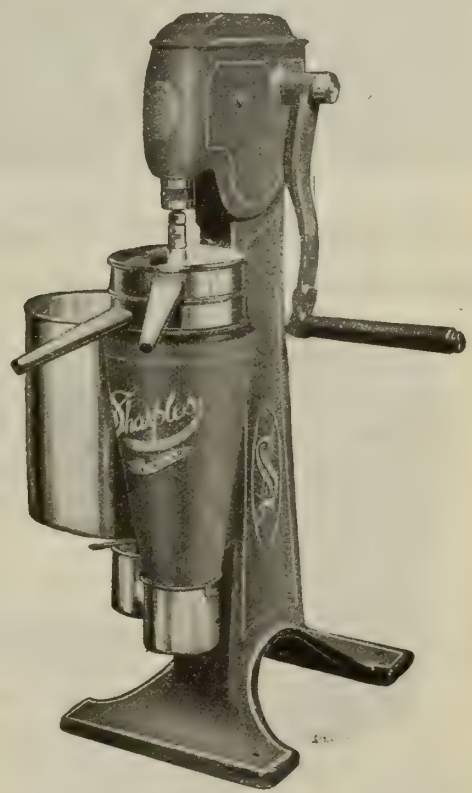
BY BEING well-stocked we do not mean that a dealer should overload. That is not the Sharples policy. On the other hand, every dealer should bear in mind that these are *abnormal times.*

Farmers are being urged from all sides to *"save the fats that will help win the war."* High price of butter-fat makes it doubly worth while to save it all in separating.

As there is only *one* separator—the Sharples—that saves all the cream, *skimming clean at any speed,* the Sharples is the one that farmers will want.

Be on the *safe side* by ordering *early* and ordering *adequately.* A Sharples is always a standard investment for the dealer just as it is for the farmer.

SHARPLES
SUCTION-FEED CREAM SEPARATOR



"The Machine of the Hour"

The Sharples has selling points no other separator can even *claim.*

The Sharples suction-feed principle *alone* is a powerful sales advantage for dealers. It absolutely prevents butter-fat waste, no matter who turns a Sharples, and at what speed it is turned. This can be said of *no* other separator.

And, due to the scarcity and unprecedented demand for raw materials, etc., separator prices cannot possibly be lower than they are at present, for even several years after the war is won.

SHARPLES is the most profitable separator contract. EXTRA BONUSES!

Sharples offers the dealer just what he is looking for—a separator with selling points that *convince;* discounts that mean more *profit* for the dealer; protection for the dealer in selling policy—and as an *extra incentive,* a quantity bonus that brings a tidy sum. Order now and take advantage of Spring dating terms—extending payment until May 1st. Write nearest office *today.*

TORONTO, ONT. **The Sharples Separator Co.** REGINA, SASK.

Sharples Milkers—Used on Half a Million Cows. The Best Milker Proposition for Dealers. Ask us.

THE MITCHELL & McGREGOR HARDWARE CO., Brandon, Man.
Distributors for Manitoba

The One and Only Separator

that skims clean at widely-varying speeds

that delivers cream of unchanging thickness—all speeds

that skims more milk when you turn faster with just one piece in the bowl—no discs, easiest to clean

with knee-low supply tank and a once-a-month oiling system

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When roofs begin to leak this Spring!

When the snow thaws and the heavy spring rains come there'll be leaky roofs all about you. Turn this circumstance to your advantage by having in stock a supply of Reed's Patent Plastic Asphalt Roof Cement. This is the roof cement that for twenty-five years has stood the test of heat, cold, rain, snow and wind and has never failed to stick where laid. It mends all manner of leaks in slate, metal, gravel and prepared roofs, is effective for pointing around Chimneys, Skylights and Dormer Windows, and for repairing coping stones, gutters and wood and stone work. It is the most useful substance a roofer or plumber can have, and it gives a satisfaction that reflects on the Dealer who sells it.

Reed's Patent Plastic Asphalt Roof Cement can be obtained from all jobbers or direct from the makers. It is put up in 1, 5 and 10 lb. tins, in drums of 125 lbs. and in barrels of 500 lbs. A trial order of the smaller tins will soon demonstrate its stability and value

Geo. W. Reed & Co., Limited, *Manufacturers*, Montreal



WAKYTE M'F'G Co. WAKYTE WINNIPEG CANADA



ANNOUNCEMENT TO THE TRADE

Our new "WAKYTE" models are ready for distribution. Photographs and prices are in the hands of all wholesale hardware travellers, who are now booking orders for fall delivery on "WAKYTE" closets, chemical, barrel trucks, etc. We strongly recommend your placing your order without delay.

The quality of "WAKYTE" goods is not equalled at any price. They not only guarantee you a substantial profit, but enable you to give your customer more value for his money than he can get anywhere else. The 1918 "WAKYTE" products show a decided improvement over anything heretofore offered to the trade.

WAKYTE POWDER CHEMICAL:

To eliminate all loss and annoyance due to defective cans, etc., we are now putting our chemical up in powder form as well as liquid. We recommend your ordering "WAKYTE" POWDER CHEMICAL as it costs less money, goes further, and may be shipped under any weather conditions. It is packed in containers having same capacity as one-gallon cans.

"WAKYTE" BARREL TRUCKS:

You can save yourself considerable time and money by equipping your store with "WAKYTE" BARREL TRUCKS. They are inexpensive and will last practically a life-time. Prices and particulars from your jobber, or direct from us.

Our service this year will be better than ever. By placing your order now you are protected against any advance in prices, and are assured of getting the goods at the specified time to take care of your trade.

For the convenience of our customers, complete stocks of "WAKYTE" goods are carried at Winnipeg, Edmonton, Calgary, Saskatoon, and London, Ont.

WAKYTE MFG. CO., Limited, 259-261 Stanley Street, WINNIPEG

If interested, tear out this page and keep with letters to be answered.

Get the Horse Owners' Trade

The farmer is interested, as never before, in keeping his horses in trim for their value and importance have increased to a great degree since the beginning of the war. *Production these days means work* — and horses cannot work right if troubled with sore shoulders.

Give prominence to Ventiplex goods and attract business. Now is the time to make a display. Send your order in and be prepared to supply these goods.

This is Your Opportunity

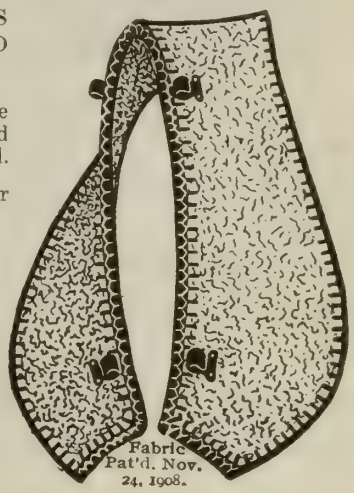
to increase your business with horse owners. "Ventiplex" Goods will bring you the business. This line possesses a distinctive quality that secures the sale.

VENTIPLEX SWEAT-PADS, HOUSINGS AND SADDLE BLANKETS CURE AND PREVENT GALL SORES.

Made of a patented fabric that is very durable and easily washed. Retain their shape and comfort-quality, no matter how often washed.

When using this pad be sure and work your horses.

TRADE-MARK Ventiplex PADS



Burlington Windsor Blanket Co., Limited
793 King St. W., TORONTO

The good old dash churn speeded up



The Reliable Patent Dash Churn has taken the tried and true principle of butter-making embodied in the old-fashioned dash churn and adapted it to present-day requirements. It gives the same perfect results in a fraction of the time. A simple, perfect-working mechanism operates the dash at a greater speed than is possible by hand, making a perfect, uniform stroke every time and relieving the operator of all the labor.

The Reliable gives more butter in less time, with less work, less waste, less dirt; is always clean and sweet, always ready for use, and never gets out of order.

Every farmer you can get in touch with will be interested in the "Reliable," no matter what churn he's now using. Make a determined bid for this business. It is very profitable.

The Reliable Churn Company, of Canada

T. W. FOSTER, Mgr. **141 King St. E.** **TORONTO**

If interested, tear out this page and keep with letters to be answered.

The "Feel" of a Good File

Did you ever watch a really capable mechanic test a file? He has a way of passing a sensitive thumb over its teeth. Instinctively, unfailingly, he thereby determines whether it is fit for use.

This man always chooses "*Famous Five*". He never buys blindly. He can "*feel*" that a "*Famous Five*" is right. He can feel its sharp, keen-cutting teeth, arranged in rows of perfect uniformity. There is no doubt in his mind. He buys "*Famous Five*". He makes sure of satisfaction.

To get this trade and satisfy him specify "*Famous Five*" Files when ordering from your jobbers.



METALS · CHEMICALS · GLASS

B&S·H Established 1790

CHINA WOOD OIL
BARYTES
LITHOPONE
RED LEAD
LITHARGE
ORANGE MINERAL
ZINC OXIDE
BLUE VITRIOL
BORAX
GLYCERINE

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.
Canadian Sales Agents: United States Steel Products Company
Exporters for American Sheet & Tin Plate Company

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

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Four Reasons Why You Should Sell BISSELL'S

Carpet Sweepers *and* Vacuum Sweepers



1 For years Bissell Carpet Sweepers have been the standard. To-day the thought of carpet sweepers to the housewife means BISSELL'S. Other makers acknowledge Bissell's right to dominance.

Bissell Vacuum Sweepers likewise are recognized as the best. **They had to be the best.** For Bissell could not dare to put out a product that did not add to their reputation.

2 Bissell advertising is forceful, consistent and selling. It is the work of experts. Men who have been connected with more advertising successes than any other men in the advertising field.

The publications are chosen with care. Every one of them is aimed to reach a definite class of people. Bissell advertising **sells.**

3 But Bissell does not stop here. It offers its dealers a most comprehensive dealer service.

Window cards, electros, newspaper advertisements, letters, booklets and folders are all made a part of this service. Nothing that will help you sell carpet sweepers and that will point you out as a BISSELL dealer is missing.

4 BISSELL margin of profit is liberal. For just as BISSELL demands a fair profit, so does it offer its dealers a fair one.

And BISSELL means more sales and more profits all down the line. For a BISSELL customer is nine times out of ten a customer for other things. It is a trade builder and profit bringing.

Spring Offer Now in Force

BISSELL CARPET SWEEPER CO., Grand Rapids, Michigan

Oldest and Largest Sweeper Makers *Made in Canada, too*

UNIFORMITY — USED THE WORLD OVER — SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL TENAXAS **TIN-TOUGHENED** **MASCOT** **ATLAS W. E. W. BABBITT**

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED
Large Stocks

THEY MAKE GOOD EVERYWHERE
Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal **Works: Riverside Street, Montreal**

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When in need of

Wrapping Paper

Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.
Hamilton and Winnipeg

NOTICE

SEE US ABOUT

WIRE

We are HEADQUARTERS for

Wire Bale Ties

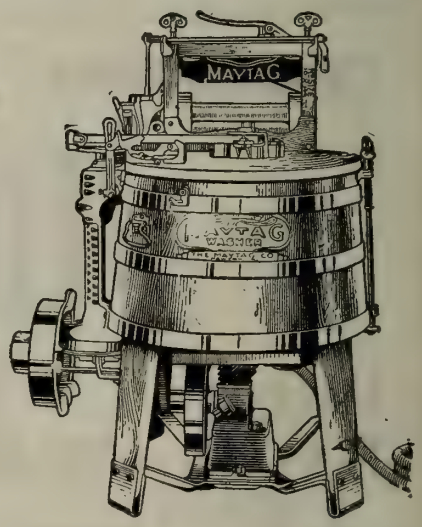
LARGEST CAPACITY AND STOCK IN CANADA

Ask for one of our Souvenir nail puzzles.

WIRE MANUFACTURERS.

LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA

Capturing the Housewife's Business



is largely a matter of having what she wants when she asks for it. There is nothing like preparedness. Fill up the holes in your stock now with the highest grade household necessities—just the kind we have gathered here for you. We can give you prompt shipment on all these lines which you will find listed in our General Hardware Catalogue:—

Washing Machines
Clothes Wringers
Wash Boards
Wash Benches
Clothes Line Reels
Clothes Lines
Folding Clothes Bars
Curtain Stretchers
Mops
Mop Wringers
Door Mats
Brooms
Carpet Sweepers
Carpet Whips
Liquid Veneer
O-Cedar Polish and Mops
Paint Brushes
Empire Paint
Step Ladders
Household Scales

If you're not selling "Maytag" washers your stock in this line is not complete.

A trial order will make you a regular customer.

WHITES LIMITED WHOLESALE HARDWARE & METALS COLLINGWOOD, ONT.

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HOOK UP WITH THE HURRY-UP SHIPPERS

SHEETS

BLACK
10 to 30 Gauge
Standard Sizes

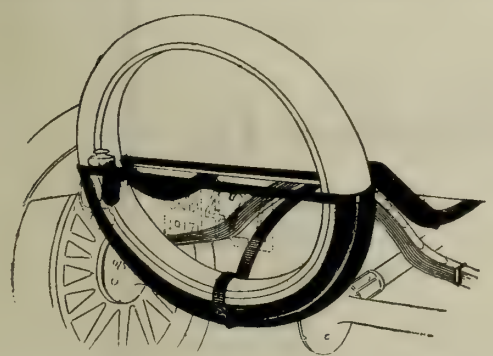
GALVANIZED
16 to 30 Gauge
Standard Sizes

GET OUR PRICES

BAINES & PECKOVER
98 to 116 Esplanade
TORONTO

The "NIAGARA"

Rear Tire Carrier for FORD Cars



Quickly Attached, without drilling any holes.
Three Arm Support ensures rigidity.
No Chafing of Tires in Pressed Steel Basket.
Carries Demountable rim or plain tire.
Lock Furnished for safety.
Brilliant Finish in Baked Black Enamel.
Ample Clearance over the roughest roads.
Stocked by Jobbers—but insist on ours.

MANUFACTURED BY

Kinzinger Bruce & Co., Ltd.
Niagara Falls Canada

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

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CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Test Our Service

Your smallest need in Rubber receives careful attention when entrusted to us. Our equipment and facilities for manufacturing and deliveries offer a decided advantage in filling orders promptly. The care given to each detail makes it possible to render a service that cannot be duplicated within your reach.

Put us to the test. Write to our nearest branch and see for yourself what the Dominion Rubber System service means to you.

Canadian Consolidated Rubber Co. Limited

Head Office . . MONTREAL

Service Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Kitchener, London, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver, Victoria.

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"Member Audit Bureau Circulations"

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, MARCH 2, 1918 No. 9

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Westclox

An Advertised Line

TRADE paper and circular advertisements have made *Westclox* alarms well and favorably known to the trade.

It is now our plan to make *Westclox* alarms just as favorably known to clock users. We intend to talk about *Westclox* as a line in each magazine advertisement we run this year. We shall mention their excellent timekeeping, their accurate ringing, their good looks, their special construction. We shall call attention to the trade mark name *Westclox* on the dial of each clock.

You know the character of Western Clock advertising. You know that through our efforts we shall make the trade mark *Westclox* a guarantee of quality.

This idea will make *Westclox* alarms more profitable for you, by making them easier for you to sell.

You will be interested in watching the development of this feature of our advertising.

Western Clock Co.—*makers of Westclox*

La Salle, Illinois, U. S. A.

Big Ben—Baby Ben—Pocket Ben—America—Bingo—Lookout—Sleep-Meter

Toronto Office, 58-64 Wellington St., W.

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, MARCH 2, 1918 No. 9

The Subject of Salesmanship

Address by Mr. George A. Simpson, Sales Manager, Steel Company of Canada, Ltd., Before Convention of Ontario Retail Hardware and Stove Dealers' Association

EDITOR'S NOTE—An outstanding feature of the hardware convention held at Hamilton last week was the address on "Salesmanship" by Mr. George A. Simpson, sales manager, Steel Company of Canada, Ltd., Hamilton, Canada. Following Mr. Simpson's address, HARDWARE AND METAL'S representatives were approached by many who heard the address, asking if it would not be possible to have the address reprinted in full. A stenographic report having been taken by a member of HARDWARE AND METAL'S editorial staff, we are enabled to reproduce herewith practically the complete address. The address was a rare treat for those who had an opportunity of hearing it, and we feel sure that the reproduction, herewith of the complete address will be appreciated by the entire Canadian hardware trade. On account of Mr. Simpson's broad business experience he possesses rare qualifications for dealing with the subject of "Salesmanship."

MR. CHAIRMAN and Gentlemen,—It is indeed a pleasure to be accorded the privilege of saying a few words to you, especially so when the subject is as important as "Salesmanship."

The subject of Salesmanship is one that has been done to death, and while, in my judgment, it has in a few instances been ably presented, it has in many other instances been so badly abused as to leave a bad taste regarding the profession in general. By some, Salesmanship has been presented as being a form of mysticism, mesmerism, or black art. You, no doubt, have all heard different professional spell-binders discuss this subject under different titles, such as "Get the name on the dotted line," "Put the punch into your business," "Hit him square between the eyes" and such expressions as that, all of which in the mind expressing these thoughts mean Enthusiasm, and this, in their judgment, is all that is necessary to be successful as a seller of goods.

If we analyze the subject, we find that Salesmanship is one of the very highest professions that any well-balanced man, fully understanding the meaning of the term, could aspire to, because if he fully understands the meaning of the term and what is absolutely necessary to be successful in this calling, he must realize that the fundamental basis —the foundation and corner-stone of the entire structure —is Truth.

As to the importance of the profession and its position in the world's progress, I may say that the salesman follows the Flag. He is the one who carries the commercial gospel to the four quarters of the globe, and, realizing this, you can readily see what a preponderating influence he can exert if he fully appreciates and uses it to the limit. And if he is a salesman worthy of the name, the statements he makes will bear fruit and tend to elevate and improve the commercial relation.

Believing that you would be interested in knowing in a general way what steel tonnage is being produced on this continent, out of which will be manufactured the products that must be sold, to a very great extent, through you, I have compiled a few figures which, I feel, will be of interest to you, as they show at a glance the enormous tonnage at present being produced on this continent, which the salesman must sell.

Having these figures in mind and realizing the importance of this enormous production, which must be disposed of profitably if our progress is to be maintained, and taking into consideration the vast changes in business conditions and the terrific demands that have been made during the past three years on producing organizations, the question arises: How about conditions after the war, during the period of reconstruction when the demand for this enormous production has been reduced to normal and such as we do produce will have to be sold? And this question I have answered in a few words under the title of "HUNDRED POINT MEN."

ALL over this great continent, geographically known as the United States and Canada, there are to-day many prosperous industries which were, a few short years ago, facing serious financial embarrassment and failure. These industries in many instances had been grossly mismanaged, while in others lack of capital and kindred ills contributed to their condition; but it matters not now what was the cause, it is results and not explanations we are interested in, as results count and the fact is, these conditions did exist. Then came the war, and as if by magic all was changed; from adversity to prosperity was a short shift, and even industries that were wavering on the ragged edge of failure took on a new lease of life and assumed a prosperous air. The stupendous demand for products of every description was, and is, such that extension of plant and increased production became the order of the day, and under these unprecedented conditions business to-day is pushing the man who, under normal conditions, could not push business. The whole structure—agricultural, industrial, commercial and economic—has been undergoing the most drastic change the world has ever known. But how about the man? And how about business, with its increased facilities for production and its corresponding overhead expense, when this demand ceases and competition sets in? 'Tis said the leopard changeth not his spots, and this in a measure applies to business management. The test of fitness will come when the commercial war begins and a new order of things exists, to which we must adjust ourselves. A tremendous momentum has been started and maintained on business we did not seek, and the wheels of industry have been greased with prices exceeding our wildest dreams. We have been floated into position on a tidal wave of business far and

above the jagged rocks of competition, which awaits us when the tide recedes. What then?—is a question worthy of sincere consideration NOW. To successfully cope with the new conditions and maintain our progress will create a demand for Hundred Point Men. Men who are well balanced—men who are not one-sided in their development, whose energies do not seep into narrow channels, while the main streams of ability are allowed to run dry—men who are broad, who do not take half views of things—men whose education has been received in the school of hard knocks, whose capital is knowledge acquired through experience, who mix common sense with theory and do not permit the technical to distort their practical viewpoint of everyday life—men who have studied men and mastered conditions, whose love of humanity knows no bounds, who despise pretence and worship a good name—men who can decide and whose decisions are intelligent and just, who see education and development, discipline and character in their occupation — men who can honorably and persistently produce results. Such men as these are the executives of the future — HUNDRED POINT MEN.

WHILE the thoughts expressed apply more especially to executives and managers, they are, nevertheless, applicable to salesmen; in fact, they are applicable to everyone in any walk of life—as we are all salesmen with services to sell—because of the fact that conditions are so changed that they demand the application of the hundred point of intelligence in every capacity. In other words, slip-shod salesmanship will no longer be tolerated than slip-shod management, therefore, it becomes necessary for a salesman to study the fundamental principles underlying his profession, and some of these I will enumerate.



GEORGE A. SIMPSON

Sales Manager, Steel Company of Canada, Hamilton, who addressed the members of the Ontario Retail Hardware and Stove Dealers' Association, in convention at Hamilton, Ont., on "Salesmanship."

The abnormal conditions produced by the war also created abnormal conditions in every line of industry and, in consequence, the producers of all kinds of material, especially iron and steel products, have increased their output to an enormous and alarming extent. This does not only apply to Canada, but also to the United States. Every blast furnace on the continent to-day is in operation, and to take care of the increased tonnage of finished product that this abnormal condition demands, our producing capacity has been largely increased; consequently when conditions again assume their proper shape we will be confronted with a competitive condition such as the world has never seen before and this condition will, in a sense, bring into effect the law of the survival of the fittest. Competition, in my judgment, will be fierce and, in consequence, the burden will fall on the shoulders of the salesmen.

After the war the business that expects to succeed will have to be safeguarded by active, alert, attentive, vigilant men—men of big vision—men who realize that while there can be only one captain of the ship, there is captain-material in the crew and as such they must be recognized. The order of the day will be systematic organization, so adjusted as to permit of aggressive, intensified action, all moving in harmony with a determined purpose toward a definite end. The day of the "one man business" is gone, just as sure as the day of intoxicated salesmen has passed into the discard. Business to-day is too big for any one man to personally direct, and where any man aspires to be "It" in an organization, that business will only expand or succeed to the extent of his vision and, in consequence, if he persists the progress will be arrested in proportion be "IT" in an organization, that business will only expand business will be retarded. Therefore, the burden of successful business must fall on many shoulders and the salesman, worthy of the name, will be recognized and in great demand.

It will not be a question of production, as it has been during the past two years; it will be a question of selling the production we are able to produce, and this, in my judgment, is going to be a very serious problem. With this condition confronting us, the thought uppermost in my mind is, how we shall best prepare to successfully cope with it, and I have concluded that considerable work and preparation is necessary. In past years we have heard a great deal about "getting the name on the dotted line," which, of course, we all know, means the closing of a contract of sale. While this expression has been made in the spirit of enthusiasm—all of which I recognize as a determining factor in salesmanship, as there has been nothing of any consequence accomplished without enthusiasm—yet. nevertheless, the advice to get the name on the dotted line is merely an expression and an empty phrasing of words, unless accompanied by some common-sense suggestion as to how to prepare ourselves to bring about this much-desired objective. "Getting the name on the dotted line" is usually the final operation: in other words,—it is merely the approval with our signature of the transaction which has been concluded and, in consequence, the importance does not lie in getting the name on the dotted line as much as it does in the manner in which we conduct the transaction, as you will readily see from this argument that the name would never be put on the dotted line unless the transaction had been conducted in a thorough manner and to a successful end. In other words—it should not be necessary for a salesman to urge, or use any mysterious tactics or enthusiastic efforts to get the buyer's name on the dotted line; but, to the contrary, he should so present his argument and create in the mind of the buyer such an intent desire to purchase that which the

salesman has to sell that the buyer would really be more anxious to get his name on the dotted line than the salesman would be to have him put it there. It seems to me that salesmen should fully appreciate the fact that it takes two to make a transaction and that it is just as necessary for the buyer to purchase the material the salesman has to sell as it is for the salesman to sell it; in fact, he could not run his business without it.

Commerce is no longer exploitation—it is human service; and no business concern or body of men can succeed or exist permanently whose efforts do not meet a human need and add to human happiness, as we succeed only through the good-will and good wish of the people we serve. "Quality" and "Service" to-day correspond with the word "Sterling" on silver and happiness is the true end and aim of life, the result of all that is truly right and sane. Therefore, it is not to urge your getting the name on the dotted line that I propose to touch on, but to try and put forward what, in my judgment, is necessary for a salesman to understand in order to carry the transaction to a successful issue.

THE subject of "Salesmanship" is one that has been discussed from all angles. We have heard a hundred different views from a hundred different people, and I am free to admit that but very few of them analyze the subject to the point of rendering a service to the salesman who hears the discourse. In other words—they deal with the subject in the abstract, rather than in the concrete. In my judgment, what a salesman ought to know and understand should relate to the underlying principles pertaining to salesmanship, that is, he should be familiar with the principles which would enable him to take care of all the preliminaries necessary to bringing the transaction up to the point of getting the name on the dotted line. The question of selling is one that requires a great deal of thought and for any man to become proficient in this science it is as necessary for him to study all the elements that enter into his success as it is for a surgeon, doctor or lawyer, or any other professional man, to make a study of his profession before he becomes recognized.

We have heard that salesmen are born, and "a born salesman" is a common expression. In my judgment, this is wrong, and I maintain that any young man, endowed with common-sense, fair personality, good health and the love of work fairly pronounced, can, with the right amount of study, become a successful salesman. The truth, as always, lies between the two extremes. There is no salesman so born to his duties that he can dispense with a knowledge of the goods he sells, or so independent of experience that practice teaches him nothing he did not know. You should know what you want to do, then hold the thought firmly and do every day what should be done and every sunset will see you that much nearer to the goal. Now the question is—What should he study and how can he prepare himself.

There are certain laws that must be obeyed and certain conditions that must be respected. These conditions, principles and laws do not pertain to the impossible or the mysterious, neither are they beyond the reach of the man who is sincere and who is determined to succeed; but they must be taken into account and reckoned with before we can lay claim to being successful salesmen.

I maintain that the real salesman is the man who is continually sowing seeds that will ripen into profits on future sales,—the man who is building up, through his personality, honesty and fair dealing, a following who believe in him and respect him—one who is forging a chain of satisfied customers over the entire territory he covers, and thereby creating an influence that not only means other sales, but more links in his chain. Such a man is an asset to the interests he represents and his services will always be in demand.

Salesmanship is that power resulting from a combination of certain qualities and faculties, mental, spiritual and physical, which enables him who possesses it to successfully influence a high average of those he interviews to purchase, **at a profit**, mark you, that which he has to sell.

I will touch briefly on some of the essential qualifications that are, in my judgment, necessary for the salesman to understand. Take for instance,

THE SCIENCE OF THOUGHT

THOUGHT is not, as is often supposed, a mere indefinite abstraction, or something of a like nature. It is on the contrary, a vital force, the most vital and irresistible force there is in the universe.

In our laboratory experiments we are demonstrating the great fact that thoughts are forces. They have form, and quality, and substance, and power, and, furthermore, we are finding out that there is what we call "science of thought." Through the operation of our thought forces we have creative power. The spoken word is nothing more nor less than the outward expression of the workings of these interior forces. The spoken word is, in a sense, the means whereby the thought forces are focussed and directed along any particular line. This is concentration of thought, and there is no question in my mind that if we concentrate and then apply the expression of that thought in well-spoken words we will accomplish our purpose. Neither is there any question in my mind that if a salesman goes after his prospects with a determination to get the order, and then concentrates his thought on his prospect and the ends he wishes to accomplish, he will, if he expresses himself right, land the order.

Thoughts are forces: "Like builds like, and like attracts like." If we govern our thinking, we determine our life.

The law of attraction between mental and material things is wonderfully exact in its workings. People ruled by the mood of gloom attract to them gloomy things. People always discouraged and despondent do not succeed in anything, unless it is in making other people unhappy. They live only by burdening others.

The hopeful, confident and cheerful attract the elements of success, and they become a power and an influence for good in any community. In a salesman a disposition of this kind is invaluable.

This may be new sales gospel, but it has been proven to the satisfaction of all real students of business that the most successful man is he who is sure of himself. He who is optimistic and cheerful impresses the world with the fact that he is supremely confident always; and the world of business has every confidence in the man who has confidence in himself. If our outlook is optimistic and our confidence strong, it naturally follows that we inject enthusiasm and clear judgment into our work, and therefore we have a tremendous advantage over those who are inclined to be pessimistic and nervously fearful that their judgment may be wrong, or those who lack confidence that comes with a right condition of mind, which counts so much for success in a salesman's career. In our mental lives we can either keep hold of the rudder and steer the course to success, or we can fail to do this and drift on to the rocks of failure.

There is in connection with the thought forces, what we may term the drawing power of mind, and the great operating law in this connection is identical with that great law of the universe, that "like attracts like." We are continually attracting to us forces and conditions most akin to those of our own thoughts.

THE LAW OF ATTRACTION

THE law of attraction works universally on every plane of action, especially in the field of sales, because no one will buy from a man he does not like unless he has to; therefore, it is necessary and essential that every salesman study the law of attraction.

If we desire one thing and expect another, we are like a house divided against itself—bound to fall. We must first determine resolutely to expect only what we desire; we will then attract only what we wish for. Carry any kind of thought about with you and as long as you retain it you will unceasingly attract to yourself, knowingly or



The accompanying group photo was taken at the conclusion of a most interesting trip through the mammoth plant of the Association. During the convention an invitation was extended by Mr. George A. Simpson, sales manager of the Steel for conveying the party to and from the plant. Under Mr. Simpson's direction the guests were shown over a large portion realizes the immensity of the great plant at Hamilton. Great interest was evinced in the rolling of bars, and also in the

unknowingly, exactly and only what corresponds to your dominant quality of thought. Thoughts are our private property and we can regulate them to suit our taste entirely by steadily recognizing our ability to do so. This being so, why not study and apply our thought to reinforce our power of attraction and draw closer to us those with whom we do business. It is possible, and I can assure you it will lessen your work and increase your sales.

If you do not feel kindly towards a buyer, change your mental attitude. In other words—change your thought and make an effort to attract him towards you; and just as sure as you do, his manner will change and your orders increase because the law of attraction is absolute. And the salesman who is always cherful, hopeful, confident, courageous and determined on his set purpose will, if he keeps to that purpose, attract to him powers favorable to that purpose.

PERSONALITY

ANOTHER vital element is personality. There is something about one's personality that cannot be explained; it cannot be photographed, neither can the painter or sculptor reproduce it, yet it is one of the most important factors in our success or failure in life. It is this indescribable quality, which some persons have in remarkable degree, that holds an audience spell-bound and makes people applaud beyond the bounds of enthusiasm. Charm of personality is a divine gift that will sway the strongest characters. We are unconsciously influenced by people who possess this magnetic power. Of course, that rare charm of manner, which captivates all who come within the sphere of its influence, and that strong personality which inclines all hearts toward its fortunate possessor, are largely natural gifts. But we find that the man who practises unselfishness, who is generously interested in the welfare of others, who feels it a privilege to do a fellow-creature a kindness—even though polished manners and a gracious presence may be conspicuous by their absence—will be an elevating influence wherever he goes. He will bring encouragement to and uplift every life that touches his. He will be trusted by all who come in contact with him. This type of personality we may all cultivate if we will. Personality is intangible; this mysterious something which we sometimes call "individuality" is often more powerful than ability that can be measured, or qualities that can be rated. And while it is—like poetry, music or art—a gift of Nature, it can be acquired and cultivated to a very great extent. And in this connection it is well to cultivate a mild, gentle and sympathetic voice and a sure way to cultivate it is to be mild, gentle and sympathetic yourself. The voice is the sounding board, the index of the soul. It is through the voice we give expression to our thought, therefore, fix your mind on the thought and the voice will follow; and if it is filled with truth, it will vibrate with sincerity, echo with sympathy and so convince your hearers that thoughts in their mind contrary to your own are impossible.

It is the man who acts his thought and thinks little of the act who succeeds. Because success is the most natural thing in the world, there is no secret to it. The man who does not succeed fails because he has placed himself in opposition to the laws of the universe, which is progress. The pathway to success is in serving humanity. By no other means is it possible. Just live your life—work hard—and don't explain. Mind your own business and give others a chance to mind theirs and you can depend upon it great men will appreciate you for this very thing; and while I am not sure that absolute, perfect justice comes to everybody in this world, I do know that a very good way to get a fair slice of justice is not to think of it, or be too anxious about getting it. The great rewards gravitate to the man who fits himself to receive them. The man who does his work so well that he needs no supervision has already succeeded, and the acknowledgment of his success is sure to follow. The work of the world must be done and civilization is simply a search for men who can do it.

Tact is also a very important factor; next to a fine manner, perhaps the most important. One should know what to do and be able to do the right thing at the proper time. Observation, good judgment and common sense are indispensable to those trying to acquire the power of personality. Referring to observation, Herbert Spencer says: "An exhaustive observation is an element of all great success." Therefore, there is no position in life where a trained eye and the faculty of observation cannot be made a great success asset. The efficient salesman is always growing; he is always accumulating knowledge of every kind. He does not merely look with his eyes—he SEES with them; and he not only uses the optic nerve, but he uses his mind. He keeps his mind open to all that is new and helpful. Careless, indifferent observation does not go back of the eye. If the mind is not focused, that which we see is not clear cut; we do not carry it with force and distinctness to the brain, and, therefore, we are not able to draw accurate conclusions. The faculty of observation is particularly



Steel Company of Canada, Ltd., Hamilton, Can., and shows members of the Ontario Retail Hardware and Stove Dealers' Company of Canada, Ltd., to convention delegates to visit the big plant. A special railway car was provided by the company of the plant, witnessing various processes from the ore to the finished products. It is only on a trip of this kind that one new sheet mill which is now in operation.

susceptible of cultivation and is capable of becoming a mighty power and a big asset in the success of a salesman. No matter where you go, study the situation thoroughly; observe, and store your observation away in your mind—some day it will serve you well.

Good taste is also one of the elements of personal charm, as you cannot offend the tastes of others without hurting their sensibilities. The power to please is a tremendous asset. What can be more valuable than a personality which always attracts? It is not only valuable to a salesman, but to every one in every field of life. The ability to bring the best that is in you to the man you are trying to reach, to make a good impression at the first meeting, to approach a prospective customer as though you had known him for years—without offending his taste, without raising the least prejudice, but getting his attention and good-will—is a great accomplishment.

There is charm in personality from which it is hard to get away. It is difficult to snub the man who possesses it. There is something about him that arrests our prejudice and no matter how busy we may be, or how much we dislike to be interrupted, we rarely turn away a man with a pleasing personality. We must give much in order to get much; the more we radiate the more generous we are, and the more we give ourselves to others, the more we get back. The current will not set toward you until it goes out from you. What you get from others is the reflex of the currents you give out. The more generously you give, the more you get in return. In other words—as you pour out your personality, born of courtesy and kindness and the other character-forming virtues, so do you inspire respect and confidence, and invite from others a return of that which you give. Courtesy and consideration in every walk of life is now the accepted rule. No strong man lowers himself by giving somebody a lift, no matter who that somebody is. It may be an ignorant foreigner, unversed in our ways and language; or it may be an old man or woman, a cripple or a child—it matters not—and no time is lost, for the more people you rightly direct and the more intelligence and consideration you rightly lend, the more valuable will be your life. Many salesmen fail because they do not see the importance of being kind and courteous. Kindness, consideration and courtesy to everybody always pays; and besides, it is a pleasure to be kind. It increases our store of happiness. I have seen salesmen lose important positions and their reputations—which are more important than position—through their lack of courtesy to men to whom they did not think it worth while to be kind. Beauty of character, charm of manner, attractiveness and power of expression, blended with courtesy, consideration and kindness, will open the door to any proposition, and our sincerity of purpose will clear the path of its many obstructions.

HONESTY AND TRUTH

HONESTY and truth travel hand in hand, they are two very important factors in successful salesmanship; yet there are thousands of so-called salesmen who are daily practising deceit, thinking and believing they are putting it over. What fools! Temporary success may be gained that way, some sales may be made, but permanent and lasting success is not built on that sort of foundation.

SENTIMENT

THERE is sentiment in business, and a whole lot more than we realize; when there is none, I want to quit doing business. For a salesman I know of no other quality more helpful to his success than sentiment, if he will use tact to reach the sentimental side of his prospect. I do not mean by that that he necessarily start an investigation or search for sentiment, for if he did that would be calculation on his part and even if he discovered it he could not make use of it, as sentiment must be discovered by sentiment to be of mutual advantage in preparing common ground. I have had scores of instances in my experience that have proven beyond doubt the truth of my contention.

Some years ago I was selected by the interests I was associated with to go through the South for them to establish three or four manufacturing companies, to manufacture finished products from sheet iron, sheet steel, etc. I was to promote these companies along the lines of home industry for the South. They were to be Southern companies, financed and operated by Southerners. I called on the Boards of Trade and on different prominent men in the cities and towns I visited and right away everybody fell into line with the idea of home industries. In one of the cities I visited everybody was enthusiastic. They all wanted to see a manufacturing plant in their community. Therefore I went round to raise from one hundred and fifty to two hundred thousand dollars to start the concern.

At once there was a difference. Everybody liked the idea of having the industry there, but no one was ready to put up any money for it, they all wanted the other fellow to do it. There was one man in particular they wanted me to call on. Almost everybody I spoke to asked the

same question: "Have you called on Mr. Blank?" Before long I discovered who this Mr. Blank was whom they were all so anxious for me to see. He was President Blank of the leading bank in that State and when first I saw him he looked very much to me like the familiar caricature you expect of a crusty old banker, all money-bags, with no sentiment in his make-up. He received me with courtesy and heard what I had to say—he was a very fine old fellow, as I soon found out, but he would do nothing about my proposition until he had examined the papers I had prepared, showing facts and figures. These papers he had me leave with him, and I went away. But before leaving him I noticed something that attracted me; something that might be a clue to sentiment. He wore in the lapel of his coat a very sweet little nosegay of flowers. I made three calls on him subsequently and the flowers were always there, fresh and sweet, beautiful and charming. One day I decided to ask him about the little nosegay, and frankly, quite apart from the business altogether, I did ask him. He held out his hand as I spoke about the flowers, as I was just leaving and I could feel as our hands clasped that I had touched a sympathetic chord. "Mr. Simpson," he said, "you ask about that little nosegay. I have worn a flower like that in my coat even since the first one was put there by my sweetheart, who is still my sweetheart after forty years of married life." And he told me how, each morning, it was put in his buttonhole by the same hand, or if she were not there to do it, it was placed there by his daughter. We both stood and looked at one another, and all I said to him was "beautiful sentiment." And then we sat down and talked about flowers—not about the business in hand—and by and by I got up to leave him. And just as we were parting, what do you think he said? "By the way, Mr. Simpson, I am very much impressed with that proposition of yours. What amount do you think I ought to subscribe for?" He left it to me to name the amount. I had secured his confidence to that extent through the touch of sympathetic sentiment and when it came to putting his name down and I made a suggestion of five or eight thousand dollars, he said: "Put me down for ten thousand, and, by the way, put my brother on the list. He ought to go down for something in this company. Put him down for five thousand. I promise you he will approve of it when you call on him with my suggestion." And after that, gentlemen, all that Mr. Simpson had to do down there was just go round with a list and get the names of those who were eager to get on it for various amounts; because they found that the names of the two Mr. Blanks headed the list and they had profound confidence in their judgment.

And if any of you gentlemen should ever visit the South and go to this city, which I shall be pleased to name, you will find there the Metal Products Co. running to-day, a very successful institution and that concern came into being largely through a little nosegay in the buttonhole of a banker's coat, for those little flowers were the key that opened the door of sentiment that aided us in reaching common ground.

That incident, gentlemen, shows what sentiment means to a salesman and how essential it is that we train our minds along certain lines. I grant you that some men with whom you may have to do business are cold-blooded business men, and if a man is a cold-blooded business man you must meet him on that ground until sentiment is reached

Current Events in Photograph—No. 9



THE WORLD'S SEARCH FOR FOOD

THE urgent demand of the world for food has been the cause of introducing many new dishes to the menu. Among these are whale steaks, that were recently served at a great New York banquet, and pronounced by the guests to be delicious. The photo shows whalemen on the Atlantic Coast cutting the choice parts from many whale carcases. It is expected that this new source of food may help the poor man to cheaper food, and may be a means of conserving food for the needy in Europe.

and confidence established. If you recognize and practise these laws of thought and attraction, then as a salesman you will have no trouble in making sales. In my own experience I have found it so—and I am not saying this boastfully—that as a result of respecting these principles, selling is to me a delightful visit to the man to whom I sell and my entire interview is very seldom taken up on the subject of business. We converge on general lines of mutual interest; it may be about flowers or something in which we both have common interest and I usually leave with a good-sized order. Often I am asked to help make up the order.

And further, my experience proves that the average buyer or business man is very well informed on many subjects, that he has his sentiment and sympathies and often he is an interesting conversationalist. If you can reach him through these channels you will in all probability establish confidence and respect. After that, getting his business is an easy matter, because he feels you will, wherever possible, safeguard his interests and this you must do to the limit.

Finally, the thought I wish to convey is, that no investment will give greater returns than cultivating your better self, and thereby developing that indefinable something that leads to success. There is nothing that pays so well as training our minds and thoughts along the lines of the beautiful and true. It matters not how well-versed we are in the material things of life, or how well we understand the lines we have to sell; we may be experts pertaining to technique or detail in connection with iron and steel products—or any other articles of commerce for that matter—but if we are not in harmony with Nature and Nature's order of things, we cannot make the success of our lives that we otherwise would. Being in harmony with Nature, brings us into harmony with all about us and above all it brings us into harmony with ourselves, and when this is so, and the physical is subordinated and ruled by the mental, life becomes full and complete.

I fully realize I am painting an ideal picture, although not an impossible one, and while we may not rise to the height of this ideal, we can, by following, it at least go part of the way, and this part, no matter how small, will take the place of some discordant element, which would retard our success. We should implant firmly in our mind the successful man we wish to be and so will we become, not measured by our bank account, but by our fund of happiness and our good name, for it is the vision we hold in our mind—the ideal that is enthroned in our hearts—that we build our lives by. This we will become. It is the beauty of our thought, the quality of our minds and ideals that make the man.

Some Views on the Convention

Retailers, Jobbers and Manufacturers All Express Approval of Program Followed—Some Suggestions Offered—Planning For Next Year Now is Advocated

IN soliciting views from retailers, jobbers and manufacturers as to the success or otherwise of the convention of the Ontario Retail Hardware and Stove Dealers' Association held in Hamilton last week, HARDWARE AND METAL gathered that the convention was thought to be a decided success. The program was along the lines which should prove of the most benefit to the retail hardware men, and the consensus of opinion seemed to be that it was a great improvement over former years.

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One manufacturer who attended all the open meetings was very enthusiastic over the convention, and stated that he considered it a great improvement over former ones which he had attended. "I would think," he stated to HARDWARE AND METAL, "that it was up to the officers of the association to get busy now and plan for next year. The suggestion was made that merchants should endeavor to arrange their work so that one or more of their clerks would be able to attend, and I consider this most important. The program this year was worthy a far better attendance, and by pointing out to those merchants not there the value of the meetings, greater interest would be manifest, and retailers would feel that they could not afford to stay away nor leave their clerks behind.

"I might mention the morning session at which so many manufacturers spoke on existing conditions re raw material, transportation difficulties, etc., etc. These should create a better feeling towards the manufacturer when the retailer realizes that he has his problems to contend with in turning out his product. But even more than that, it will give the retailer an insight into conditions as they are, and I know from our own experience that not one of the speakers exaggerated matters whatever. Furthermore, the retailer should know these things, for it enables him to gauge his buying to better advantage and gives him an outlook broader than the confines of his own hardware store. The retailer is the loser absolutely by not attending a convention such as the one just past. There was real information given out there which every merchant should have.

"Take the address given by Mr. Kirkwood. I don't suppose I should single him out particularly, but his subject dealing with the everyday problems of the merchant on figuring costs and determining profits was one of great moment, and was worthy the cost of the trip in itself. As a matter of fact I told past president McGregor that I would go to Detroit, if necessary, to hear such a man. Every retail merchant, no matter how good a system he has in conducting his business, would benefit from such a talk. It was a real education to many, I know, and by securing men of this type to address the convention, a better association can be and will be built up."

* * *

"The information given out by the manufacturers at the morning session I attended on Wednesday was quite in accordance with conditions as they really are," stated one jobber, when asked by HARDWARE AND METAL about the convention. "That session was the only one I was able to attend, but most certainly it struck me that this information was most valuable to the retail merchant. We have shipments of goods which have been in transit for months, and our efforts to trace are of little avail, so it will be seen that the transportation situation must be considered as serious, and bound to play a most important part.

"The theory has been advanced that manufacturers in addressing a meeting of retailers will play up their own product to some extent. However, I think every manufacturer who spoke tried to represent his class of trade fairly, and no attempt was made to advertise his own particular goods. This attitude is quite right on the part of the manufacturer and the retailer should bear in mind that these men spoke as representatives of all the manufacturers in their particular lines."

* * *

"There should be a decided effort made to secure the city men as members of the association," stated one retailer in Toronto who attended the convention. "Those men who failed to attend certainly missed something worth while, and I would say to all the hardwaremen in the city that they should join and bring their problems to the convention. I might go further and say that I believe a local organization of the retail hardwaremen would be a good thing, for in this way we could discuss our problems and bring them to the convention in such a shape that they could be dealt with intelligently. More open discussion of our problems must result beneficially and every merchant should make it a point to attend sessions devoted to these. Let him bring a full list of questions of the difficulties he is encountering and to which he is seeking a solution. The get-together spirit is a mighty good thing.

(Continued on page 40.)

EDITORIAL COMMENT

DAYLIGHT SAVING GOOD FOR CANADA

ONCE again the daylight saving question is engaging the attention of the people, and it is interesting to note that the Governments of Canada and the United States are negotiating in regard to this system.

The bill before Congress, which has passed the Senate and has been favorably reported to the House, provides that the law shall be effective from the first Sunday in March until the last Sunday in October. If the scheme is adopted in the United States it is almost sure to follow in Canada, and there is much to be said in its favor.

There have been instances where daylight saving has been tried and the results proved unsatisfactory. This was not so much against the principle of the scheme in general as against the impossibility of individual communities meeting with a due measure of success. Were the daylight saving scheme universal, were every town, city, province on the same basis, a very large proportion of the present opposition would vanish.

To the hardwareman the plea for greater production could be capitalized with the extra hour of daylight, in increased sales of garden tools. The town and city lot is going to be developed to an even greater extent this year than was evident last. Recreation does not necessarily mean baseball, golf or football, this can be supplied with rake and hoe in the backyard to the profit of the individual in health and a saving in his living expenses.

The scheme was tried with great success in Great Britain last year, and their experience over there has been so satisfactory that no opposition developed in renewing this year. It is more than likely that Canada will give it a trial in conjunction with the United States, and the uniformity thus secured will undoubtedly prove a factor in the success of the measure.

IRON AND STEEL IMPROVED

THE situation in the iron and steel trade has improved on account of the more favorable weather now prevailing, and a more optimistic feeling prevails in the market. Although some cold weather may still be expected, the worst part of the winter has passed, and it is hoped that the production of iron and steel will begin to show steady and continuous increase. Traffic conditions are easier, and there has been an increase in volume of freight moved from the border, thus relieving the shortage of fuel to some extent. The scarcity of coke, however, is due principally to the car shortage, and it will likely be some considerable time before conditions in this respect are greatly improved, owing to the difficulty in obtaining cars. Car supplies at the ovens this week have improved. While shipments this week will show an improvement over those of last week, the movements will be below normal requirements.

The bulk of the business in steel continues to be for war orders, although there has been some improvement recently in demand from concerns not engaged on war contracts. Canadian steel plants are supplying considerable of this class of material, and deliveries are fairly good considering prevailing conditions. The new regulations now in force in the United States have given the American Government more control over the exportation of steel, and consequently it is improbable that much material will come in except in connection with war contracts. Available supplies of steel in the States for Canadian consumers have for some time been restricted on account of the serious decline in production. Conditions, however, have recently improved and a heavier tonnage is now obtainable.

BINDER TWINE PRICES UNSETTLED

CONSIDERABLE anxiety is being felt over the delayed action of the Food Administration in Washington in determining prices on binder twine for next season. It is felt that a great deal of time is being expended in conferences over prices of raw materials and the question arises as to whether production is being speeded up to requirements.

There is no question of doubt but that every effort is being exerted by the Department of Agriculture to get the farmers to plant every available acre. This is no less true in Canada than in the United States and there is no question of doubt but that when the grain is ripe that binder twine will be required and any shortage of this commodity is going to be disastrous. It should be possible for the governments of the two countries to get together, for Canada depends in a large measure on the United States for raw materials, and action should be taken at once to insure adequate supplies of this commodity.

Steel Shortage Being Felt

Relief Hoped For by Establishing Plants in B.C. and Alaska—Canadian Trade Preference

WASHINGTON.—The U. S. is facing a shortage in steel. Officials of the Government responsible for the production of the war material necessary to win the war are to-day undeniably worried over the prospect of a proper steel supply to insure the carrying on of the war. The threatening shortage is caused by two factors largely—the problem of transportation and labor. According to officials here, the transportation problem is causing many steel mills to run on short time because they are unable to secure either coal or the pig iron necessary. On the other hand, the finished product is often stacked in their storehouses for weeks at a time because of a lack of cars to carry it away, and when the storehouses become filled and all available storage space occupied it becomes necessary to curtail production. This has affected an already short labor supply. Because many steel mills are forced to close or work on short time labor is turning to other lines of industry, according to the reports received by officials here.

Word has been received here that efforts will be made to relieve this situation by the establishment of a string of steel mills on the Pacific Coast. A syndicate of Pacific Coast manufacturers is being formed, and it is understood that several plants are planned for British Columbia and Alaska.

Labor Problem Improving

The labor situation in the shipping industry in the United States is considerably relieved. Strikers who left their work last week and threatened a tie-up of the industry along the entire Atlantic Coast have for the most part returned to their work and the matter of wages has been left largely to adjustment. Work has been resumed in all shipyards and the work of shipbuilding is progressing now on schedule, and officials declare that early spring will see the work so well organized that the future will be far brighter than it has been at any time for the past few months.

Federal investigators of the Department of Justice are at present engaged in securing evidence concerning the building of the Hog Island shipyards with a view to determining whether the Government has grounds for civil or criminal action on charges of reckless expenditure of Government funds. The Senate Commerce Committee, which started the investigation of the Hog Island yard, and the American International Corporation, the builders, went to the yard on Monday and made a personal investigation of conditions.

Canadian Trade Preference

The War Trade Board has issued a blanket license for all imports from the United States to Canada, as it was predicted in this letter recently. Despite the embargo upon all imports laid last week by the President of the United States in order to conserve the shipping space of the nation, Canadian manufacturers will be allowed to import their products into the United States without applying for an individual license to import.

The United States Senate has passed the Railroad Bill, which provides for the Federal control of all American railroads until eighteen months after the end of the war. The bill as passed by the Senate is substantially the bill prepared by the Administration, with the exception of the time limit placed upon Federal control and the limitation of the power of the President to make rates. An amendment has also been added to the bill, which provides that the Government must take over all short line railroads. It is expected that the House will act accordingly.

Industries in the United States, which have been pressed financially since the outbreak of the war, are to be afforded relief by the Government. Secretary McAdoo's War Finance Corporation will be enacted in the laws within a week, and the Government will then be in a position to make direct loans to railroads, public utilities, and industries which are necessary to the conduct of the war. With these broad powers the Government is now in a position to finance any industry, necessary to the war, which has been unable to weather the financial strain.

Contractors' Identity

American industry has been the gainer in an order issued by Secretary of War Baker this week instructing all purchasing agents of the army to make public the names of all contract holders. This point has long been an issue between the industrial men of the country and the War Department. Industrial leaders claim that unless they know to whom contracts are awarded they are laid liable to unfairness on the part of officials. As yet no order has gone forth from Secretary Baker for a general call for bids for supplies, however. This is another point which business men are striving to make.

The fuel situation in the United States is such now that Federal Fuel Administrator Garfield has allowed predictions that a reduction in prices generally is soon to be made. No official announcement of this has been made, but it is understood that a draft of proposed new prices is now before Dr. Garfield. The shortage which was created by a car shortage is about over. Production is still short, however, and particularly in bituminous coal.

Crop Precautions

An embargo on corn to the Dominion of Canada has been laid by the United States. This has been caused by the general shortage of corn seed in the United States, and it is hoped that it will preserve enough so that the crop for next season will not be endangered.

Increased traffic rates, particularly passenger rates, by the Railroad Administration is now expected. It is understood that rates on passenger fares and freight on non-essential classes will be raised in order that room may be made for necessary freight.

CHANGE SELLING TERMS

Beatty Bros., Ltd., Fergus, Ont., have just issued a new price list to apply on their new catalogue, in which they have changed their terms to 5 per cent. cash with order, 2 per cent. 15 days, or net 60 days. The 2 per cent. discount is now given at 15 days instead of 30 days as formerly.

A year ago last August this firm adopted the 5 per cent. cash with order, and in outlining how successful this plan had been M. J. Beatty says in part: "Our aim in shortening our terms and in giving the extra discount for cash with order was to increase the rapidity of our turnover and reduce the amount outstanding on our ledgers. Our business was increasing at a tremendous rate, and we needed increased capital. It worked out even better than we had anticipated. Although our business increased during the year 60 per cent. over the previous year, the amount outstanding on our books a year after we had adopted these terms was only 5 per cent. greater than the year previous. Had we not adopted these shorter terms it would have been impossible for us to have financed the large increase we have made in our business.

"About 25 per cent. of our business was done on the 5 per cent. cash with order basis. We only allow this 5 per cent. discount when the cheque or cash actually accompanies the order. We will not take an order C.O.D. and allow this discount, nor when draft is attached to bill of lading. The basis is practically the same as adopted by the mail order houses and one of our aims in giving this cash discount is to give our dealers a price at which they can compete with the mail order houses.

"The tendency everywhere for shorter terms and more rapid turnover is bound to improve business methods and lower costs."

FOUND IN BARREL

The Jefferson Glass Co., Follansbee, W Virginia, are now making use of a unique folder as an enclosure in sending out all of their invoices. It is gotten out in the form of a barrel and carries this note: "It was found in the barrel later." Inside under the heading, "A Shortage and a Moral," this firm draws attention to the many claims for shortages which are often due to carelessness in unpacking. They state that they find it well to protect the recipient from common carelessness and that this little folder has accomplished a great deal in this direction.

Going After Trade with a Bulletin

How a Little Trade Circular May Become an Effective Selling Agent at no Great Cost—A Hamilton, Ont., Merchant Uses Method Successfully—Advertising That Gets Right to the Possible Customer.

IN these modern times most men engaged in business are thoroughly sold on the idea of the advantages to be gained from advertising. The only question with most of them is how to make the amount of their advertising appropriation get the best results. Then, too, as the size of the town increases the actual selling power of



THE BULLETIN

Issued monthly and distributed free throughout East Hamilton

We want "The Bulletin" to be of real benefit to the people who read it. If you have any announcements of interest to East Hamilton, which you want the people to read, put it in "The Bulletin." See D. K. Clarke 228 Ottawa Street, about it

JUNE 1st, 1917 — HAMILTON

How is your garden plot? We will all be experienced farmers next year

Yes, it has been a cold Spring, but the farmers say such weather is really beneficial in that it retards the tender spring growth until all danger of frost is past

Are the Mayor and Council going to dawdle along with the question of Gas Supply for Hamilton until next winter, and then let us suffer as before. It is a pity we haven't got a doctor on the Council, so he might give some of those gentlemen an injection that would give them energy to do more than merely talk

If a boy had half the pride in the baby that his mother feels he would shut it in the barn and charge 3 pins for admission

How should the German rulers be punished for all the crimes they have committed during this war? Should not the Allies, when the day of reckoning comes, demand that the Kaiser and his men in authority, who have either directly or by consent outraged Belgium and Serbia, be hanged, and trust that at the judgment which all men must ultimately face, they will receive a punishment for Eternity befitting their crimes

Better than Swatting Flies

Put Screen doors and Windows on your home and keep them out. We have all sizes.

Screen Wire 18 in. to 36 in. wide
Lawn Mowers $4.50 to $6.75
Lawn Hose, 12c and 15c. per ft.
We sell water and gas pipe, ⅜, ½, ¾in., threaded, and all kinds of fittings.

Your Summer Cooking Problem is solved if you use an oil stove. We recommend the 'Dangler' Come in and see how it works.

Agents for B-H ENGLISH PAINT and CHINA-LAC

D. K. CLARKE, 228 OTTAWA ST.

HARDWARE

The front page of the bulletin issued by D. K. Clarke, Ottawa Street, Hamilton.

one newspaper as far as the store in the suburbs is concerned at least actually decreases. This at least is the belief of D. K. Clarke, who carries on a thriving hardware, grocery and meat business on Ottawa Street, Hamilton.

Despite this fact, Mr. Clarke is a firm believer in the power of advertising, but he figures that only the advertising that reaches his customers, or people who might possibly become customers, can be of any value to him. Newspaper advertising here, he contends, might draw people to the centre of the town, but it will not draw them towards the outskirts, and his store is on the outskirts in a thriving and progressive district. Therefore, he has had to develop his own form of advertising.

The Monthly Bulletin Idea

The idea that Mr. Clarke has developed is the idea of a monthly bulletin that deals particularly with the interests and also the needs of the community it is designed to reach. For instance, from that community there have gone to the front a very unusual proportion of men. Every family has a personal interest in the war. Mr. Clarke himself has a son at the front, and all are eagerly awaiting news of any of the boys from that section. For that reason Mr. Clarke tries to get for this bulletin items of news regarding these boys, scraps from letters, or items of unusual interest clipped from papers that would not be available to all the readers. Items, too, of local interest are dealt with. In other words, it is made the local organ of the district that surrounds the store.

Not a Great Expense

Now it looks as though the issue of a monthly four-page booklet might entail quite an item of expense.

This is not the case, however. There is a certain amount of labor connected with it, but if you set aside the item of labor the bulletin pays for itself. In the district in which Mr. Clarke is located there is quite a collection of stores. These stores were interested in the bulletin and willingly joined in the scheme. Mr. Clarke gave the assurance that there would be no competitive advertising on the bulletin. When a merchant took space to advertise a certain line he was assured that he would be the only one so advertising. There is one grocer, one shoe store, and one hardware, and so on. Each month there are 1,000 copies printed at a cost of $11. Slightly over half of each page is devoted to the actual bulletin, leaving a place at the top and bottom for advertising. For this space on the back cover the charge is $3 a month, and for the same space on the inner pages $2.50, making a total of $16 per month.

There is, of course, the expense of delivery to be set against this. It is a comparatively small item, however. Five boys do the work for a total of $2.50. These boys go out under the supervision of Mr. Clarke's son or the head clerk to make sure that none of the work is scamped, and the bulletins are actually delivered into homes within a radius of about three-quarters of a mile on every side of the store. These homes are all more nearly associated with this district than with any other. Therefore, it is advertising in which there is no waste. In the actual matter of expense, there is a revenue of $16 against an expenditure of $13.50, leaving a small margin to compensate for the time taken in getting out the bulletin.

Effective Advertising

It would seem to be an effective form of advertising, but is it? That is a question not easily answered. You can't question everybody who enters a store as to why they came; that system would lack graciousness, and would not tend to be helpful. So despite the desire to know just what the power of certain advertising is, it can only be determined by more or less indefinite means. Mr. Clarke has noted enough of these instances, however, to convince him that there is a real pulling power in the idea. One day it will be a woman dropping in to ask the price of some article illustrated in the last bulletin. Another time it is a stranger dropping in to ask if she might have an extra copy of the bulletin. Thus the buying public of the section is made familiar, not only with the name of

(Continued on page 54.)



The D. K. Clarke Store, Hamilton, showing the grocery and meat departmsnts in the front and hardware department at the side.

Meeting Conditions as they Change

New Season, New Goods—Selling Heaters and Stoves Which Burn Substitutes for Coal and Wood—Making Advertising Effective—Start Campaign Now —Sales Will Result

WITH the arrival of spring, merchants are changing the tone of their newspaper copy and effecting a re-arrangement of stock to meet conditions as they may arise during the change in seasons.

Heaters Now Active.

Throughout the winter there has been an unusually big demand for oil heaters and electric heaters to overcome shortage of other fuels and with the the advent of milder weather which will result in furnaces being shut off considerably renewed interest will be manifest in these other lines which may be carried from room to room.

It is impossible to sell the electric heaters in all communities owing to there being no supply or at least a limited supply of current. But in those districts where no restrictions of this nature are in evidence, hardware merchants are going after this trade aggressively and very successfully.

These lines lend themselves to display inside the store or in the window and by keeping one in action where your customers can "feel the heat," the results you will achieve will warrant the little effort on your part.

No Restrictions on Sale.

Oil heaters offer a large field for sales and there should be no restrictions on these in any community. Shown on this page appears a copy of newspaper advertisement which will illustrate how some merchants are bringing these lines to the attention of their readers and it is by keeping the public well informed about the seasonable lines you have to offer that sales are maintained at a high average.

Substitutes for Coal and Wood.

At the present time conservation of coal and wood is being urged and by bringing to the attention of your readers the part which oil heaters can play in effecting a material saving sales should be easily made. Oil is plentiful, it is cheap and the drain on the coal bin can be materially lessened by using an oil heater to warm up a cold bedroom, the bathroom or other rooms in the house not easily reached when the furnace is running on short rations.

Making Advertising Effective.

This should be the basis for effective advertising on this line and it might be well to bear in mind that from many sources the statement is made that next year will see an even greater shortage of coal than has been evident this year. This being possible, it should be good policy to urge those who may have coal to save it for the colder weather of another winter and use substitutes while possible.

Where Volume Helped

Various methods for sales are adopted and one which possessed decided merit was employed in a hardware store visited recently. On entering the store, which was a narrow one but long, a most imposing display of oil heaters was arranged down the entire length of the store at one side. It was impossible to get away from the showing made. Everyone entering that store saw those heaters and an attractive card giving the price and outlining the points of merit briefly carried this display along on a high plane.

People Want to See Goods.

In mentioning the arrangement to the manager of the store he stated that they were having great success in the sale of this line and this had been increasingly evident since they got the heaters out on the floor. People want to see the goods we have and the entire arrangement of our store has been made with the idea of satisfying this want.

Cooking Stoves Will Sell.

But apart from the heaters, the question of cooking stoves is engaging the attention of retail merchants now. Already displays of coal oil, gasoline and electric stoves are becoming prominent and the early bird is the one who reaps the benefits in sales of these lines.

In many homes, these lines are used exclusively for cooking, in others the warmer weather is the time selected for their use. It is by no means too early to place the germ in the minds of this latter class that the use of a coal oil, gasoline or an electric stove will do much to relieve the strain of standing over a hot coal or wood fire and once again the question of fuel must arise.

It would appear that there should be a phenomenal demand for cooking stoves which do not consume coal or wood during the coming season and the sales will start almost as early as the merchant's campaign is inaugurated. Already people are looking forward to spring and summer, planning what they shall buy. They are in a receptive state of mind, they are open to suggestions. Bright, newsy advertisements, good, attractive window displays, a suggestive interior arrangement will do much to turn their thoughts towards the lines you have to offer.

Too much emphasis can hardly be placed on the importance of getting these lines before your customers now. Strike early and strike hard. Sell the goods you can supply and don't worry over the lines on which shortage exists. This should be the keynote for the merchants' activities during the present season, and by pushing hard after business sales will be maintained at a high average.



Alumino! Perfection!

OIL HEATERS!

These chilly nights and mornings you will find this just the article for a room where you require heat for a few hours.
Steel Construction. Easy to carry from room to room. Perfectly Safe and Free From Odors. So simple a child can operate and rewick them. Soft Cotton Wicks suitable for these Stoves supplied at all times.

Emerson & Fisher Ltd.

An attractive advertisement which gives real information about the line of oil heaters this firm sells. If there is any weakness in this it is in the omission of the price, a very essential point which should not be overlooked.

MAY MEAN HIGHER PRICES

Government regulation of the oil industry in the United States has been undertaken to aid the industry in every way it can. It desires increased production and is agreeable to higher prices in order that the industry be encouraged.

Higher prices are looked for in the mid-continent field within a short time, as stocks have decreased in 1917 at a rate, it is figured, which will leave no surplus stocks above the ground five years from now. Production in this field during the last five months has fallen off approximately 400,000 barrels.

TAX WASH MACHINES?

It is said that the city engineer in Hamilton, Ont., will shortly recommend the levying of a tax on all owners of washing machines with water motor attachments. Housewives are, of course, the largest users of these appliances.

EVENTS IN THE TRADE

BUSINESS CHANGES

Sarnia, Ont.—Mackenzie, Milne & Co., Ltd., wholesale and retail hardware. Change in ownership reported.

Saskatoon, Sask.—A. Douglas, hardware, is selling out business.

Foam Lake, Sask.—J. Veum, hardware and implements, has been succeeded by Veum & Narfason.

Campbellford, Ont.—Owen & Birmingham, hardware, have dissolved partnership, J. C. Birmingham continuing.

Zehner, Sask.—M. Rosovsky, hardware and implements, has sold out.

Blythe, Ont.—Blackhall & Sons, hardware, have sold out to Wm. Moore.

Sceptre, Sask.—Shields Bros. hardware, have sold to Skisger & Winikof.

Broderick, Sask.—A Battersby, hardware, has sold to Bentson & Olberg.

Benito, Man.—Morse Hardware & Lumber Co., has been succeeded by Benito Hardware & Machinery Co.

Toronto, Ont.—Stewart & Wood, wholesale paints, oil and glass, have been succeeded by Stewart & Wood, Ltd.

Sibbald, Alta.—J. A. McGregor, hardware, is selling out.

OBITUARY

Phillip Grannan, stoves, etc., St. John, N.B., is dead.

Chas. E. Clarke, president and managing director of Clarke & Clarke, Ltd., manufacturers of leather goods, is dead.

FIRE LOSS

Esterhazy, Sask.—W. H. Blyth & Co., hardware, has suffered fire loss.

Mitchellton, Sask.—Business block destroyed by fire. Owners, W. H. Pritchard, hardware store, loss $10,000; R. Jampolsky, store and residence, loss $13,000; H. Jampolsky, residence, loss $3,000.

TRADE NOTES

Hamilton, Ont.—The Imperial Oil Co. has secured a permit for the erection of three tanks and other structures, to cost $62,740.

INCORPORATIONS

Sherbrooke, Que.—Codere & Fils, Ltd., wholesale and retail hardware, etc., have been incorporated.

Hepworth, Ont.—Northern Gas and Gasoline Co., Ltd., has been incorporated. Capital stock is $60,000.

Toronto.—The Elco Bag and Waste Ltd. have been incorporated to carry on business of manufacturers of bags, burlap, waste, etc. The capital stock is $40,000.

Ottawa.—The Ketchum Manufacturing Co., Ltd., has been incorporated to carry on and engage in business as manufacturers, manufacturers' agents, importers and exporters. Capital stock is $40,000.

Aurora, Ont.—Aurora Foundries, Ltd., have been incorporated with a capital of $40,000 to manufacture castings in iron, brass, steel and aluminum and to carry on general business as founders and machinists.

DEATH OF W. H. THOMPSON

The death occurred in New York City of Wm. H. Thompson, formerly travelling passenger agent in Ontario, for the Allan Line steamships, with headquarters in Toronto. The late Mr. Thompson,



Late WM. H. THOMPSON.
Whose death is referred to elsewhere in this issue.

familiarly known as "Bill" in hardware trade circles, had a host of friends in the hardware trade and was for many years associated with various Canadian hardware firms.

Mr. Thompson first started in the hardware business in Port Dover, Ont., about 18 years ago, and later became associated with John Bowman & Co., of London, Ont. His next move was to James Reid & Co. now the Purdom Hardware Co., of London, following which Mr. Thompson again returned to John Bowman & Co. Later he became associated with David Maxwell & Sons, of St. Marys, Ont., following which he joined the staff of the Hobbs Hardware Co., of London, Ont., where he was engaged in various capacities and for a considerable period as a travelling salesman. After leaving London, Mr. Thompson joined the staff of Rice Lewis & Son, Toronto, and later on became associated with the Allan Company.

Since the outbreak of the war, Mr. Thompson became connected with the Allied Shipping Board in New York City, where he died suddenly from pneumonia in his 34th, year. The funeral was held at Port Dover, Ont., where Mr. Thompson's parents reside.

MONTREAL NEWS NOTES

W. G. Harris, Sr., president of the Canada Metal Co. of Toronto, was a Montreal visitor last week.

W. A. C. Hamilton, representing the Consumers Cordage Co. of Montreal, was in Toronto last week for a few days.

Jos. Dowling, president of the firm of Caverhill, Learmont and Co., is again at his desk after a somewhat protracted illness.

Mr. Hunter, representing the Wentworth Brass Co., Ltd., of Hamilton, was a Montreal visitor this week in the interests of his company.

A. W. Poole, of McArthur Irwin, Ltd., Montreal, spent several days last week in Toronto, Hamilton and other Western Ontario points.

Mr. Rudden, representing the Union Hardware Co. of Torrington, Conn., was a visitor to Montreal this week in the interests of his firm.

J. A. Hossack, sales manager Lufkin Rule Co. of Windsor, Ontario, was a visitor to Montreal on Wednesday on his way west from the Maritime Province.

W. Leslie, president of the firm of A. C. Leslie and Co., metal importers, of Montreal, spent a few days in Toronto last week.

Wm. Starke, president of Starke-Seybold and Co., wholesale hardware merchants of Montreal, was in New York last week for several days and returned at the end of the week.

TAKES UP SPECIAL ADVERTISING

Stanley C. Morse has withdrawn from the managing directorship and control of the Miller-Morse Hardware Co., Winnipeg, Man., in order to devote his entire energies to special advertising on his own account. From reports at hand Mr. Morse is meeting with success in his new field.

L. C. Marr assumes the post of general manager, and states that it is his sole aim and object to continue to add to and build on the foundations laid by Mr. Morse.

MARTIN SENOUR TO RESUME MARITIME SERVICE PROMPTLY

The Martin Senour Co., Ltd., whose Halifax warehouse was totally destroyed by fire last week, have arranged for immediate service from temporary quarters. Premises and stock were almost totally destroyed. The loss was largely covered by insurance. The fire occurred at a most inopportune time as there was in the Halifax branch an almost complete stock to take care of the later spring business. Owing to the recent great disaster, it has been found hard to secure premises even of a temporary nature. Arrangements are being made whereby the Maritime trade will be served promptly and new stocks are already in transit. All urgent orders are in the meantime being filled from Montreal. Mr. A. T. Black, general manager of the company, who has just returned to Montreal from Halifax, stated to HARDWARE AND METAL, that fortunately the majority of spring stock orders of Maritime customers which had been sent on to Halifax for transhipment had been transhipped from the warehouse there prior to the fire. The approximate value of the stock destroyed was $40,000.

TO OPEN LONDON BRANCH

T. S. Simms & Co., St. John, N.B., are opening an office and warehouse at London, Ont., in charge of H. B. Agnew. A complete stock of the company's product will be carried in the London branch.

TO HANDLE CROWN DIAMOND PAINTS

Stewart & Wood, Ltd., Toronto, have been appointed distributors for Crown Diamond paints in the province of Ontario west of Hastings county. A complete stock of Crown Diamond paints will be carried in Toronto by Stewart & Wood. Crown Diamond paints are made by McArthur Irwin, Ltd., Montreal.

CORDAGE PLANT ON COAST

South Vancouver is to have an important addition to its industrial life in the form of a rope manufacturing plant, the International Cordage Co. of B. C., a company recently incorporated in this province with American capital, having signified its intention of locating within the limits of the municipality if certain concessions are secured from the council. The promoters have already taken options on property in South Vancouver upon which the buildings, it is stated, will cover six acres. If negotiations are finally carried through the plant will have a minimum capacity of 10,000 pounds of cordage per day, equipment for an output of 15,000 pounds per day. The plant will require the expenditure of $250,000.

MANUFACTURERS SUFFER LOSS

It is estimated that the Sheet Metal Products Co., Toronto, has had its plant damaged through the Don flood to the extent of $50,000. Cameron and Campbell suffered about $250 damage.

VETERAN HARDWARE MAN PASSES

James Reid, Buyer for Caverhill, Learmont & Co., Passes Away in Montreal

On Monday evening, Feb. 23, James Reid, buyer for the firm of Caverhill, Learmont and Co., died at his home in Montreal.

Since last November, Mr. Reid had not been well and was, in fact, very ill for many weeks. It was thought that he would be able to resume his duties again this spring, however, but a relapse overtook him and he was unable to stand this strain.

For over fifty years, Mr. Reid saw service with the above firm. He was widely known from coast to coast and



The Late JAMES REID
Former buyer for Caverhill, Learmont & Co., Montreal, dies at age of 73.

through an interesting personality he was able to readily make friends, of which he had many. He was 73 years of age.

In speaking with his old firm, Mr. Jos. Dowling stated that Mr. Reid was recognized as one of the best authorities in the hardware trade and that in many respects he was conceded to be a leading exponent of the old school, when facts were thoroughly mastered.

The funeral, which was held from the family residence on Wednesday afternoon, was largely attended by the representative hardware men of the city, in token of the respect held for Mr. Reid. The service was presided over by his old pastor, the Rev. R. W. Dickie and Rev. I. A. Montgomery. Besides a widow and six daughters, Mr. Reid leaves two sons.

OPEN AN AUTO ACCESSORY DEPARTMENT

Great West Electric Co., Ltd., Winnipeg, Will Add a Complete Assortment of Automobile Accessories to their Present Stock

The Great West Electric Co., Ltd., Winnipeg, Man., recently announced an important development in connection with their business, namely, the establishment of an automobile accessory department. It is their intention to house this in their present quarters at 61-63-65 Albert Street, but to be a department absolutely distinct from the electrical end. The new department will, it is said, be in charge of men who have had wide experience in this class of business.

The Great West Electric Co. have been handling a limited number of automobile accessories, such as batteries, spark plugs, automobile lamps, and many other lines which properly could be handled in the electrical department. This connection with accessories was enough to convince them that this line would assume large proportions within a few years, hence their decision to open a new department with a full stock, from wrenches to automobile tires.

J. G. Smith, general manager, is now on a trip to New York and Chicago arranging for new lines. Much of their stock it is said, has been bought, and will be in the hands of their travellers in a few days. It is the intention of this company to cover Western Canada with a staff of five travellers.

This company state they have made it a point to fill and despatch orders the day received, and that the same service will be one of the features of the new accessory department.

TORONTO BICYCLE ASSOCIATION MEETS

Walter Rinck, secretary of the United Cycle Trade Directorate, was in Toronto, February 27. An executive meeting of the Canadian Bicycle Dealers' Association was held in the morning for the discussion and adoption of many important measures referring to the organization in the Dominion. This was followed by a luncheon at the Carls-Rite Hotel, which was attended by many dealers of Toronto and outside centres, as well as by officials and salesmen of numerous manufacturing and jobbing houses. At this gathering the officers of the Canadian Bicycle Dealers' Association outlined plans for close co-operation between the retail and wholesale jobbing interests for the development of the association movement across Canada and for the mutual boosting of the bicycle business. Suggestions were made for various details in connection with the third annual bicycle week in Canada, to be observed from May 4 to 11.

Later in the day the Toronto dealers got together to organize a real local trade organization. In this work they were assisted by officers of the Canadian association and by out-of-town delegates.

CATALOGUES and BOOKLETS

Wells' Self-Opening Die Book

The Greenfield Tap and Die Corporation, Greenfield, Mass., have issued a 24-page book descriptive of the Wells self-opening die. Illustrations of the die in action and in sections adorn the pages, and they are explained by descriptions, which it is said are just as non-technical as possible for the sake of the laymen, but at the same time interesting to the engineer. Copies will be mailed on request.

Catalogue of Hardware Store Fixtures

A most attractive catalogue of hardware fixtures has been issued by the Duluth Show Case Company, Duluth, Minn.

From the standpoint of make-up, workmanship, illustration, and copy this book appears complete, and should prove of value to the merchant interested in the problems of displaying merchandise.

The book is of the loose leaf type, staple bound between attractive covers, is printed on a high grade of calendared paper, and is filled with more than one hundred two-color reproductions from actual photographs of the hardware display cases of different styles, sizes and types which the company manufactures.

The necessity of modern fixtures is



A. J. WRIGHT.
Hamilton, Ont., elected 1st Vice-president Ontario Retail Hardware and Stove Dealers' Association, at their convention in Hamilton last week.

treated in the fore part of the book. Immediately following is a discussion of the general details of construction of this line of sectional hardware store fixtures. It is said an interchangeable unit system is the feature of the products of this company.

More than one hundred pages are devoted to illustrations in two colors of various combinations of these several separate units, revealing modern methods of displaying all the various lines which are included in the ordinary hardware stock. The list of units which comprise each complete combination shown is given. Store ladders and floor show cases are also illustrated, described and priced.

SOME VIEWS ON CONVENTION

(Continued from page 33.)

"With reference to getting our clerks to attend, I most heartily approve of this step. Every clerk, every boss, who can possibly get there should attend conventions of the type just held, and if the officers continue to build on the foundations laid this year, there is no doubt the membership and attendance will increase materially.

* * *

Another view from the jobbers' standpoint was secured, and this representative stated that he considered the convention very successful. "It would seem that at last they have come down to the right basis, and my suggestion would be to follow up closely and enlarge on the program of this year. Not only do the retailers want to see the convention a success, but they want to make it bigger and more representative. This latter is only possible of course when a good program is given, and by following up the start made this year this association can be built up to a splendid level.

"I would think that every merchant would endeavor to have his clerks attend. The suggestion made that the clerks be in attendance is a good one. They are the salesmen in whom the merchant puts his trust, and the more knowledge they have on business conditions and how business should be conducted will undoubtedly result beneficially to the employer.

I would say that the convention, as conducted this year, gave the retailer the information he wanted, and by building along the lines adopted this year the association should grow to more representative proportions."

MONTREAL SPORTING GOODS MEN ORGANIZE

The formation is announced of an organization of dealers in bicycles, motor cycles and sporting goods. An exhibition is being planned for April 20-27, the proceeds to be for patriotic purposes.

The show, which is expected to be an annual affair, will include exhibits of sporting goods of all sorts, bicycles of every description, motor cycles, motor boats, engines and accessories. There will be concerts twice daily by a military band, with vocal solos. The decorations will be on a patriotic plan based on the colors of the Allied nations. The entire gate receipts will be given to patriotic societies, and each organization benefitting will have charge of the ticket arrangements for its particular night.

OCCUPY NEW QUARTERS

The H. W. Johns-Manville Co., have moved into a new building at their St. Louis branch. The new building has six floors and basement, and is equipped with separate elevators for passenger and freight service. It is said show windows running across the front and along one side provide the basis for good displays.

It is said all parts of the building are bright and well ventilated, enabling the employees to work under favorable conditions.



E. J. WANLESS.
Chatham, Ont., elected 2nd Vice-president Ontario Retail Hardware and Stove Dealers' Association, at their convention in Hamilton last week.

HARDWARE LETTER BOX

Manufacturer of Fire Bells

E. Brink & Co., Mossbank, Sask.—Can you pass along our request for quotation on fire bell to the manufacturer?

Exeter Manufacturing Co., Exeter, Ont., Gould's Manufacturing Co., Seneca Falls, N. Y.; Adams & Westlake Co., Chicago, Ill.; McShane Bell Foundry, Baltimore, Mr.; Bevin Bros., Mfg. Co., East Hampton, Conn.; J. B. Foote Fdry Co., Fredericktown, Ohio; Cincinatti Bell Fdry. Co., Cincinatti, Ohio; Vanadium Metal Co., Pittsburg, Pa.—Editor.

Tacks for Auto Upholstering

Dakin Bros., Digby, N.S.—Will you please advise jobbers of enameled button tacks for auto upholstering?

Cutten & Foster, 302 Church Street, Toronto; Griffin & Sadler, 107 Church Street, Toronto.—Editor.

Manufacturers of Screen Doors

J. F. Guite Ltd., Maria, Que.—Kindly furnish us with the names of manufacturers of wire screen doors.

Kasement Skrene Dore Co., 98 Kingswood Road, Toronto: Ham & Nott Ltd., Brantford, Ont.; Sanderson, Harold Co., Paris, Ont.; Tobin Mfg. Co., Bromptonville, Que.; Paquet & Godbout, St. tonville, Que.—Editor.

THE CLERKS DEPARTMENT

INTO BANKING FROM BASEBALL DIAMOND

Charles H. Sabin, Head of World's Largest Trust Company, Might Have Been a Miller But For His Ability as a Pitcher.

A HARD-HEADED trust company president, chary to praise and quick to censure, was talking some years ago about matters in Wall Street, and mentioned Charles H. Sabin, then a vice-president of the Guaranty Trust Company, in its quarters on Nassau Street. "There is a young man to keep your eyes on," said the speaker. "I did not like him until we found ourselves lined up on opposite sides in a reorganization fight. Since then I have counted him a valued friend. He won my respect because he showed me he always wanted to do the fair and straightforward thing. If he does not become a leader down here I am a bad judge of character." The speaker did not make a bad prediction according to the New York Annalist:

As matters turned out, the speaker did not make a bad prediction. Make up a list of the five bankers who have exercised the greatest amount of influence in financial matters in recent years, and Mr. Sabin will be accorded a place in the group. His rise has been phenomenal. Thirty years ago he was kicking around a small New England village, wondering where he could get a job, since he did not have money enough to go to college, although there was a famous old institution within five miles of his home. To-day he is the head of the largest trust company in the world, whose influence is so great that its decision to enter the Federal Reserve system has already proved the deciding factor in bringing about a general movement of State banks into the Federal system. Best of all, Mr. Sabin has not lost any of his human qualities in the course of his rise. The traits that marked him in his boyhood days still predominate. He has a great capacity for friendship, which does not differentiate between the man who earns $2,500 a year and the one who makes $25,000.

If Mr. Sabin had not distinguished himself on the baseball diamond as a youngster he might be the head of a milling business to-day, and the banking world would be that much poorer. He was born on Aug. 24, 1868, in a baseball country, the son of a hotel and livery man in South Williamstown, Mass. He went to school in his own village, attending Greylock Institute, the Alma Mater of Henry P. Davidson and a number of other men who have become nationally famous. At every opportunity he played ball, and when he left home to find work, after being graduated from Greylock in 1885, his family, not having means to send him to college, he carried his uniform and glove along. He located in Albany, about twenty-five miles west of Williamstown, and went to work under Henry Russell, who had a flour business there.

Amateur baseball was raging in Albany, and a keen spirit of rivalry had



A Gentleman of First Consequence.

The importance of the hardware merchant was the theme of an article "Monthly Reflection on Life Without Servants," by Harold Begbie in "The Quire," England.

developed among the city teams. The National Commercial Bank was a contender for honors, but had a team that was weak in the pitching department. The captain knew where he could get a good pitcher, but the league rules were framed to keep out "ringers." On the eve of an important game he went to the president of the National Commercial and arranged that a job should be given to "Charley" Sabin. The pitcher was released from the flour business forthwith and hastened to the bank, where he stood in a bookkeeper's cage for the remainder of the afternoon to qualify as a bona fide bank employe. History does not record whether or not he saved the game for his team on the following afternoon, but either he pitched good ball or took a greater interest in his bank work than he was expected to, for he remained with the National Commercial Bank for some months, and then joined the staff of the Park Bank. He left there to go to the Albany City Bank, which was afterward merged with the National Commercial, so that he returned to his original institution, where he was a vice-president and general manager from 1902 to 1907.

In the latter year, made memorable by the worst banking panic this generation has experienced, and with weak institutions toppling over following the collapse of the United Copper pool and the attendant disclosures of the activities of Morse, Heinze, and Barney, Mr. Sabin came to New York to open a new national bank. A less auspicious time could not have been chosen, but with the backing of John D. Ryan and other influential friends, the National Copper Bank not only survived the panic but added to its deposits as the trouble ran on. Mr. Sabin remained president of the institution for the two years of its life, and in 1909 it was merged into the Mechanics and Metals. Mr. Sabin went over to the enlarged bank as vice-president.

The Guaranty Trust Company, formerly the Morton Trust Company, had been gaining in strength and prestige under the administration of Alexander J. Hemphill, and in 1910 Mr. Sabin was invited to become a vice-president. In less than five years more Mr. Hemphill was made chairman of the board, and Mr. Sabin succeeded him. In twenty-six years Mr. Sabin has risen from the lowest position in a bank to one of the highest.

The Guaranty had outgrown its quarters in the Mutual Life Building and erected a costly new eight-story home at 140 Broadway, where it had about a third of its space to rent to other tenants. The expansion of the bank's business was much more rapid than the architects had been led to provide for, with the result that the tenants were compelled to vacate with the expiration of their first leases to accommodate the steadily increasing number of bank employees. When the Chase National moved out of the Clearing House Building to the rear of the Guaranty on Pine Street, the trust company took over those quarters, and when they became crowded it was necessary to begin the erection of a new annex on Cedar Street. A connection is now being cut through the back of the main banking floor to reach the new building. The room originally designed for the bond department will be divided into private offices for the chairman and president. It is not likely, however, that Mr. Sabin will make much use of his new office.

He has always occupied a desk on a platform near the front of the bank, where customers and employes could walk in upon him unannounced. How he sees the number of people that call upon him each day, and still have time for all of his correspondence and directors' meetings is a puzzle. His mind works with the speed and precision of an adding machine; he goes directly into each question that is laid before him, and he has a wonderfully efficient organization of the departments of the bank to clean up all of the routine. He has an even disposition that goes with perfect health, and he never allows himself to become irritated under any ordinary provocation. When he has done a week's work in four days he escapes to Southampton to play golf or polo. He has long since dropped baseball, but he has never given up active participation in some form of athletics. Perhaps that is why, at the age of 49, he radiates vitality, enthusiasm, and good humor. In the heart of a district where gloom and optimism succeed one another every few hours, he never appears discouraged. A humorous expression always lurks in his eyes, and while he can be deadly earnest on occasion, he much prefers to smile. He believes in the United States, the Guaranty Trust Company, and Charles H. Sabin, and is always going after new business on that platform.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

SANITARY SINK FLUSHER

The Sanitary Sink Flusher is used in hospitals and, it is said, recommended by physicians for sink sanitation. This little device will, it is stated, keep drain pipes in a sanitary condition, eliminate



The Sanitary Sink Flusher.

all foul odors and prevent disease, by forcing all germ-breeding matter down through the drain-pipe.

It is claimed that by means of water-pressure clogged sinks can be cleared instantly; the Sanitary Sink Flusher is easily attached to any sink, wash basin, or bath tub and can be operated by any housekeeper; it supplies a splendid method of clearing clogged drain-pipes.

These are made by the Sanitary Sink Flusher Co., Elmira, N.Y., and are being distributed in Canada by J. E. Beauchamp & Co., Montreal and P. A. C. McIntyre & Co., Winnipeg, Man.



Van Sicklen Speedmeter.

VAN SICKLEN SPEEDMETER

The Canadian Fairbanks-Morse Co., Montreal and branches, are marketing in Canada the Van Sicklen Speedmeter. This instrument, it is said, indicates speed-per-hour on a scientifically correct basis.

In the make-up of these instruments, it is said, there are virtually but three moving parts, the two gears in the air-circulator and the dial; fiction has been reduced to a minimum; the dial is pivoted in jewels of a virtually indestructible nature; the air-circulator gears are subjected to no strain and are so designed as to enmesh and operate without wear.

It is said legibility is the keynote of construction as the speedmeter may be read as easily from the rear seat of a car as from the driver's seat; the case is steel, coated with a heavy black enamel and the dial and odometer figures are all lithographed directly upon these parts.

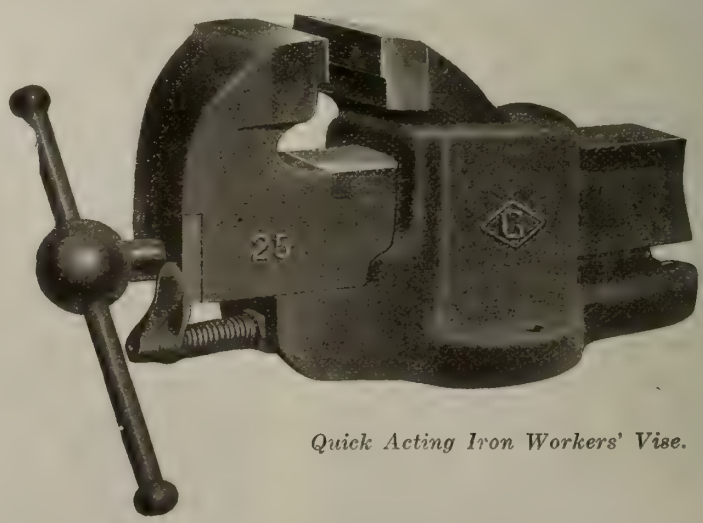
It is stated that the Van Sicklen Speedmeter is not affected in operation or appearance by climatic changes, and that vibration of the most violent sort causes no fluctuation in its indication. This speedmeter is made by the Elgin National Watch Co., in its plant at Elgin, Ill., for the Van Sicklen Co., 14 Chicago St., Elgin, Ill.

QUICK-ACTING VISE

The Canada Foundries & Forgings, Ltd., James Smart plant, Brockville, Ont., and Winnipeg, Man., have placed on the market a quick-acting ironworker's vise.

It is said there is a releasing device which permits the jaws being pulled out and placed in position by hand in place of the old method of working the screw to get the proper opening; this means quickness of operation.

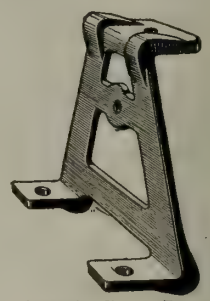
The vise has stationary base and the jaws are steel-faced and milled. The jaws are 3⅝ inches wide, opening out 5¼ inches. The weight of the vise is 50 lbs.



Quick Acting Iron Workers' Vise.

CRANK CASE REPAIR ARM

The Hudson Motor Specialties Co., Philadelphia, Pa., are now marketing the Hudson crank case repair arms for Ford cars. It is said that crank case repairs



Hudson Crank Case Repair Arm.

are difficult, expensive and time-consuming. The engine must be taken out of the chassis, torn apart to make the repair, and then have a new arm riveted.

However, all this is now done away with; in its place it is said you have a simple, quickly executed action, and you are ready for work in a tenth of the time. All you need do now it is claimed is to loosen three bolts, slip the Hudson Repair Arm in place and tighten! This is said to be a great time saver.

VENEER CHAIR SEATS

J. E. Beauchamp & Co. are now manufacturing a line of veneer chair seats in various sizes and shapes. The manufacturers claim that in the preparation of these seats a vegetable glue is used and it is said to possess many good qualities in work of this kind. J. E. Beauchamp & Co. are located at Montreal.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

CHANGES in wholesale hardware markets have been in a steadily upward direction during the week. In view of the conditions in raw materials and in the labor market where prices are high there does not seem any prospect of a downward revision to any considerable extent in the near future. High prices have had the effect of curtailing consumption in some instances and manufacturers are now inclined to ask higher prices only when there is no other way out of the dilemma. This curtailment of consumption is acting as a steadying factor in the markets.

The situation with respect to importation of steel sheets from the United States has cleared up somewhat during the week. It is now apparent that the lighter gauges of sheets are to be allowed to come forward as they have in the past, the embargo applying only to No. 10 gauge and heavier. Confusion was caused in some quarters over the recent railway embargo in the United States which prevented the shipment into Canada of all goods in value $100 and over. This was only a temporary measure, however, to relieve congestion. The basis for the report that all steel sheets were again on the embargo list in all probability had its origin in this temporary railway embargo. It is understood that this embargo has now been raised.

The embargo on movement of goods has been raised by the three Canadian railways and goods held at border towns in transit from the United States are now being distributed more freely. With the opening of navigation conditions are expected to show rapid improvement.

Advances have been fairly numerous during the week and include such lines as washers, stoves and ranges, furnaces, latches, door pulls, barn door hangers, blind hinges, saw vises, carpenters' clamps, cattle leaders, chest handles, roofing pitch, certain sizes of wrought pipe. Announcement of prices on binder twine are expected in the near future and will probably be in the neighborhood of 7c per pound higher than the opening price last year. Linseed oil holds in strong market at the big advance recorded last week. Business with wholesale houses has been seasonably good.

MONTREAL MARKETS

MONTREAL, Feb. 28.—Price changes are somewhat limited and a routine amount of business is being done. Country orders are the most in evidence, city trade being confined to a somewhat small compass. Changes include advances on washing machines, on which the discount has been reduced to 40 per cent. from 45 per cent.; on certain lines of saws, trowels, etc.—the advance being about 10 per cent.; the larger sizes of tire chains, tail and side lamp glasses, automobile oils, etc. Tin has been in a firming market and lead is strong. Black sheets have been reduced locally, and this is probably due to the fairly quiet condition of the markets more than to any other cause. Old materials are still firm. It is stated that stoves are likely to reach higher levels for next fall and that an advance of probably ten per cent. will be made. The outlook for business as indicated among the jobbing trade is good.

Various Lines Of Saws Are Advanced About 10%

Montreal.

SAWS, SAW HANDLES, BUTCHER SAWS.—There has been a movement to higher levels for certain lines of saws and saw handles. The Disston line of hand and rip saws, trowels and compass saws and saw handles have been advanced about ten per cent. A like advance has been made in the prices of the Shurley & Dietrich line. In butcher saws the following prices are quoted: No. 2 x 22, $19.50 per doz.; No. 2 x 24, $20.75. Kitchen saws of this make No. 7 are quoted at $8 per doz. and No. 10, $5.80; No. 19 x 14 compass saws are selling at $4, the former price being $3.60.

Washing Machines Have Been Moved Up

Montreal.

WASHING MACHINES.—Advances have been put into effect on washing machines through a revision of the discount. The former discount of 45 per cent. has been reduced to 40 per cent. and will apply to the lines shown elsewhere in the current market quotations. Materials and cost of labor and factors such as higher prices for paint and kindred materials have contributed in making this advance necessary.

Advances Are Made In Prices Of Automobile Oil

Montreal.

AUTOMOBILE OILS. — Advances have been made in the prices of Crew Levick auto oils which will affect the product in tins as well as in the larger packages, including barrels. Part of the increase is attributable to the cost of containers and other advances for raw materials have also added to this increase. The approximate advance is twenty per cent.

Tire Chains Advance, Also Tail And Lamp Discs

Montreal.

TAIL LAMP DISCS, TIRE CHAINS, ETC.—The larger sizes of tire chains have been placed on a new list which is effective on March 1. This covers the Dreadnought line and some of the new prices are as follows:—34 x 4, $6 per set; 36 x 4½, $7; 35 x 5, $7.50 and 37 x 5, $8.50. Tail and side lamps are also advanced about 10 per cent., effective also on March 1. A very stiff advance of 50 per cent. is also placed on McKinnon tire holders and automobile chairs, this being caused by the advances in seat material and the better grade of materials used in the chairs and tire holders.

Wire Nails And Wire Are Firm At Recent Changes

Montreal.

NAILS AND WIRE.—Jobbers are receiving a fair number of orders for delivery as soon as navigation opens and many lots will go forward early. Just at the present time there is very little movement for large quantities and the business is confined to the sorting of stocks. Most of the orders that are received come from country points, where

a general healthy tone seems to prevail. Standard wire nails are selling on a base quotation of $5.25 and cut nails at $5.60. The base price for smooth steel wire is still $6.25 per 100 lbs.

Iron And Steel Bars Steady And Unchanged

Montreal.

IRON AND STEEL.—Routine trading is the feature of the market and prices are holding without change. Orders from the country are coming to hand fairly well and the city trade is rather quiet. Locally, there is just the usual interest that maintains at this time of the year. With a noticeable improvement in the coke and pig iron industry in United States points it is likely that deliveries of material may be expected to improve in the next few weeks.

MONTREAL—	
Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20-0 21

With Pig Lead Strong Products Are Firm

Montreal.

LEAD PRODUCTS.—In view of the fact that lead is firm and stronger, the various manufactured lines are maintained at last week's quotation but are unchanged. Seasonable business prevails and plumbers are using fair quantities of specialties for repair work and odd jobs. Solder is firm but without change and zinc also has been held in a steady market with trading fair.

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.	0 14	
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 12½	0 13
Lead sheets, 4 to 8 lbs. sq. ft.	0 11½	0 12½
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, strictly, lb.	0 47	....
Solder, commercial, lb.	0 45	....
Solder, wiping, lb.	0 42	....
Zinc sheets, casks	0 26	0 30
Do., broken lots	0 28	0 32

Rope Holds Firmly And Changes Uncertain

Montreal.

ROPE AND CORDAGE.—The local situation has held without change during the week. It is stated that the likelihood of lower prices is remote. Importers and manufacturers seem to be in a questioning mood as to the effect of schedules across the line and are confident that if there is no advance that the prices will hold as at present. It appears that prices have been named on hemp but that these will first have to receive the consideration of the government and its approval before they can be considered to be "fixed." Trading locally is fair and a good movement is anticipated in the near future, as soon as traffic is easier.

Better Tone To Old Metals In All Markets

Montreal.

OLD MATERIALS.—In the outside as well as in the local markets there is a good tone to the market for old material. This is particularly manifest in the scrap steel market which has reflected the effects of recent price fixing for certain grades of machinery scrap and melting steel by a revision of differentials on the part of the American Iron and Steel Institute. The position with regard to copper and brass scrap is one of firmness in view of the absorption of such large quantities of copper by the United States government for the new ship building program. It is stated that one hundred million pounds will be required for these operations. Locally there is a firmness to the market for most of the old materials and prices are unchanged.

MONTREAL—		
Tea lead	$ 0 05	....
Heavy lead pipe	0 06¼	0 06½
Yellow brass	0 13½	0 14
Red brass	0 20	0 21½
Light brass	0 08	....
Scrap zinc	0 05½	....
Heavy copper	0 22	0 23
Wrought iron, No. 1, per gr. ton	25 00	....
No. 1 machinery scrap	27 00	....
Heavy melting steel	18 00	20 00
Pipe scrap	15 00	17 00
Stove plate, per ton	17 00	19 00



The Peace Crusader.
—John Bull.

Old rubbers, boots and shoes.	0 08	0 08½
Overshoes, lumbermen's rubbers boots	0 07	....
Bicycle tires	0 04¼	....
Auto tires	0 04½	0 05½
No. 2 busheling	....	13 00

Black Sheets Decline One Dollar Per Hundred

Montreal.

SHEETS AND PLATES.—The interesting feature of the local market this week is that of reduction made on black sheets. These are marked down from $1 to $1.05 per 100 lbs. and the range is narrower as shown below, as compared with prices prevailing for recent weeks. In view of the general situation regarding deliveries and the difficulty of securing new supplies it is interesting to note these lower prices just now. Lower prices are probably made with a view to greater liquidation of stocks. Galvanized sheets hold unchanged and copper sheets are based at 44c per lb. for the 19 gauge—the base size, equal to 32 ounce.

BLACK SHEETS—		100 lbs.
10 gauge	$8 00	$11 50
12 gauge	8 65	10 50
14 gauge	8 80	7 90
16 gauge	9 00	8 00
18-20 gauge	9 25	7 80
22-24 gauge	9 40	7 85
26 gauge	9 45	7 90
28 gauge	....	8 00
10¾ oz. (28 English)	10 55	10.75
GALVANIZED SHEETS—		
10¾ oz.		$10 00
28 ga.		9 65
26 ga.		9 25
22 and 24 ga.		9 05
20 ga.		8 85
18 ga.		8 85
16 ga.		8 70

Coal Oil And Gasoline Hold At Unchanged Prices

Montreal.

COAL OIL AND GASOLINE.—There is a fairly good demand for coal oil and the prices are maintained here. The high prices for and the scarcity of crude supplies in the United States market have not in any way affected the local market and changes are not anticipated by the local importers and refiners. Gasoline sales are increasing in the States and will soon be in greater volume here in a few weeks, undoubtedly. In the meantime a fair volume of trade is passing in both oil and gasoline. Coal oil is selling at 17 cents per gallon for Royalite and at 20c for Palacine and Electroline. Gasoline is 32½c per gallon.

Prices Of Stoves Hold, But An Advance Likely

Montreal.

STOVES AND RANGES.—There is a fair amount of business, considered in the light of seasonable demand and retail dealers are ordering what they want from week to week to replace stock sold. There is a tendency in some quarters to advance prices but this will probably not be effected for the immediate present Orders are being filled on the basis of the recent advances that were made but it is very probable that the 1918 fall prices will be higher and these may represent ten per cent. increase over ruling prices to-day. There is a good outlook for the trade during the coming season.

Enamelled Ware And Kindred Lines Moving

Montreal.

ENAMELLED WARE AND GALVANIZED WARE.—There is a fairly good amount of business in these lines which is reported as being much better from the country than from city trade. Farmers seem to be buying freely and the country dealer should be taking advantage of his position to cultivate and expand business in his centre. There are no changes for the week but prices are maintained firmly. In viewing the general state of the markets and the delays that are occurring now the jobbers and manufacturers expect that orders will be placed earlier than usual.

Ingot Tin Is Strong; Will Copper Be Scarcer?

Montreal.

INGOTS.—The interesting feature of the week is that of tin, which is again in a strong position. Lead also is very firm and is tending to higher levels. The absorption of large supplies of copper

will probably leave little for regular needs.

COPPER.—Interest in copper is just moderate and the volume of business has not been great. Supplies are fair although not heavy. Prices are unchanged at 33c to 34c per lb.

LEAD.—There is a firm tone again to the lead market and while local quotations are unchanged there is a strong tone with tendencies to higher levels. Advances have been made again by the Trust, and the price is now $7.25 in New York.

TIN.—One of the interesting features of the week, that will be serious if confirmed, is that of the withdrawal of licenses for the import of tin. This has been suggested and advices to this effect have been received, but with the receipt of fuller particulars it is hoped the news will have been discounted. In the meantime there is a strong feeling and prices are quoted at from 85c to 90c per lb. The New York market is firm.

SPELTER.—The supply is reported as lighter and trading is small. The price range still is at 10½c to 11c per lb.

ANTIMONY.—Very quiet in the local market. In the U.S. market there is a firmer tone and this has been brought about through government buying. The local price remains at 19c lb.

ALUMINUM.—A firming tendency is noticeable which is in sympathy with New York tendencies. Prices are firmer at 55c to 57c lb.

TORONTO MARKETS

TORONTO, Feb. 28.—Wholesalers in some instances have noted a disposition on the part of some retailers to cancel orders which had been on the books of wholesalers for several weeks. These goods are about ready to be shipped by wholesalers. Apparently the cause operating to induce retailers to make these cancellations is the belief that lower prices may prevail during the coming months. Wholesalers assert that so far as they are able to judge there is no chance of a general movement toward lower levels. Manufacturers are now working on high-priced materials, and there does not seem much chance of a recession in prices of raw materials in the near future. This feeling on the part of retailers seems to have no real justification, according to the wholesalers. There is every indication, however, that with the demands for commodities of all kinds in the conduct of the war there is likely to be difficulty in getting deliveries. Price changes have invariably been in the upward direction during the week. Business is reported seasonably good.

Discounts On Washing Machines Have Changed

Toronto.

WASHING MACHINES. — Higher prices on washing machines have been made effective through the changing of discount from 45 per cent. to 40 per cent. The advance is approximately 9 per cent. List prices on these machines remain unchanged, and will be found in current quotations. Increasing labor costs and costs of raw materials are given as the main reasons for the advance in price.

Roofing Pitch Advances 5c Per Hundred

Toronto.

ROOFING MATERIALS.—An advance of 5c per hundred pounds has been made effective in roofing pitch, which now makes the price 80c per 100 pounds in carload lots, and 85c to 90c in smaller lots. This is the first advance to be recorded in this commodity for a considerable time past. Coal tar is holding steady in price at $5 to $5.50 per barrel. Ready roofing is also holding in steady market.

Barn Door Latches And Door Pulls Go Up

Toronto.

LATCHES, PULLS.—An advance of approximately 10 per cent. has been made effective in Taylor-Forbes line of goods. Two commodities to be affected are barn door latches and door pulls. No. 9 barn door latches are now quoted at $4.50 per dozen in some quarters. Japanned door pulls No. 275 are also selling at higher prices, new quotation being 65c per dozen.

Barn Door Hangers And Stay Rollers Up 10%

Toronto.

HANGERS, STAY ROLLERS.—Increase in the price of Stearns' barn door hangers to the extent of approximately 10 per cent. has been made. Four-inch is now quoted at $9.35 per dozen, and 5-inch at $12.60 per dozen. Prices for barn door stay rollers are as follows: No. 1, $2.60 per dozen; No. 2, $1.95 per dozen.

Blind Hinges And Saw Vises Go Higher

Toronto.

HINGES, VISES.—Higher prices have been announced on blind hinges and saw vises, increase amounting to approximately 10 per cent. No. 1 blind hinge is now quoted in some quarters at $1.65 per dozen, while No. 3 is quoted at $2.70 per dozen. Saw vises, No. 80, are now quoted at $7.45 per dozen, and No. 81 at $12.65 per dozen.

Carpenters' Clamps And Cattle Leaders Up

Toronto.

CLAMPS, LEADERS, CHEST HANDLES.—An advance in the price of carpenters' clamps in the neighborhood of 10 per cent. has made the following prices effective: No. 13, $4.90 dozen; No. 14, $6.10 dozen; No. 15, $6.90 dozen; No. 16, $7.95 dozen; No. 18, $10.20 dozen. No. 32 cattle leaders are now quoted at $1.35 per dozen. Japanned chest handles is another of the lines to show an advance in price. No. 1205 by 3½ in. is quoted at $2.45 dozen, and No. 1205 by 4 in., at $3.40 per dozen.

Ruby Lantern Globes Showed Higher Range

Toronto.

LANTERN GLOBES.—An advance of approximately 10 per cent. has been made effective in some quarters for ruby lantern globes, common type, new price being $4.50 per dozen in small lots, or $3.80 per dozen in gross lots. Short ruby lantern globes hold unchanged, price being quoted in one quarter at $3.75 per dozen in small lots and $3.25 per dozen in gross lots.

Gas Toasters And Ice Cream Dishers Up

Toronto.

TOASTERS, DISHERS.—An advance of 15c per dozen has been made effective on the Androc gas toaster, making the selling price now $1.50 per dozen. Gilchrist ice cream dishers show an advance of approximately 10 per cent, new prices prevailing being as follows: No. 30, $2 each; No. 31, $1.90 each; No. 33, $2.25 each.

Hydrometers Advance 25 Per Cent. On List

Toronto.

HYDROMETERS.—An advance of 25c on list price of Break Not hydrometer syringes has been made effective, new list price being $1.25. During the year there was a decline of 25c in the original list price, so the increase now restores the original price. This instrument is designed for use in testing storage batteries. The larger sized shop hydrometer holds unchanged in price at $7.80 each list price. Parts for instruments are quoted as follows: Hydrometer float for Break-Not, 40c list; glass jar, 30c list; extra bulb, 45c; extra tips, 30c. Discounts: Less than 12, 25 per cent.; quantities of 12, 30 per cent.; quantities 48, 35 per cent.

Magneto Terminals And Lamp Receptacles Advance

Toronto.

AUTO ACCESSORIES.—An advance of approximately 33 1-3 per cent. on list price of magneto terminals has been made effective. New price is 20c per dozen, former price being 15c. dozen. This terminal is made of brass designed to be forced into end of cable and wire slipped under loop and soldered. Porcelain lamp receptacles also show a substantial advance on list prices, miniature size is now quoted at 20c each list, and candelabra at 25c each list. Magneto terminals are subject to following discounts: Less than 500, 25 per cent.; 500, 30 per cent.; 2,000, 35 per cent. Lamp receptacle discounts: Less than 25, 25 per cent.; 25, 30 per cent.; 100, 35 per cent.

Automobile Drivers Advance 5c On List

Toronto.

AUTO DRIVERS.—An advance of 5c on list price of the Auto-driver, designed especially for use on automobile work. Full polished 3¼ in. is now quoted at 55c list each and 5 in. at 65c each list. Latter size shows advance of 10c on list. Discounts: Less than 24, 25 per cent.; 24, 30 per cent.; 96, 35 per cent.

Binder Twine Likely Higher Than Last Year

Toronto.

TWINE, CORDAGE.—While the price of binder twine had not been announced at the time of going to press there is every likelihood that it will be announced in the near future. There are strong indications that the price will be considerably higher than the opening price of last year. It is understood that a meeting of the twine manufacturers with the United States Department of Food Control was held in Chicago during the present week. Some details have yet to be arranged before the price for the various classifications of twine can be announced. The opening price for binder twine in April last year was 15⅞c for 500-foot length. This price was later advanced to 19½c per pound. Indications seem to point to a price in the neighborhood of 7¼c per pound higher than the opening price of last year, or from 3½c to 4c per pound higher than the price at the close of the selling season last year. There will be plenty of twine this year as manufacturers have been able to obtain sufficient supplies of the sisal fibre. As announced in HARDWARE AND METAL last week, the price of fair current manila fibre had been fixed by the United States Department of Food Control at 26c per pound. This action forestalls the possibility of an advance in price of rope, as the established price is 2½c per pound lower than prevailing price of similar grade of fibre at time price was established. In the face of this condition it would seem that there is no chance of an advance in the price of rope. In fact the rope market seems likely to hold at present levels. Manufacturers will in all probability not take bookings but will sell on the basis of immediate shipment. The season is far-spent now and there would be little need for taking booking orders for spring delivery. Quotations on rope hold unchanged.

Embargo On Higher Grades Of Refined Oils

Toronto.

OILS, GASOLINE.—The United States Government has placed an embargo on shipment of higher grades of all refined oils. This provision is not likely seriously to affect the Canadian market. The higher grades of coal oil, such as Palacine, are practically the only lines to be affected. Compared with amount of other grades of coal oil used there are very small quantities of this class of oil in use. The particular grade noted is refined from Pennsylvania crude. The market for gasoline is holding steady. Mid-continent crude oil has not yet registered an advance and there is now an accumulation of stock of gasoline on this continent due to lack of tonnage to carry commodity overseas. Gasoline is quoted at 31½c per gallon.

Some Sizes Of Wrought Iron Pipe Up

Toronto.

WROUGHT PIPE.—New net list prices have been issued on wrought iron pipe, which provides for higher prices on certain styles of pipe. Standard butt-weld and standard lapweld pipe remain unchanged in price. Standard lapweld genuine wrought iron pipe S/C shows an advance on sizes 4½ in. to 8 in., both black and galvanized, while extra strong genuine wrought iron pipe P. E. shows an increase in sizes 4½ in. to 8 in.

Stoves, Ranges And Furnaces Higher

Toronto.

STOVES, ENAMELWARE.—An advance of 10 per cent. has been made effective on the price of stoves and ranges, together with furnaces for July and August shipment. This advance is in addition to one of 5 per cent. recently made effective. Higher probable costs, together with the firm situation for raw materials, have been the deciding factor tending toward higher prices. Gas ranges and electric ranges are not included in the advance. Enamelware trade is reported fairly good.

Wire Nails And Wire Holding Steady

Toronto.

NAILS, WIRE.—The market for wire nails is holding steady at $5.20 per hundred pounds base. Booking business on nails is reported good in some quarters. Wire products were also in steady market with base price of smooth steel wire unchanged at $6.25 per hundred pounds. Prices on other wire commodities will be found in current quotations.

Shipments From Canadian Mills Improve

Toronto.

IRON AND STEEL.—Wholesale dealers in iron and steel report Canadian mills have been making very good deliveries of iron and steel within recent weeks. Shipments from the United States on the other hand have been practically cut off for the time being. Now that the railway situation is beginning to show improvement the movement of raw materials and coke have been greatly facilitated, and operations are being conducted more nearly on a normal basis. There is a fairly good demand for iron and steel in the local market.

TORONTO—	Per 100 lbs.	
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	6 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Situation in Steel Sheets Unchanged

Toronto.

SHEETS, PLATES.—The situation in black and galvanized steel sheets holds unchanged as outlined in our report last week. Apparently there has been some misinterpretation of the recent railway embargo on goods coming from the United States in value of $100 or more. This was evidently the foundation for the report that all gauges of sheets had been placed on the embargo list. That was in effect true, for it applied to all commodities and embraced steel sheets as well as other manufactured products. This measure was only a temporary one to relieve the freight situation. It is understood that it has now been raised. In that event black sheets will again be in the same position as formerly, namely, embargo only on No. 10 gauge and heavier. Local dealers report stocks of lighter gauges of sheets are fairly heavy with the prospect of fair receipts of No. 10 gauge and heavier in the near future.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$10 00	$12 00
12 gauge	7 55	10 10
14 gauge	7 45	8 40
16 gauge	7 30	8 50
18-20 gauge	7 30	8 05
22-24 gauge	7 35	8 10
26 gauge	7 40	8 15
28 gauge	7 50	8 25
3/16-inch plate	10 25	....
¼-inch boiler plate	10 00	....
GALVANIZED SHEETS—		
10¾ oz.	$9 25	$9 50 $10 50
U.S. 28	8 95	9 20 10 20
U.S. 26	8 65	8 90 9 90
22 and 24	8 50	8 75 9 75
18 and 20	8 35	8 60 9 60
16	8 20	8 45 9 45
14	8 10	8 35 9 35

Corrugated Sheets Hold In Steady Position

Toronto.

CORRUGATED SHEETS.—The market is holding steady so far as prices are concerned. Demand is reported of a spasmodic character, being heavier on some days than others, but on the whole fair.

TORONTO—	Per 100 Sq. Feet	
	Galvanized	Painted
No. 28 gauge	$ 8 25-$ 8 75	$6 75-$7 25
No. 26 gauge	9 00- 9 50	7 75- 8 25
No. 24 gauge	13 00-	10 50
No. 22 gauge	16 00-	13 25
No. 20 gauge	19 00-	16 50
No. 18 gauge	23 00-	20 00

Discount 7½%.

Requirements For Boiler Tubes Met

Toronto.

BOILER TUBES.—Up to the present time there has been no hardship to industrial concerns through being unable to secure needed boiler tubes. Dealers have been able to get permits in each instance where it has been shown that the tubes have been urgently needed. While sales necessarily have been held up pending receipt of permission to sell, still these permits have come through in due time. Prices held unchanged.

	Cold Drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Solder Again Goes To Higher Levels

Toronto.

LEAD AND ZINC PRODUCTS.—Due to strong market for tin there has been a continued strong market for solder, prices having been advanced in some quarters in the neighborhood of 2c per pound. Guaranteed is now quoted at a range of 47c to 48c per pound, strictly at 44c to 45c, commercial at 40c to 41c, wiping solder at 39c to 40¾c, and solder wire at 50¾c to 51½c per pound. Demand for solder is reported active, buying evidently being stimulated by the upward trend of prices.

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 16
Lead sheets, 3 to 3½ lbs. sq ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.		0 12½
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 47	0 48
Solder, strictly, lb.	0 44	0 45
Solder, commercial, lb.	0 40	0 41
Solder, wiping, lb.	0 39	0 40¾
Solder, wire, lb.	0 50¾	0 51½
Zinc sheets, per lb.	0 26	....

Old Materials Market Inactive

Toronto.

OLD MATERIALS.—The market for old materials is still inactive. Shipping conditions have not yet been favorable to movement of supplies, and in consequence there has been practically neither buying or selling. Quotations held unchanged.

Tea lead	$ 0 04½	....
Heavy lead pipe	0 07	0 07½
Yellow brass	0 12	0 13
Red brass	....	0 22
Light brass	....	0 09½
Heavy zinc	0 06	0 06½
Heavy copper	0 22	0 22½
Stove plate, per ton	17 00	18 00
Old cast iron, per ton	25 00	26 00
Overshoes, trimmed Arctics	....	0 06¼
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Ammonia And Cleaning Powders May Be Scarce

Toronto.

AMMONIA, CLEANING POWDERS.—Owing to the scarcity of raw materials ammonia and cleaning materials are very firm in price. Recent advances have been recorded in these lines. Ammonia sulphate, one of the principal ingredients of ammonia powders, and soda ash, the principal ingredient of cleaning powder, have been mounting upward in price ever since the war has made a scarcity of these materials.

Ingot Tin Again On Upward Trend

Toronto.

INGOT METALS.—Activity in tin was again the feature of interest in the metal market during the week. Pig lead was also in firm position. Demand for metals was quiet on the whole, activity being confined mostly to tin, with moderate demand for other commodities.

COPPER.—The market held steady locally at 30c to 32c per pound. Fixed price established by the United States Government is acting as a steadying factor. Production at the mines is below capacity, but improvement is expected with better weather conditions. War requirements of Allies are now consuming the major part of output of mines.

TIN.—The trend of the market was steadily upward. Quotations were made in the local market on the basis of 90c per pound firm. Last week the range of quotations was from 86c to 90c per pound. Dealers are in a doubting state of mind as to how the new licensing system of the British Government is going to work out. They do not know whether to expect that smaller quantities of tin will be allowed to come to Canada or whether they will hold about on the recent quantity. Primary markets were strong and active.

SPELTER.—The fixing of the price for best grades of spelter has apparently had very little effect on the general market quotations. Prices remain unchanged locally at 9¾c to 10½c per pound, with a moderate demand reported.

LEAD.—There was a firmer trend to the market for pig lead, with prices showing an upward tendency to the extent of ¼c to ½c per pound, making the quotations from 9½c to 10c per pound. Prospects of a fair export demand in the primary markets has created a firmer feeling. Demand in the local market is somewhat light, which is incidental to this season of the year.

ANTIMONY.—Quotations held unchanged in the local market at 16c to 18c per pound, with demand slow. In the primary market there was dullness during the week, and offers to sell were made at slightly lower figures than during the previous week.

ALUMINUM.—Steadiness characterized the local market for aluminum, quotations being made on the basis of 60c per pound. There was a firmer undertone to the commodity in the primary market.

PIG IRON.—Deliveries of coke to the furnaces have been sufficient to keep them in operation. There has been improvement in this respect, and with milder weather conditions and the opening of navigation in the near future movements of coke by water route should greatly assist in production. Quotations held unchanged at $49.50 per ton for foundry iron.

LONDON MARKETS

LONDON, Feb. 28.—Prices have been in a steadily upward direction during the week, advances having been recorded in a number of lines, including oil heaters, wood clothes pins, calf meal, metal polish, stove polish, crosscut saw sets, grindstones, solder. Business here has been just fair during the week, although Thursday, Feb. 21, was a big day for London merchants by reason of the fact that they held their annual Dollar Day on that date. Special sales, helped by newspaper advertising and window displays, attracted a lot of extra business for the day. Collections are good.

Oil Heaters Show An Upward Tendency

London.

HEATERS.—Higher prices to the extent of 10 per cent. have been made effective. Following are the prices now prevailing on Perfection line: No. 525, $6.50 each; No. 530, $7.25 each. Discount on above lines is 25 per cent. There has been a steadily upward trend to this line of stoves within recent months. There has been a heavy demand for heaters during the past winter.

Nails Holding Steady

Prices on standard steel wire nails have held in a steady position during the month at $5.20 per hundred pounds base. Cut nails are quoted at $5.60 per hundred pounds base.

Clothes Pins And Steel Wool Go Higher

London.

CLOTHES PINS, STEEL WOOL.—An advance has been made effective in wood clothes pins, which now makes the price of common round pins 95c per case of five dozen. Steel wool in family size is quoted at the following prices: No. 1/0, No. 2/0, No. 1 and No. 2, $1.10 per dozen packages.

Prices on Eradium Bulbs

Prices on Eradium bulbs are being quoted at $2.85 per dozen. The use for these bulbs is to hang on electric lamps or switches. They gather light in daytime and give off a dull light at night, helping thereby to locate the light or switch.

Glass Prices Firm; Rope Holding Steady

London.

GLASS, ROPE.—There is a firm situation in the glass market which seems to indicate higher prices in the near future. Quotations during the week held unchanged at 40 per cent. off list for single and double diamond and 25 per cent. off list on cut lights. Prices on rope are holding steady. In view of the establishment of a fixed price for Manila hemp by the United States Government it would seem that the possibility of an

advance has been forestalled. Pure Manila is quoted at 39c per pound base, British Manila at 33c lb. base, New Zealand hemp at 33c base, and sisal rope at 27½c lb. base.

Crosscut Saw Prices Have Been Arranged

London.

SAWS, SAW SETS.—Net prices of crosscut saws have now been arranged on the basis of the recent advance. Following are the prices applying to Maple Leaf Lance No. 1, Premier, Racer, Improved Racer, Arrowhead, Disstons, Simonds: 5-foot, $4.95 each; 5½-foot, $5.85 each; 6-foot, $6.60 each. Higher prices have been announced on crosscut saw sets, Lincoln now being quoted at $8.25 per dozen and Whiting at $6.50 per dozen.

Calf Meal Shows Higher Price Range

London.

CALF MEAL.—Increase in the price of calf meal has been announced during the week by some wholesalers. Royal Purple in 25-lb. bags is quoted at $4.65 per 100 pounds; in 50-lb. bags at $4.50 per 100 pounds; in 100-lb. bags at $4.40 per 100 pounds.

May be Shortage on Dry Cells

There is a probability of a shortage on dry cells owing to the United States embargo on chemicals. Factories and jobbers advise their customers to anticipate their wants on this line. Prices are holding steady at present.

Metal Polish And Stove Polish Advance

London.

POLISH.—Higher prices have been made effective on Brasso metal polish, Silvo silver polish, and Zebra stove polish. New prices on Brasso metal polish are as follows: No. 3 tins, $1.10 dozen; No. 6, $2 dozen; No. 12, $4.20 dozen. Silvo silver polish prices: No. 3 tins, $1.10 dozen; No. 6, $2 dozen. Zebra stove polish is quoted at $1.10 per dozen tins.

Grindstones Higher; Sharp Advance Solder

London.

GRINDSTONES, SOLDER.—An advance has been recorded in the price of grindstones during the week, which makes the price for 20 to 40 lb. size $2.20 per 100 lbs.; 40 to 200 lbs., $2 per 100 lbs. There has been a sharp advance in solder due to the upward trend in the market for ingot tin. Half-and-half solder is now quoted at 46c per pound.

Activity In Supplies For Syrup Making Time

London.

PAILS, SPILES, CANS.—Now that the maple syrup time is approaching there has been considerable activity in supplies needed for this industry. Sap pails, straight and flaring, are quoted at $19.50 per 100. Sap spiles are quoted at $12 per 1,000, or $1.35 per 100. Syrup cans are quoted at following prices: 1-gallon, $22.50 per 100; 2-gallon, $40 per 100; 5-gallon, $65 per 100.

White Lead in Oil Steady

The market for white lead in oil is holding steady on the basis of $15.70 per 100 lbs. in ton lots for pure grade and $16.05 per 100 lbs. for quantities of less than ton lots.

Netting, Harvest Tools Unchanged

Price of poultry netting holds unchanged at 15 per cent. off list for Canadian 1-inch and 2-inch mesh. Harvest tools are still quoted on the basis of 25 per cent. off list. Screen wire, black, in 100-foot rolls, is quoted at $3 per 100 square feet. Bronze screen wire is quoted at 14c per square foot.

Spades and Shovels, Lawn Mowers

Quotations on spades and shovels remain unchanged at 30 per cent. off list for firsts, 20 and 2½ per cent. off list for seconds, and 5 per cent. off list for fourths. Lawn mowers are quoted at a discount of 40 per cent. off list.

Linseed Oil Again Up 7c Per Gallon

London.

LINSEED OIL, TURPENTINE.—Due to the acute situation in the flaxseed market the price of linseed oil has been advanced an additional 7c per gallon, which, together with the advance of 10c per gallon announced last week, makes a total advance of 17c within recent days. Prices now quoted are as follows: 1 to 2 barrels, raw $1.72 per gallon, boiled $1.75; 3 to 5 barrels, raw $1.71, boiled $1.74; 6 to 9 barrels, raw $1.69, boiled $1.72 per gallon.

Turpentine holds steady at the decline recorded last week. In single barrel lots the price is 72c per gallon, and in 2 to 4-barrel lots 71c per gallon. In 5-gallon lots the price is 82c per gallon.

WINNIPEG MARKETS

WINNIPEG, February 28.—Markets for the week again show an upward trend in general with the exception of eave trough, conductor pipe and conductor pipe elbows, all of which register a decline. Among the advanced lines appear belt rivets, Air-O-Lite shades, sheep-shearing machines, bolt clippers, tube expanders, cut nails, oil heaters, linseed oil and window glass. Business continues brisk, while bookings for fall business show up well.

Eavetrough And Conductor Pipe Decline

Winnipeg.

EAVETROUGH, CONDUCTOR PIPE.—The recent declines in galvanized sheets has been the means of reducing some of the manufactured products, and this week's markets show reductions in eave trough, conductor pipe, conductor pipe elbows, metal siding, metal shingles and corrugated iron. A few of the ruling prices are herewith given:

O.G. Eavetrough—8 in., $6.50; 10 in., $7.20; 12 in., $8.45; 15 in., $11.60 per 100 ft.

Conductor Pipe, Plain or Corrugated—2 in., $7.55; 3 in., $9.15; 4 in., $12.05; 5 in., $16.40 per 100 ft.

Conductor Pipe Elbows—2 in., $1.80; 3 in., $2; 4 in., $3.35; 5 in., $8.30 dozen.

Rainwater Cutoffs—3 in., 59c; 4 in., 72c each.

Oil Heaters Make Further Advance

Winnipeg.

OIL HEATERS.—During the past few months Perfection oil heaters have been steadily advancing and new prices just received are again on the upward move, making to-day's prices as follows: No. 525 japanned, $4.85 each; No. 530 nickel plated, $5.45 each; No. 630 blue enamel, $6.95 each.

Tinned Belt Rivets Register Big Advance

Winnipeg.

TINNED BELT RIVETS.—Manufacturers of belt rivets have just announced an advance in the extra for tinning, the previous price being 3½c lb., which now advances to 8c per lb., making a net advance for all tinned belt rivets and burrs of 4½c per lb. over previous prices.

Cut Nails Increase 55c Per Keg

Winnipeg.

CUT NAILS.—Cut nails again move up in price, the latest advance being 55c keg over former quotations, and are quoted to-day at $6.55 base per keg f.o.b. Winnipeg.

Tube Expanders Go 10 Per Cent. Higher

Winnipeg.

TUBE EXPANDERS.—New prices just to hand show an approximate increase of 10 per cent. on Dudgeon pattern and Standard sectional tube expanders, and bookings are now being accepted for fall shipment at the following prices: Dudgeon pattern 1½ in., $3.50; 1¾ in., $3.50; 2 in., $3.50; 2¼ in., $4.20; 2½ in., $4.90; 3 in., $6.30 each; Standard sectional, 2 in., $6; 2 in., $7.50; 3 in., $11 each.

Window Glass Goes 15 Per Cent. Higher

Winnipeg.

WINDOW GLASS.—Much has been said recently regarding the window glass situation which at the present time looks serious as regards further supplies. Mills will only accept orders for shipment at their convenience, and can make no promises as to deliveries. Prices on coke continue to advance, and coupled with wage increases are given as the main reasons for the recent advance which amounts to approximately 15 per cent. Unless some relief is found, further advances will no doubt follow. The prices just announced are as follows:

Window Glass—	Single Per 100 ft.	Double Per 100 ft.
Up to 25 inch	$12 00	$17 50
40 inch	13 25	20 00

50 inch	16 75	23 00
60 inch	17 50	23 50
70 inch	18 75	25 00
80 inch	....	27 00
85 inch	....	30 00
90 inch	....	32 00
95 inch	....	33 00
100 inch	....	38 00
105 inch	....	42 00
110 inch	....	48 00

Single lights, 33 1-3% off list.

Sheep Shearing Machines Up; Other Lines Steady

Winnipeg.

SHEEP SHEARING MACHINES.—Manufacturers of Stewart sheep shearing machines have revised their list on No. 8 and in consequence the price is now advanced from $9.95 each to $11.25 each. All other clippers and parts remain unchanged.

Linseed Oil Advances 13c Gal.; Turpentine Firm

Winnipeg.

LINSEED OIL, TURPENTINE.—The inability of crushers to get sufficient flax seed for their requirements during the past month, due to traffic congestion, has resulted in higher prices during the past two weeks on linseed oil. This has advanced 13c per gallon, and ruling prices to-day are as follows: Raw, $1.78 gal.; boiled, $1.81 gal.

The turpentine market, although very firm, shows no advance over previous prices, which are as follows: Barrels, 80c gal.; ½ barrels 83c gal.; 5 gal. lots 85c gal; 1 gal. lots 85c gal.; plus the usual extras for containers.

Bolt Clippers Up; Also Lamp Shades

Winnipeg.

BOLT CLIPPERS, LAMP SHADES.—Owing to further increased costs, new prices have just been announced on the easy bolt clippers, which move up about 10 per cent. over old figures. To-day's ruling prices are given below:

New easy No. 0, $3.55; No. 1, $4.75; No. 2, $6.65; No. 3, $8.55 each.

Owing to the difficulty of securing materials prices on Air-O-Lite lamp shades show an advance of 10 per cent. To-day's ruling prices are given herewith:

No. 307, opal ribbed, $1.00 each; No. 307, green ribbed, $2.00 each; Nos. 317 and 318, fancy, $2.00 each.

Ventiplex Sweat Pads Advance 25c Dozen

Winnipeg.

VENTIPLEX SWEAT PADS.—Due to increased costs in raw materials, new prices have just been issued on Ventiplex sweat pads, which show an increase of 25c per doz. throughout over former quotations.

PITTSBURG MARKETS

PITTSBURG, Pa., Feb. 28.—While the weather has been colder the past few days, it has, on the whole, been relatively favorable for railroad operation, and it may be said in general there has now been favorable railroad weather since February 6. It continues to be the case, however, that the chief effort of the railroads is in the direction of moving loaded cars to destination so as to clear the congestion, and relatively little has been done thus far towards furnishing the furnaces and mills with more cars for loading. The result is more coke at blast furnaces, resulting in more pig iron being produced, while the shipments of finished steel are only slightly increased.

There is no doubt that the railroads are making excellent progress in their clean-up and that congestion is being reduced as rapidly as could be expected. Large shippers, familiar with the situation, seem to be well satisfied even though definite results, in heavier shipments of finished steel, have been small thus far. They are quite ready to give the railroads two or three weeks more time in which to get into really fair operating condition.

Coke Shipments Light

Supplies of cars in the Connellsville coke region in the past week have been altogether disappointing, as they certainly showed no material improvement over those of last week, and may even have been lighter. The Connellsville *Courier* reports last week's shipments from the Connellsville and lower Connellsville region, at 282,359 tons, against 275,907 tons the week preceding. It may be estimated that shipments of about 375,000 tons a week at least are required to meet the requirements of furnaces depending upon this region, including certain stacks in Canada. At the moment, position as to coke than would be indicated by the shipments for the reason that in the railroad clean-up a great deal of coke that was stalled en route was moved forward to furnaces, and, with the furnaces depending upon their by-product, the ovens were fairly well supplied; it may be estimated that the furnaces are operating at 75 to 80 per cent. of capacity. This rate cannot be maintained, however, unless shipments are heavier than as just reported.

Shipments of finished steel from mills have averaged in the past week a trifle more than 60 per cent. of capacity, against a previous average this year of between 55 and 60 per cent., but with some weeks showing barely 50 per cent. As blast furnace operations show a much higher percentage than finished steel shipments, there must be accumulation at some point. In some cases pig iron is accumulating, while in the case of many steel works with furnaces attached the production of steel has been increased, the steel accumulating in ingot or billet form. Some erroneous reports have been published, referring to much better mill operations, and these may be based upon increased ingot production, sight being lost of the fact that the steel is not all carried through the finishing processes and actually shipped. The mills, indeed, are indisposed to finish more steel than they can ship, as yards and warehouses are already well filled, and it is more economical to reduce stocks as car supplies increase.

Purchases For Railroads

Reports from Washington are that the United States Railroad Administration expects in the very near future to place large orders for the purpose of rehabilitating the railroads now that the Senate has passed the railroad control bill, and the House will pass its bill within a few days. It has been known to the steel trade for quite a while past that the authorities at Washington had carefully studied the situation, and formulated plans for the placing of large orders for equipment, and probably also for additional terminal facilities, and perhaps some trackage. Reports from Washington are that as much as $500,000,000 to $750,000,000 may be spent on the program. One-half the smaller amount would cover, or nearly cover, 2,000 locomotives and 100,000 cars, leaving a large amount for other work, and orders of the size mentioned would mean a great deal to the shops and mills.

Actual market transactions continue extremely light. Buyers are indisposed to plan ahead as conditions are all so uncertain, and as to immediate requirements, their orders are already in, and have been for a long time. What they want is shipments. Fully two-thirds of the steel being shipped is for war purposes, directly or indirectly. With the practical certainty that there will be no legislation by Congress in the near future to empower the Government to fix iron and steel prices, the question is whether the authorities at Washington will make an effort to revise the agreed prices, which late in December were pronounced as effective to Mar. 31. Producers insist that there should be no revision at this time. As production has been greatly curtailed, with a consequent increase in costs, and is likely to increase very considerably in the next few weeks, Washington will hardly press the matter of price revision for a while.

Too Late for Condensed Ad Page

POSITION WANTED

WANTED — POSITION AS HARDWARE clerk and salesman in hardware store. Exempt from military service. Seven years' general hardware experience; good references. Box 364, Hardware and Metal.

WANTED — POSITION AS TRAVELLING salesman for plumbing or metal lines. Practical man with years experience. Box 363, Hardware and Metal.

AGENCIES WANTED

MANUFACTURERS DESIRING WESTERN representation will find that we have had long experience with Far Western hardware trade. Would be glad to correspond with those wishing live connection in Alberta and British Columbia or Saskatchewan. Satisfactory references furnished. Our offices in Calgary, the centre of commercial activity in the Far West, permit of prompt distribution. Write to-day. Box 362, Hardware and Metal.

WEEKLY PAINT DEPARTMENT

Spring Campaign Started

Merchant in N.B. Already Active—Selling Paint Insurance—Community Welfare—Appearance Usually First Consideration

ALREADY retail merchants in many parts of the country are hammering away on their spring drive on paints, and a very interesting paint talk in the form of an advertisement came to light a few days ago. In looking over the St. Andrew's, N.B., *Beacon*, the advertisement of G. K. Greenlaw stood out clearly and distinctly, and extracts are reproduced herewith, and the line of attack followed by this merchant may be successfully employed by other merchants.

The ad. starts off in black face type with this announcement:

"Remember this! Paint insurance on your buildings is just as important as fire insurance." Right there at the start this merchant creates a line of thought which will undoubtedly arouse interest. The individual to-day reads an announcement, and if you give him something to think about he will remember it. He will be curious and follow up the line of thought which you may suggest. The consumer to-day wants to know, and by showing him that you can supply the knowledge about the line of goods you sell, you will be the one to get his trade.

Following Up the Heading

But what else does this merchant say following the startling statement which heads his ad.? Does he carry the idea along or does he let it drag? Read: "Fire may never come, but the deteriorating effect of the weather on buildings of every kind is certain, unless protected by paint.

"Unprotected wooden surfaces crack and become open and porous, then decay and rot starts. This means expensive repairs, which can all be avoided by the regular use of paint.

"Examine your buildings now—a little money spent in painting at once may save you much larger expenditure a little later.

"——— paint, prepared, is the ideal paint for outside use. It is made of the purest and best materials, thoroughly mixed and ground by powerful machinery according to special formulae, the result of years of experiment and experience in paint making."

Information What Public Wants

There is far more in an announcement of this kind than in one which contains the bare statement that you sell paint. There is real information about what the product will do besides a boost for the particular line this merchant handles. The consumer reading an advertisement of this nature gets an outlook on the paint question which is more than likely to create an interest which can be turned into sales.

Once Again—Conservation

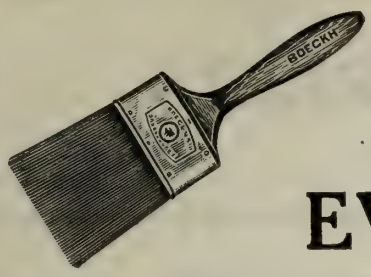
The cry of conservation can be and should be played up strongly by every merchant to-day. A careful study of the paint situation will reveal opportunities for sales which every merchant wants to secure. It is only by making sales that profits will accrue, and it would seem that there should be a splendid sale of paints and varnishes this coming season.

The merchant who takes an interest in the welfare of his community wishes

(Continued on page 54.)



A very attractive window which is bound to secure attention. Windows well dressed are splendid salesmen and by developing these the merchant has a great opportunity to increase his sales.







A BRUSH FOR EVERY PURPOSE

When your customers buy Brushes and Brooms—they want to get as long service from them as is possible, and also want the kind that are adapted to his or her particular requirement.

There is a BOECKH BRUSH OR BROOM for every known use.

They give a maximum of service because they are made of the very best materials by expert Brush and Broom makers.

BOECKH TRADE MARK EST'D 1856 TORONTO

Sell Boeckh's Brushes and Brooms

and have satisfied customers

"MADE IN CANADA" FOR OVER SIXTY YEARS

The Boeckh Bros. Company, Ltd.

Toronto, Canada



Let him see you're ready—

If a neatly-arranged counter display of Moore's House Colors greets Mr. Householder on his entry into your store he is forcibly reminded that you are ready for spring. It sets him thinking on the paint question and laying plans to make his home more beautiful.

Let everyone who enters your store know that you are prepared for the advent of spring and that it's up to them to make their paint plans now.

BENJAMIN MOORE & COMPANY, LIMITED

WEST TORONTO, ONT.

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Feb. 28.—The paint markets are active this week in so far as the preparation and shipment of spring orders is concerned. There is a general feeling that it will be better to get shipments forward early than not to have the goods when wanted, and some retailers are having goods shipped out forthwith. The only advance of the week is in linseed oil and as a matter of fact the situation is such as to have caused some to sell in single barrel lots only, at open prices. Single barrel orders are being filled by some at $1.70 for raw and the usual advance for boiled. Seed deliveries continue to give great concern to crushers and to the paint men too. A few cars have come through but nothing like what is required. Turpentine holds steady, although it is weaker in the south. White lead in oil, putty, shellacs and varnishes are all unchanged. Whiting will be supplied in sacks of 224 pounds this year instead of in barrels and casks.

Another Advance Makes Linseed Oil One Seventy

Montreal.

LINSEED OIL.—There is not a great deal to add to the report of the situation on linseed oil as made in these columns last week. It is stated that relief in the condition of traffic has been slight and that it will take weeks to overcome the accumulation of shipments from all sources. Some cars of flaxseed have been delivered and crushing is now under way. Altogether these deliveries are small and infrequent. Customers who require quantities of oil are served as well as stocks will permit and distribution is made for the most part in limited lots. While raw oil is quoted at $1.70 and boiled for $1.72½, delivery is dependent upon supplies of seed from the West. The general tendency is decidedly firm with little inclination to accept orders excepting for delivery after 30 and 60 days.

Linseed Oil—	Raw, Imp. gal.	Boiled, Imp. gal.
Single barrels only	$1.70-$1.72½	$1.73-$1.75
5 to 9 barrels	....	....
10 to 25 barrels	....	....

Turpentine Is Weaker In South But Held Here

Montreal.

TURPENTINE.—There is a routine amount of business in turpentine but of course it is not large. There is a tendency at this season of the year to a somewhat easier feeling, but in view of all the unique conditions obtaining at the present time there is not likely to be any immediate lowering of quotations. As a matter of fact there is a tendency to ask a few cents more in some quarters, although 70 cents will still buy requirements here. Better deliveries were responsible for some weakness in the United States market but a subsequent statement that deliveries from now would not be guaranteed has had, and may continue to have, a steadying effect to the markets there.

Turpentine—	Per Imp. gallon
5 bbls. and over	$0.69-$0.72
1 barrel lots	0.70- 0.75
Small quantities	.... - 0.83

Small Sales For Putty And Glass Are Reported

Montreal.

GLASS AND PUTTY.—As is to be expected for the mid-winter season, there is very little interest in the putty situation and this applies also to glass. Dealers' requirements are limited. Putty is unchanged as quoted herewith and glass prices, while firm, have recorded no new high levels. It is quite possible, that further upward revisions in glass discounts may be made within the near future.

Standard Putty—	100 lbs. per 5 ton	1 ton	Less
Bulk, in barrels	$3.75	$3.90	$4.10
Do., ½ barrels	3.90	4.05	4.25
Do., 100 lb.	4.60	4.75	4.95
Do., 25 lb.	4.60	4.75	4.95
Do., 12½ lb.	4.85	5.00	5.20
3 and 5 lb. tins	6.60	6.75	6.95
1 and 2 lb. tins	7.10	7.25	7.45

Pure linseed oil putty—$1.75 per 100 lb. advance on above prices.

Glaziers' putty—$1.35 per 100 lb. advance on above prices.

Considerable Activity For Paints And Varnishes

Montreal.

PAINTS AND VARNISHES.—Makers and jobbers are busy with the preparation and shipment of spring orders and there is considerable activity among the trade. There is a tendency this year to buy with even greater care than usual and while from some districts there may not be as much gallonage asked for as in some seasons, the trade is buying what it estimates can be sold within a reasonable time. Some want their paint and specialties sent forward at once which has been brought about through an appreciation of the transportation problem. It is generally realized now, also, that from price standpoint, there will be no advantage in deferring the purchase of the season's requirements. All lines are firmly held at unchanged prices.

White Lead In Oil Is Quiet But Still Firm

Montreal.

WHITE LEAD IN OIL.—It would be amiss to say that there is a great amount of trade for this commodity. Immediate trade requirements are small and just a routine amount of sorting is being done. For such orders as are being prepared for spring shipment, however, a fair amount of stock will be absorbed, although it is generally admitted that the better demand and sale for the mixed paints has somewhat decreased sales of the white lead in oil. There is a firm tendency in U.S. centres even though the trade there is quite dormant for the immediate present. Quotations: Five ton lots, $15 per 100 lbs.; ton lots $15.50 and lesser lots $15.85 per 100 lbs.

Whiting In Barrels Not To Come This Year

Montreal.

WHITING.—The scarcity of timber suited to the making of barrels and casks used in the transportation of whiting from the English market is causing a change to be made. This will now be delivered in bags containing 224 pounds and the trade will be unable to secure their supplies in the former containers to any great extent. Prices for this commodity are expected to be fixed in the near future and will probably be somewhat higher than those obtaining a year ago. Dealers wanting the product will do well to anticipate their needs, say importers, in view of the likely delays in securing import shipments.

TORONTO

TORONTO, Feb. 28.—The acute situation in linseed oil continues the dominating factor in the paint and oil trade. Crushers have been unable to get supplies of seed forward and paint manufacturers in consequence have been unable to get sufficient supplies of oil for manufacturing paint. Turpentine showed a slightly weaker tendency in the primary markets during the week, but locally quotations were unchanged. Glass continues in strong market, with sup-

RAMSAY'S

DUL-TONE

The Velvety Washable Finish for Interiors



Ramsay Varnish Stains for Decorating Furniture or Woodwork



YOU CAN SELL THESE LINES WHILE WAITING FOR SPRING

A. RAMSAY & SON COMPANY

Makers of Paints and Varnishes since 1892

Toronto MONTREAL Vancouver

If interested, tear out this page and keep with letters to be answered.

plies in some sizes greatly depleted. Booking business is about completed with some paint manufacturers and shipment of goods is now proceeding against contracts for spring delivery. Shipments may be held up in some instances on account of the linseed oil situation.

Supplies Of Flaxseed Still Insufficient

Toronto.

LINSEED OIL.—There was a steadily higher trend to the market for flaxseed during the week, prices having advanced in the Winnipeg market to the extent of 14c per bushel for cash seed. On Wednesday of last week quotations were made on the basis of $3.45 per bushel, and on Wednesday of the present week at $3.59 per bushel. On Tuesday of the present week there were 34 cars of flaxseed inspected at Winnipeg, but for the remaining days of the week inspections ranged from 4 to 9 cars per day. Presumably these cars are moving south into the United States, as shipments to Eastern Canada have been practically nil during the week, and there seems little prospect of getting supplies in the near future. Some of the paint manufacturers have been unable to get sufficient supplies of linseed oil for their requirements, and unless a change in the situation develops in the near future deliveries of paint on spring contracts may be considerably hampered. Some dealers withdrew from the market entirely during the week owing to inability to get further supplies. Other concerns were letting their supplies out very sparingly in small lots to their customers. Quotations quite generally were on the basis of $1.72 per gallon for raw linseed oil in single barrel lots. Price of oil bids fair to be maintained on a very firm basis, as there seems no prospect of immediate relief for the situation.

	Raw, Imp. Gal.	Boiled, Imp. Gal.
1 to 2 bbls.	$1.72	$1.75
3 to 5 bbls.	....	....
6 to 9 bbls.	....	....

Less than barrel lots 10c per gallon higher than single barrel price.

Shipping Conditions For Turpentine Uncertain

Toronto.

TURPENTINE.—There was a weaker tone to the primary market for turpentine during the week, prices in that quarter having sagged 1c per gallon during the week. There are light offerings in that quarter. With an embargo on shipment of turpentine by coastwise ships to New York and Boston and with shipments by rail greatly hampered owing to the freight congestion delivery of turpentine to the Canadian market gives promise of being still further restricted. A carload of turpentine reached the local market during the week, which had been on the way since the latter part of December, fully eight weeks. A carload of rosin which left at the same time as the turpentine has not yet arrived. Prices of turpentine in the local market held steady at a range of 70c to 72c per gallon in single barrel lots. Demand is somewhat light at this season of the year.

	Imp. gal. Imp. gal.
1 barrel	$0.70-$0.72
2 to 4 barrels	0.69- 0.71
5 gallon lots	0.80- 0.82

White Lead In Oil Is In Dull Market

Toronto.

WHITE LEAD IN OIL.—Dullness continued to characterize the market for white lead in oil. Demand is light. Activity was confined largely to deliveries on contracts previously entered into. There is an undertone of firmness in the market, due to the situation in linseed oil. Supplies of oil are very light at present, and prices are at high levels. Pig lead gave some evidence of firmness in the primary market during the week in view of the prospect of an export demand in the near future. Condition of demand for white lead in oil, however, is the dominating factor in the market at present. Until a greater demand develops prices will in all probability hold steady.

Paint Manufacture Restricted By Lack Of Oil

Toronto.

MIXED PAINTS.—Some paint manufacturers report their operations are being restricted at the present time owing to their inability to get sufficient supplies of linseed oil. As outlined in our report on linseed oil the crushers have been unable to get supplies of seed from the Canadian West. Railways have been unable to move the goods. If this condition maintains for any length of time it is probable that shipment of paints against spring contracts may be delayed in some instances. Booking business is now about completed in some instances, and manufacturers report the result has been quite gratifying. Shipment of goods is now proceeding.

Glass Likely To Advance In Near Future

Toronto.

GLASS. PUTTY.—The situation in glass market continues one of considerable strength. Owing to the manufacturing conditions in the United States dealers have been unable to replenish their stocks for certain sizes. Stocks are getting within narrow compass in the local market, especially on certain sizes. The conditions are such that announcement of a higher price for glass is highly probable in the near future.

Putty continues in steady market, with prices unchanged at those given in current quotations.

GOING AFTER TRADE WITH BULLETIN

(Continued from page 36.)

the store, but with the store itself, and the chances are that when they need some article that the store has advertised that it is there they will go to get it.

A Developing Business

Mr. Clarke has only been in business in this section for a few years, starting with a grocery store, that gradually became a thoroughly paying venture, and that was then further enlarged to take in a meat department. The latest addition has been the hardware department, that bids fair to put all the others into the shade. Each department has its separate quarters, though they are all connected by doorways. Mr. Clarke himself keeps a general oversight on the whole business, though he has associated with him his son, who has complete charge of the meat end of the business, doing all the buying of that and the fruit, while Mr. Clarke himself does all the buying for the grocery and hardware. In the few years that the business has been in operation it has grown into very fair proportions, and it is stated is a decided factor in the community.

SPRING CAMPAIGN STARTS

(Continued from page 50.)

to see the business places and the homes of every property owner maintained in a good state of repair. To the hardware merchant the opportunity for profit presents itself in promoting this spirit throughout his district. By suggesting paint, not only for appearance sake, but for its real preserving properties, the dealer provides his fellow citizens with a means of conservation and economy which will impress itself more and more on their minds as the results begin to show.

Study the Individual

It is probably true that the average citizen does not appreciate a blunt statement that his building needs a new coat of paint, but a study of the individual will reveal to the merchant a method of approach which will first lead to interest and later sales.

Appearance Usually First Consideration

Probably the first point to be considered is appearance. It is in this light that practically every one looks on paint, but even admitting that the sale might be effected on this basis alone, it should be well to point out that appearance is by no means the only consideration.

Point Out Advantages

Paint not only adds to the appearance of wood, iron or steel to which it may be applied, but it is a means of preservation which increases the value of a property. There you have it in a nutshell—Property value maintained, upheld, even increased. That goes right to the pocket of the property owner, and there are mighty few who won't spend fifty, one hundred, or two hundred dollars for paint when they realise that their holdings will increase in value probably ten times the amount spent.

To return to the wording of the ad mentioned above, it is well to "Remember this! Paint insurance is just as important as fire insurance." Paint insurance is a measure of protection against inevitable loss; fire insurance is against possible loss only.

THE

Louis McLain Line

OF

PURE HEAVY GAGE ALUMINUMWARE

FAMOUS FROM COAST TO COAST

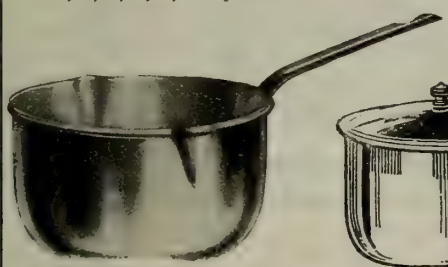
A Few Members of the Big Line.



Berlin Kettles
3, 4, 5, 6, 8, 10 quarts



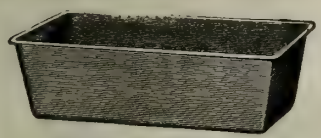
Straight Sauce Pans
with or without covers
2, 3, 4 quarts



Lipped Sauce Pans
1, 1½, 2, 2½, 3, 4, 5, 6 quarts



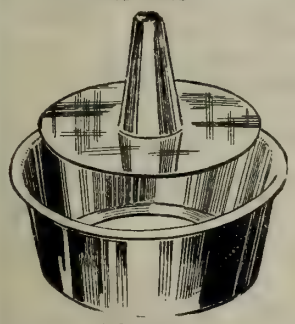
Covered Berlin Sauce Pans
1, 2, 3, 4, 5, 6 quarts



Seamless Bread Pan
9¾ x 5⅝



Windsor Kettles
4, 5, 6 quarts



Cake Pans
with or without Louis bottoms
9 and 10 tins



Satin or Polish Finish

Write for Catalog.

The Louis McLain Company, Limited

THE LOUIS McLAIN LINE

WINNIPEG



THE label and trade-mark of Berry Brothers are equivalent to a varnish insurance policy. They constitute a guarantee that all products sold under them are the best that can be made for the uses intended.

The comprehensive finishing value of Berry Brothers' Varnishes, Enamels and Stains is recognized by most Varnish users and buyers. The sixty year record of these products for uniform excellence not only attracts customers but retains them.

You can build up a bigger Varnish business by pushing Berry Brothers' brands.

Write for our dealers price list and information on new quick selling specialties.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

WALKERVILLE, ONTARIO

(655)

If interested, tear out this page and keep with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; A.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 10% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W. and 5, and 5½, 100, in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33. $5.50.

Shot, standard 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½% to 60 and 5%. London, 60%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 55 to 60%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 37½%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.
London, 22½%.
F.O.B. Toronto, Montreal London and Hamilton.

AXES

	Single Bit	Double Bit
Single Bits, doz.	$12 50	$16 00
Double Bit	16 50	19 50
Boys' Axes	10 50	12 00
Hunters' Axes	10 50	12 00
Bench—No. 2, doz.	10 95	11 25
No. 3, doz.	11 80	12 15
No. 4, doz.	12 60	13 05
Sager	$15 00	$20 00
Dominion Pride	14 50	19 50
St. Clair handled	15 50	....
Sager Boys	12 50	....
Kitchener Boys	12 00	....
Sager Hunters	11 50	....
Kitchener Hunters'	11 00	....

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb. $1.40-$1.75
Cut Lace Leather, lb. 1.60- 1.95
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb. $4 00
No. 2 x 50 lb. 5 00
No. 3 x 60 lb. 7 50
No. 4 x 100 lb. 10 00
F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.
Carriage Bolts ($1 list), ⅝ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅝ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, 5%.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 14-14½
F.O.B. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base $0 43
Rods, base ½ to 1 in. round 38-40
Tubing, seamless base 45½-50
Tubing, iron pipe size, base ¾ in. and up to 3 in. 45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in. 47½-53
F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal. extra heavy $14.50-$17
30-gal. Standard 14 00
F.O.B. Montreal and Toronto.

BOARDS (Wash)

	Tin Plate	Zinc
Pony, Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4.45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (glass)	....	5 50
Western King (enamel)	....	6 25
Wood, double faced	....	2 20

Subject to small discounts for quantities
F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840 5%
No. 800 2½%
No. 838 5%
No. 808 5%
No. 804 15%
Nos. 802, 842, 844 5%
Nos. 810 and 814 net list
No. 830 2½%
F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.
F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

	Montreal Fire Welded Proof Coil B.B.	Montreal Fire Welded B.B.B.
3-16 in.	$20.50-$22.25	....
¼ in.	15.00- 16.50	$20.25
5-16 in.	12.50- 14.00	17.75
⅜ in.	10.75- 12.25	14.50
7-16 in.	10.50- 12.00	14.40
½ in.	10.35- 11.75	14.10
9-16 in.	10.35- 11.75	....
⅝ in.	10.20- 11.60	13.90
¾ in.	10.00- 11.40	13.80
⅞ in.	9.90- 11.30	13.60
1 in.	9.75- 11.15	13.50

	Montreal Electric Welded B.B.	B.B.B.
3-16 in.	$14.00	....
¼ in.	10.40	$11.50
5-16 in.	9.85	11.00
⅜ and ¾ in.	9.00	10.00

Toronto.

	American Proof Coil Chain B.B.	B.B.B.
3-16 in.	$16.75	....
5-16 in.	12.00	$12.75
⅜ in.	11.00	11.90
7-16 in.	10.75	11.70
½ in.	10.50	11.60
⅝ in.	10.35	....

Electric Welded B.B.B.—Chain, ¼ in., $11.80; 5-16 in., $11.30. F.o.b. Toronto

Canadian coil chain, 40 and 10% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.60 in carlots; $3.15 bbl. in small lots.

Paris plaster, five-barrel lots, $3.15; single barrel, $3.55.
F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—	Montreal	Toronto
No. 0	$15 20	$15 20
1	18 80	18 80
2	23 95	24 00
3	30 35	30 35
Russwin—		
No. 0	$17 70	
No. 1	21 70	
No. 2	24 95	
No. 3	34 60	

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. length	5 40
18—6-strand, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$42 50	$43 00
Plain sheets, base 16 oz. and heavier	46 00	35-44
Copper sheet, tinned, 14x60 in., 14 oz.	48 00	....
Copper sheet, planished, base 16 oz. and heavier	57 00	36-45
Braziers' in. sheets, 6x4 base	45 00	44 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb. 67-69
No. 7, lb. 66-68½
Nos. 8, 9, 10, 12 65-67½
F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets. $11 75 $ 8 50

	Galvanized Apollo	Crown	Gorbals
18x24x52	....	....	....
60	....	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base (nominal)	32 00
IXX, 20x28 base (nominal)	36 00
IXXX, 20x28 base (nominal)	40 00

F.O.B. Toronto

Raven and Murex Grades—

IC, 20x28 base, 112 sheets	$40 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets 25 00
F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—
14x20 IC, base $17 00
20x28 IC, double box 34 00
F.O.B. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben $2 92
Good Morning, each 1 15
Lookout 1 45-1 50
F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, $8.50 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.
Wood Drills, 37½%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.60 doz.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

TIN
COPPER
ANTIMONY
ALUMINUM
SPELTER
LEAD
THE CANADA METAL CO.
LIMITED
Montreal - TORONTO - Winnipeg



GET OUR PRICES
SOLDER
BABBITT
LEAD PIPE
AND ALL
METALS
THE CANADA METAL CO.
LIMITED
Montreal - TORONTO - Winnipeg

WE MAKE
BABBITT METALS
THAT GIVE
Excellent Service
THE
CANADA METAL CO.
LIMITED
TORONTO



ALL
INGOT
METALS
THE
CANADA METAL CO.
LIMITED
TORONTO

Pronounced "RU" as in RUBY
RU-BER-OID
ROOFING
COSTS MORE - WEARS LONGER.
Trade-Mark Registered
SOLE CANADIAN MAKERS:
THE STANDARD PAINT CO. OF CANADA, LIMITED
MONTREAL TORONTO WINNIPEG VANCOUVER

PINK'S LUMBERING TOOLS
The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.
We manufacture all kinds of lumber tools. Light and Durable.
LONG DISTANCE PHONE No. 87
Send for Catalogue and Price List.
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.
THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO
MADE IN CANADA



It's a Pink anyway you take it, and it's the best Peavey made.

If interested, tear out this page and keep with letters to be answered.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.O.B. Toronto, Montreal, London, and Hamilton.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick	1.90-2.00
Under 40 lbs.	2.00-2.50
Bi-Treadle, each	5 90

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$9.10-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12.50- 13.85
Hand sewn, no shank, 1 in.	16 20
Hand sewn, no shank, 1¼ in.	18 00

Halters (Sisal).

7-16 in. gross, $25; 9-16 in., $36.

F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All handles, neckyokes, whiffletrees and doubletrees, hay rakes and horse pokes, 35%.

Maple and ash pike poles, 35%.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$ 15-$ 45
Atlas, No. 1	8 95-9 25
Atlas, No. 2	10 40-10 75
Stearns, 4 in.	7 40- 7 65
Stearns, 5 in.	10 25-10 65
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz.	10 25-10 65
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
6-inch, dozen pairs	$3 00	$ 2 55
8-inch	3 70	3 20
8-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5-in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	8
Extra hooks for above, ¾ in., per lb.	7¾

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 45	$4 00
No. 3, per doz.	4 00	4 50
No. 4, per doz.	4 60	5 10
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
Light iron	0-7	$6 25	$6 50
Long heel light iron	3-7	6 25	....
Medium iron	1-8	6 25	6 50
Heavy iron	6-8	6 25	....
Snow	1-6	6 50	6 75
New light "XL" steel	1-6	6 70	6 95
Featherweight "XL" steel	0-4	8 10	....
Special countersunk	0-4	8 60	....
Toe weight (front only)	1-4	9 10	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$15 75
Corrugated, ⅝ in., 100 ft.	18 75
Corrugated, ¾ in., 100 ft.	21 50
Corrugated, 1 in., 100 ft.	31 50

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1.70-1.75
Mrs. Potts, No. 50, nickel-plated, set	1.80-1.85
Mrs. Potts, handles, japanned, doz.	$1.15-$1.30
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons, each	3 75
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.	Per ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	21c ft.
34 to 44 ft.	24c ft.
London—32 ft., 18c; 34-44 ft., 20c.	

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	17c ft.
18 ft. to 22 ft.	18c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

	Per doz.
Short Globe, doz.	$12 50
Jap'd Dash, doz.	15 00
Search Dash, doz. X-ray	15.75-16.10
Little Bobs	$2.10-$4 20
Copper, well japd., doz.	18.25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen	
Cold blast, short	1 00	1 10
Cold blast	1 00	1 10

3 doz. cases, 90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby	4.00-4.20
Cold blast, common ruby	4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, doz.	$3.85-$4.50

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 40%. Freight equalized with Montreal. Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	8 40
S. W Mops, doz.	4 30
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	2 00
Crescent, doz.	2 00
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1	inch $1	3 inch	10c
1½	inch $1	3¼ inch	10c
1¼	inch 65c	3½ inch	10c
1½	inch 40c	4 inch	5c
1¾	inch 40c	4½ inch	5c
2	inch 30c	5 inch base.	
2¼	inch 30c	5½ inch base.	
2½	inch 15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.20 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.25 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory points, carload freight allowed, $5.32½.

Sault Ste. Marie, Port Arthur, Fort William, $5 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.65 base; London, $5.60; Hamilton, $5.65. No equalization of freights.

Roofing Nails — American, large head, keg, $8.25. London, $7.70.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand	Per box of 25 lbs.
No. 3		$19 50
No. 4		9 50
No. 4½		8 25
No. 5		4 50
No. 6		4 25
No. 7		4 00
No. 8		4 00

Then Jamieson's will boost for you

When you just "handle" Jamieson's Pure Prepared Paints and your customer comes in and picks them out of your stock you don't get credit for the good work they do. Your customer takes the credit. Didn't he choose the paint himself?

But—when you become the Jamieson Agent—when you come right out flat-footed and say, "Jamieson's is the Paint I recommend"—then Jamieson's Paints begin to boost for you.

Every can of Jamieson's Paint going out from the Jamieson Agent's store with his personal recommendation becomes a little agent for his good. The super-quality paint in that can tells the user many friendly things about the Jamieson Agent. It praises his judgment, it commends his honesty, it lauds his business ability, it hints at like quality in all his goods—it boosts.



If you are going to handle Jamieson's Paints—and you are going to if you have fairly considered your own interest—be advised to become a Jamieson Agent, a "booster" for Jamieson's.

Then Jamieson's will boost for you.

R. C. JAMIESON & CO., Limited

Montreal, Canada

ESTABLISHED 1858

Owning and Operating

P. D. DODS & CO., LIMITED

If interested, tear out this page and keep with letters to be answered.

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton, London

"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$19 00
4	1¾"	9 00
5	1 15–16"	4 00
6	2⅛"	3 75
7	2 5–16"	3 50
8	2½"	3 50
9	2 11–16"	3 25
10	2⅞"	3 25
11	3 1–16"	3 25
12	3¼"	3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾-inch mesh and 20 ga. wire)

24 inch...	$10 50	36 inch...	$15 00
30 inch.....	12 75		

½-inch mesh and 22 ga. wire)

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls

F.o.b. Montreal.

OAKUM

Best (American)	$21 50
U.S. Navy (unsnun)	20 75
Clipper (unsnun)	21 50
U.S. Navy, Eng., unsnun	20 00
U.S. Navy, Eng. (snun)	21 00
Plumbers (snun)	$8 50 $10 50

F.o.b. Montreal, Toronto

OIL	Montreal	Toronto
Royalite	0 18	0 17
Palacine	0 21	0 20
Gasoline, gal.	0 32½	0 31½
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 18	0 15½
Cylinder Green, med.	0 55	0 56
Capital cylinder	0 50½	0 49½
Machine oil, regular grades	25½-42	29½-30
Standard gas engine oil	38¼	38¼-37½
Paraffine	0 21	0 21
XXX machine	0 24¼	0 28
Fuel oil, bbls.	0 14½	0 13½
Fuel oil, tank cars	0 13	0 12

OLD MATERIALS

See weekly report.

PACKING	Per lb
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 70
Surprise Fibre	0 66
Tarred felt, per cwt	3.30-3.35

Asbestos sheeting (per 100 lbs.)	$12-$15
Carpet Felt, 16 oz., per 100 lbs.	$4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.	$8 40	$ 9 25
6 to 7 lbs., doz.	9 00	9 75
7 to 8 lbs., doz.	9 60	10 50
8 lbs. only		10 75

Rock—

5 to 6 lbs., doz.		9 00
7 lbs., doz.	$ 9 60	10 50
8 lbs., doz.	10 20	10 75

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT

Effective Feb. 26, 1918.

	Black	Galvanized Per 100 feet
Standard Buttweld		
⅛ in.	$ 6 00	$ 8 00
¼ in.	5 16	7 29
⅜ in.	5 16	7 29
½ in.	6 55	8 12
¾ in.	8 28	10 41
1 in.	12 24	15 39
1¼ in.	16 56	20 82
1½ in.	19 80	24 89
2 in.	26 64	33 49
2½ in.	42 72	53 53
3 in.	55 85	70 00
3½ in.	70 84	87 86
4 in.	83 93	104 10
Standard Lapweld.		
2 in.	29 60	36 08
2½ in.	44 46	54 70
3 in.	58 14	71 53
3½ in.	72 68	90 62
4 in.	86 11	107 37
4½ in.	97 79	122 56
5 in.	114 00	142 82
6 in.	147 80	185 28
7 in.	192 80	241 57
8 L in.	202 50	253 75
8 in.	233 30	292 32
9 in.	279 50	350 18
10 L in.	259 20	324 80
10 in.	333 70	418 18

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 40-45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Discount 10%.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	35, 2½	35, 2½
8" soil pipe	30	30
Medium and extra heavy fittings, 6" and under	40, 2½	40, 2½

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	40%
Cistern Pumps	40%
Set Lengths	40%
Brass Lined Cylinders	40%
Brass Body Cylinders	40%

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 15%; Iron Burrs, 15%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	1 90
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	$5-$5.50
Roofing Pitch, 80 to 90c per cwt	

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅝ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	0 65 0 70½
5-32 in.	0 64 0 69½
3-16 in.	0 60 0 66¼
¼ in. and up	0 59 0 66½

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge.

F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS

Net list.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs
10¾ oz.	$9 50
U.S. 28	9 20
U.S. 26	8 90
22 and 24	8 75
18 and 20	8 60
16	8 45

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 8 35
16 gauge	12 05	8 45
18-20 gauge	10 30	8 60
22-24 gauge	10 45	8 75
26 gauge	....	8 90
28 gauge	....	9 20
10¾ ozs.	11 05	9 50

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbais "best-best"
16	$12 55	$12 55	$ 8 70
18-20	12 55	12 55	8 85
22-24	12 25	12 25	9 05
26	12 25	12 25	9 25
28	13 00	13 00	9 65
10¾ oz.	....	....	10 00

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES	Per sq.
Standard galvanized	$10 25
Shipping weight, 90 lbs.	
Standard painted	8 00
Shipping weight, 80 lbs.	

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$8 75
Standard painted	7 00

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	5 00

F.o.b. Sarnia, London, Toronto. Ottawa

Oil Burning Heaters.	List
No. 525 (125), each	6 50
No. 530 (130), each	7 25
No. 630 (230), each	9 25

Discount 25% off list.

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

Commonwealth  **Barn Red**

NEEDED TO PROTECT BARNS

Be Ready to Supply the Demands of Farmers and Owners of Outbuildings.

Your customers are expecting good crops this year, and therefore will need to protect them.

There is a great deal more money tied up in property than you realize. Your customers know this, and will want to protect their investments.

S-W Commonwealth Barn Red is rich in color, spreads easily, and wears for the greatest length of time. It is the best paint on the market, for barns, outbuildings, troughs, etc., that you can supply.

It has been on the market for over fifty years, and is known to all farmers. It will pay you to have a good stock of

S-W Commonwealth Barn Red

and to make an easy sale. Ask us about our special case assortment, and price.



THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.



SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	.....	net list
Hollow Back No. 2 Shovels	30%	.....	5%
Hollow Back Sand Shovels and Coal Shovels	30%	.....	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	—Per Dozen— 1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	17 80	.....	14.80
Coal Shovels, No. 3 Black	22.00	.....	14.50
Sand Shovels, No. 3, black	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black	19.00	18.00	17.00

For polished goods the following net extras apply:
Full polished .....$1.00 per dozen net
Half polished .....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET

	Bissell's
American Queen, nic'd trim, ball bearing .....Doz.	$39 00
Club, nic'd trim., "Cyco" bearing	32 00
Champion, nic'd trim	30 00
Champion, Jap'd trim	27 00
Elite, nic'd trim., B.B.	41 00
Grand Rapids, nic'd trim., B.B.	36 00
Grand Rapids, Jap'd trim., B.B.	32 00
Parlor Queen, nic'd trim., B.B.	42 00
Princess, nic'd trim., B.B.	37 00
Standard, nic'd trim	32 00
Standard, Jap'd trim	29 00
Universal, nic'd trim, "Cyco" bear.	34 00
Universal, Jap'd trim., "Cyco" bear.	30 00

F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim	$1 00
Household, Jap'd trim	67 00
Superba, nic'd trim	96 00

F.o.b. Toronto, Hamilton, London.

TACKS

	Discount
Wire Tacks .....60 and 10%	
Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%	
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917—Net list.	
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount. Samson, 20% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10		

Discount 10%.

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME)

	Doz. with chain
Victor No. 1	$2 05
Jump, No. 1	2 65
Hawley & Norton, No. 1	3 15
Newhouse, No. 1	4 30

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder)

	Per lb.
500 ft.	?
550 ft.	
600 ft.	
650 ft.	

In 5-ton lots ½c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 52½-65½
4-ply wrapping, lb. .....56 -72½

F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz.	$16 50
No. 1, per doz.	14 25
No. 2, per doz.	12 00
No. 3, per doz.	10 50

F.o.b. Newmarket

VALVES

	%
Ground work	50
Compression work, standard	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	net
Radiator valves, standard	15
High grade	7½
Globe, angle and check valves, standard	10
Do., high grade	7½
Patent quick opening valves	35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 30%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list ,plus 25%.
Railroad Cans, list, plus 20%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, steel, 25%; cast iron, 17½%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 60%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 75
Sectional, ½ lb., per 100 lbs.	4 45	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS

Navvy, steel wheel, doz. 37.50-51.50
Garden steel wheel, doz. 51.00-75.00
Light garden, doz. 37.00-54.00

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Hay Wire in Coils

No. 13	6 10
No. 14	6 15
No. 15	6 25
No. 16	7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire.

	Toronto
Barb	$5.50-$6.20
No. 9 pl. galv.	4.70- 5.90
No. 12 pl. galv.	4.85- 6.00
No. 13 pl. galv.	4.50- 6.15
No. 9 coil sp.	5.00- 5.90
No. 12 coil sp.	- 6.20

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 50
Fence staples, galvanized. $6.25-6.50

In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00

Less discount of 12½%.

Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus 10%
Brass wire, 3 to 24 gauge, add .40%
25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls. $3 00
In 50-ft. rolls 3 05
Bronze, sq. ft. 0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	135 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$14 00	18 in.	$31 20
10 in.	15 60	24 in.	45 25
14 in.	21 85		
Coes—	**Doz. net**		**Doz. net**
6 in.	$13 00	15 in.	$31 20
8 in.	15 60	18 in.	41 60
10 in.	18 20	21 in.	50 70
12 in.	23 40		

Stillson—	Each	Dozen Net	
6 in.	$1 10	$12 00	$12 50
8 in.	1 25	13 50	14 00
10 in.	1 40	15 00	15 60
14 in.	1 95	21 00	21 85
18 in.	2 75	30 00	31 20
24 in.	3 95	43 50	45 25
36 in.	....	81 00	84 25
48 in.	....	....	124 80

ZINC

For zinc products and zinc sheets See weekly report.

Farmers want modern conveniences

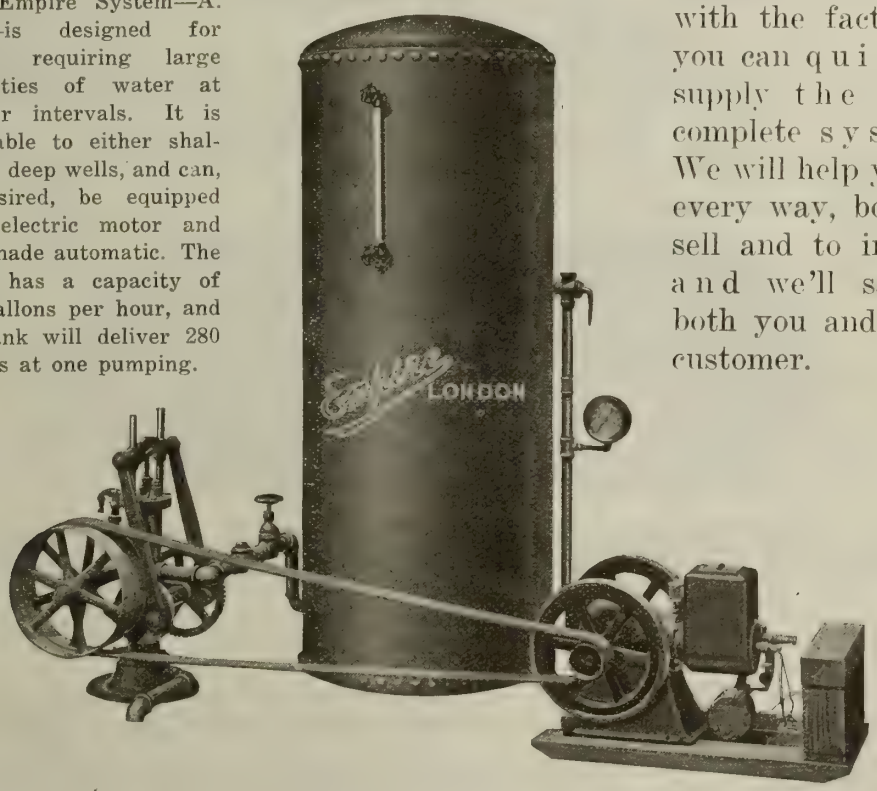
The installation of Empire Pneumatic Water Systems is mighty profitable business

This is the day of the Farmer. High prices and constant demand for his products have placed him in position to realize his cherished ambition to equip his home with "city" conveniences.

The first requisite to this end is a complete water system.

Here is profitable business waiting for progressive Hardware Dealers. Simply be prepared to get one when required. Acquaint your Farmer friends with the fact that you can quickly supply the best complete system. We will help you in every way, both to sell and to install, and we'll satisfy both you and your customer.

This Empire System—A. 1903—is designed for places requiring large quantities of water at regular intervals. It is adaptable to either shallow or deep wells, and can, if desired, be equipped with electric motor and thus made automatic. The pump has a capacity of 360 gallons per hour, and the tank will deliver 280 gallons at one pumping.



There are other Empire Pneumatic Systems suitable for country and suburban homes, golf clubs, etc. Get full information on these also and get after this good business.

EMPIRE MANUFACTURING COMPANY

Limited

LONDON ***TORONTO***

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, 8½c.
F.o.b. Toronto, London.

ALABASTINE

BEESWAX

	Per lb.
Small quantities	$0 45
Larger quantities	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1 .$1.50-$2.00
Banana oil, gal. 3.50- 4.25
F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each	$1.35	$2.00
Weighted, 20 lbs., each	1.60-	2.25
Acme, 15 lbs., each		1 75
Acme, 20 lbs., each		2 00
Acme, 25 lbs., each		2 25

F.o.b. Toronto.

COATING

Cement Coating	$3 00	$3 75

F.o.b. Montreal, Toronto.

COLORS (DRY)

	Per lb.
Raw Umber, 100-lb. kegs	7-15c
Burnt Umber, 100 lbs.	7-15c
Raw Sienna, 100-lb. kegs	7-15c
Burnt Sienna, 100-lb. kegs	7-15c
Imp. green, 100 lb. kegs	0 23
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k.	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	2½-3¼
Spruce ochre, 100-lb. kegs	4c-6c
Canadian red oxide, bbls	2 -2¼
Super magnetic red	2¼-2½c
Vermilion	0 40
English vermilion	0 50

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure	0 15
Indian red	20-26
Chrome yellow, pure	45
Golden ochre, pure	22
French spruce ochre, pure	16-18
Chrome green, pure	18-26
French permanent green, pure	24
Signwriters' black, pure	25
Marine black, 5 lb. irons	0 17
Lampblack	0 24

F.o.b. Montreal, Toronto.

ENAMELS (White)

	Gal.
Duralite	6 15
Albagloss	6 05

GLUE

	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs.	$28 00
Case No. 8—100 ½-lb. pkgs.	31 00
Case No. 9—200 ¼-lb. pkgs.	38 00
Discount.	
French medal (prices withdrawn)	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	24

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$10 75	$15 60
26 to 34	11 20	16 85
35 to 40	11 70	17 85
41 to 50	15 40	20 35
51 to 60	16 10	20 80
61 to 70	17 20	22 05
71 to 80	19 35	24 10
81 to 85	....	29 85
86 to 90	....	31 95
91 to 94	....	32 80
95 to 100	....	38 05
101 to 105	....	42 00
106 to 110	....	48 55

F.o.b. Montreal. Discount 5% on box glass.

Discount from pane list 15 and 5%

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount box glass, 40%.
Cut lights, 25%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price, 10% off list; country, 5%.
Toronto, Hamilton, London, 20%.

For shipments of glass outside of Toronto, Hamilton or London, 10% discount from the list. Freight charges paid to destination, provided the gross list value of the glass is $75 or over. Under $75 in value, 10% discount from the list, f.o.b. Toronto. These prices apply to glass under 90 inches in height. Over 90 inches, then special flat car rates apply.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	$15 50	$15 70
Crown Diamond	15 50	15 70
Crown Pure	15 50	15 70
Green Seal	15 50	15 70
Tiger Pure	15 50	15 70
Ramsay's Pure	15 50	15 70
Moore's Pure	15 50	15 70
O.P.W. Dec. Pure	15 50	15 70
Red Seal	15 50	15 70
Decorators' Pure	15 50	15 70
O.P.W. English	15 70	15 90
Elephant Genuine	16 10	16 20

B.B. Genuine Lead less than tons, $17.40 Toronto; $17.20 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.	14 75	15 50
Less quantity	16 00	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

	Dry, Pound	Paste, Pound
Barrels, 600 lbs.	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52½	0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.80; white, 5-lb. packages, $7.20.
F.o.b. Toronto.

LINSEED OIL

For prices see weekly report

PAINTS, PREPARED

Price per gallon

Elephant, white	3 70
Elephant, colors	3 30
B.H. English, white	3 80
B.H. English, colors	3 55
Minerva, white	3 65
Minerva, colors	3 50
Crown Diamon, white	3 55
Crown Diamond, colors	3 30
B.H. Frescouette, white	3 30
B.H. Frescouette, colors	3 10
Moore's House Colors, white	3 50
Moore's House Colors, colors	3 40
Moore's Egyptian Paint, all colors	2 75
Moore's Floor Paint	2 90
Moore's Sani-Flat	3 00
Jamieson's Crown Anchor	3 30
C.P.C. Pure, white	3 80
C.P.C. Pure, colors	3 55
O.P.W. Can. Brand, white	3 35
O.P.W. Can. Brand, colors	3 10
O.P.W. Can. Brand, floor	2 70
O.P.W. Flat Wall, white	3 05
O.P.W. Flat Wall, colors	2 85
Ramsay's Pure, white	3 65
Ramsay's Pure, coors	3 35
Martin-Senour, 100%, white	3 80
Martin-Senour, 100%, colors	3 55
Martin-Senour, Porch Paint	3 55
Martin-Senour, Neutone, white	3 35
Martin-Senour, neutone, col.	3 10
Senour's Floor Paint	3 00
Sherwin-Williams, white	3 80
Sherwin-Williams, colors	3 55
Flat Tone, white	3 30
Flat Tone, colors	3 10
Lowe Bros. H.S., white	3 80
Lowe Bros. H.S., colors	3 55
Mellotone, white	3 35
Mellotone, colors	3 20
Sanitone, white	3 30
Maple Leaf, white	3 80
Maple Leaf, colors	3 55
Maple Leaf, floor	3 00
Maple Leaf, flat wall	3 10
Pearcy's Prepared, colors	2 75
Pearcy's Prepared, white	3 15

F.o.b. Montreal, Toronto.

PARIS GREEN

	C.P. Berger's Per lb.	
In barrels, about 600 lbs.	0 60¼	0 61
In arsenic wegs, 250		
In 50 lb. and 100 lb. drums	0 61¼	0 62
In 25 lb. drums	0 62¼	0 63
In 1 lb. packets, 100 lbs. in case	0 64¼	0 65
In ½ lb. packets, 100 lbs. in case	0 66¼	0 67
In 1 lb. tins, 100 lbs. in case	0 66¼	0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY

	Standard Montreal	Less than tons Toronto
Bulk, in casks	$4 10	$4 30
Bulk, 100-lb. drums	4 95	5.05-5.15
Bulk, 25 lb. drums	4 95	5 15
Bulk, 12½-lb. irons	5 20	5 40
Bladder, in bbls.	5 20	5 40

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $1.75 cwt. advance.
London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $4.40-$4.50.
Pure Orange, gal., $4.15-$4.25.
Gum Shellac, TN, 70-74c lb.; finest orange, 83-86c; bone dry white, 80-83c.

F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 00
B.H. Vanisher	$2 75
Cumoff	3 00
O.P.W. Presto	2 65
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING

	Gal.
Liquid Slating, B.B.	$2 20

VARNISHES

	Per gal.	cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.45	
B.H. Stovepipe Varnish, ½ pints, per dozen		1 54
Depend-on, list		3 25
B.H. Maritime Spar, list		7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.		
Elastilite		2 90
Granitine		2 90
Hydrox Spar		3 65
Sun Varnish		2 64
Sun Spar		4 59
Sun Waterproof Floor		3 02
Jasperite Interior and Exterior		2 64
Jasperite Pale Hard Oil		1 92
Jasperite Floor Finish		2 64
Jamieson's Copaline		3 02
M-S Marble-Ite Floor		3 29
M-S Wood-Var		3 29
M-S Double Spar		4 57
M-S Finest Interior		3 86
Elastic Interior		2 64
Mar-not		3 52
Quick Action House		2 47
Rexspar		4 62
Sear-Not		3 34
Kyanize Spar		4 95
Kyanize Cabinet Rubbing		3 85
Kyanize Interior		3 85
Luxeberry light		3 30
Luxeberry granite		3 52
Luxeberry spar		4 95
Ramsay's Universal		2 64

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $6.50; colors	7 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 20
XX Quality	0 18
X quality	0 17

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 21
X Grand	0 19¾
XLCR	0 18½
X Empire	0 17¼
X Press	0 16

WASTE, COLORED WIPING

Quality I	0 15
Quality IA	0 13
Quality IB	0 11
No. 5	0 16
No. 7	0 14
Japanese	0 15

WIPING WASTE, COLORED

Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	..

This line subject to trade discount for quantity.

WAX

	Per lb.
C. & B. Floor Wax	$0 35
B.H. Wax	0 35
Ronuk Floor Wax lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 30
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 45-0 55
Johnsons	0 45-0 55
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 40

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls	$2 50
Gilders, bolted, in bbls	3 00

F.o.b. Montreal, Toronto, London

WOOD ALCOHOL

	Per gal
In five gallons	$1.80-$1.90
In barrels	1.70

$1 extra for barrels
F.o.b. Montreal, Toronto, London.



More Paint Can Be Sold When Protection and Preservation

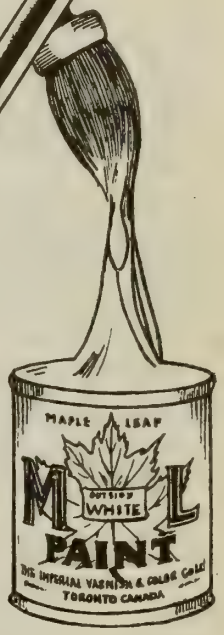
are the motives of your Paint Department selling policy.

Maple Leaf Paints

sell best on this basis because of their quality and service.

PAINT POINTERS FROM "THE OLD TIME PAINTER"

MAPLE LEAF M L QUALITY FINISHES THAT ENDURE



RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regal Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $41; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Singl Bit	$14 50	$18 00
Double Bit	16 50	19 50
Broad axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen			
3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	20%
Gilmour	60%

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.05 base; other sizes, $5.60 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 33 1-3%; over 6 in., 20 and 10%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOARDS—Wash

	Doz.
Improved Globe	$4 00
Diamond King, Glass	4 75
Western King, Enamel	4 75

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	35
3 x 3 in.	37
3½ x 3½ in.	38
4 x 4 in.	47
4½ x 4½ in.	68
5 x 5 in.	80

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil. 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; ¾, $7.25; Logging, 5-16, 11c; ⅜, 10c; ½, 9¾c; tie-out, 47½%.

CHURNS

Barrel. No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 55

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 66c lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.50; 10 in., $7.20; 12 in., $8.45.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

See Wares.

FILES

Globe	Discount 45%
Nicholson Gen	Discount 35%

FITTINGS

Malleable	Black	Galv.
Class B	$ 26	$ 36½
Class C	17	26
Bushings	25%	..
Unions	35%	..
Nipples 4" and under	45%	..

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. barrels, 30c lb.; 100-lb. barrels, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$12 00	$17 50
26 to 40	13 25	20 00
41 to 50	16 75	23 00
51 to 60	17 50	23 50
61 to 70	18 75	25 00

GLASS (Plate)

5% off list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $7.25; No. 2 and larger, $7; snowshoes, No. 0 to No. 1, $7.50; No. 2 and larger, $7.25; steel, No. 0 to 1, $7.70; No. 2 and larger, $7.45; featherweight, $8.85.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED

	Apollo and Premier	"Fleur de Lis"
10¾ oz. or 28 Eng.	$11 20	$11 20
28 Am. or 26 Eng.	10 90	10 90
26 Am. or 26 spec.	10 60	10 60
24	10 45	10 45
22	10 45	10 45
18 and 20	10 30	10 30
16 Am.	10 20	10 20

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$1 80
Mrs. Pott's No. 50, set	1 90

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $2 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 00
3	2 70
4	4 75
Barn Door	
5	2 70
8	2 90
9	5 00

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$4 75
New Century B	10 15
New Idea	11 35
Snowball	8 50

MATTOCKS

Pick, $10; cutter, $10.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	4 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$7 75	$8 25
Empress	10 00	10 60
Daisy	6 15	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices Per Roll

1 in. mesh x 24 in.		$5 95
	30 in.	7 20
	36 in.	8 50
2 in. mesh x 24 in.		2 90
	30 in.	3 40
	36 in.	4 05
	48 in.	5 25
	60 in.	6 55
	72 in.	7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots, all styles, 1c less than above

OILS

"Buffolite," 22½c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 35c; Family safety coal oil, 23½c; "Engoline" engine coil oil, 19½c; Summer black oil, 22½c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 46c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $19; less quantities, 20c.

PICKS, Clay, 6-7, $9.60 per doz.

POLISH—

O-Cedar—	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page.)

Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens'

Do your customers realize the economy of using

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

?

Just now everyone is thinking, talking and practising economy. This circumstance gives you opportunity to bring to the attention of your customers one of the outstanding features of Silkstone Flat Wall Colours.

Silkstone is cheaper than wall-paper (and decidedly more sanitary) lasts longer than other wall finishes, can be washed often, and won't rub off. It gives a beautiful soft, silky finish that will outwear any other wall covering. The economy of a finish that costs little to apply and lasts so long will forcibly appeal to all.

Set "Economy" to making sales of Silkstone for you.

If there is no Stephens' Agent near you write for our good proposition.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers

WINNIPEG **and** **CALGARY**

Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens'

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18x21 per box, half polish, $10.25; full polished, $11.75; 18x24, half polished, $10.25; full polished, $11.75; 20x28, half polished, $10.25; full polished, $11.75.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3 55 per dozen.

PUTTY

100-lb. irons	$5 50
25-lb. irons, per cwt.	5 80
1½-lb. tins	0 10

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope, ¼ and over, 55c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell).

Net list.

SAWS, BUCK

Happy Medium, $9.00; Watch Spring, $9.40; Lance Tooth or Lightning Blades, $10.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—	
No. 2 loop	11 50
Bush	13 00

SWEEPERS, Carpet—	Each
Bissell's Grand Rapids, jap'd.	$2 85
Bissell's Grand Rapids, nick.	3 20
Bissell's Vacuum	8 00

STEEL SHEETS, BLACK

10 gauge	$8 50
12 gauge	8 50
14 gauge	8 40
16 gauge	8 50
18-20 gauge	8 80
22-24 gauge	8 85
26 gauge	8 90
28 gauge	9 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30. Black Cat and Crescent Scoops—No. 4, $15.80 doz.; No. 6, $16.80; No. 8, $17.80; No. 0, $18.80; Moose & Jones Scoops, No. 4, $16.90; No. 6, $17.80; No. 8, $18.70; No. 10, $19.60.

SOLDER. Per pound, 49 to 50c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95 ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring $7.50; machine, $8.00 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.80 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $9.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TRAPS, GAME—	Doz.		
	Victor	H.& N.	Jump
No. 0	$1 80	....	....
No. 1	2 12	$3 25	$2 75
No. 1½	3 17	4 88	4 12
No. 2	4 44	6 83	6 05
No. 3	5 90	9 10	8 05

TUBS—	Wood	Fibre
No. 0	$18 30	$19 75
No. 1	15 65	16 95
No. 2	13 20	14 10
No. 3	11 45	12 00

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply	$0 60
Cotton, 4-ply	0 65

VARNISHES

	Dozen
Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.

Scotch Grey, 40, 12½% discount.

Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, 17½% discount.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.15; less than ton lots, $16.50.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Fort William, $5.10; Winnipeg, $5.50; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 00
8 in.	7 20
10 in.	8 40
12 in.	10 80
15 in.	14 40
Perfect Handle—	
6 in.	13 00
8 in.	15 60
10 in.	18 20
12 in.	23 40
15 in.	31 20
18 in.	41 60

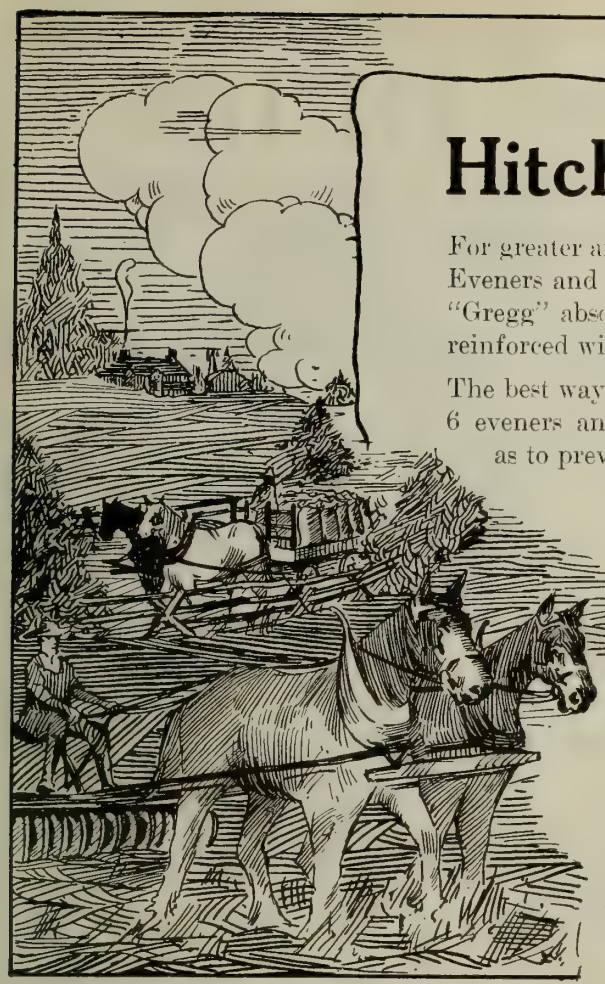
WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 13
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 60
36 in.	6 75
Trimo—	
10 in.	$1 45
14 in.	2 00
18 in.	2 90
24 in.	4 15

Always Ready—	Dozen Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Royal Canadian, $51.90 per doz., Eze, $56.10 per doz.; Bicycle, $63 per doz.; Ajax, $125.80 doz.

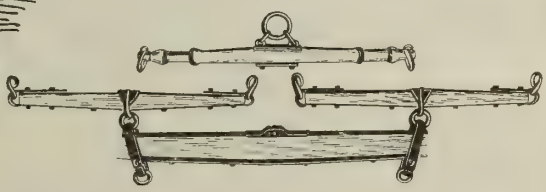


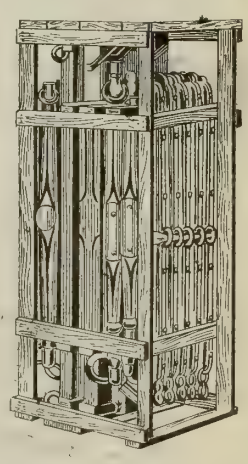
Hitch up with Gregg

For greater and more satisfactory business in Wagon Sets, Neckyokes, Eveners and Hitches link up with "Gregg" steel clad goods and the "Gregg" absolute guarantee. Extra heavy, straight-grained wood is reinforced with one-piece steel straps—guaranteed not to break.

The best way to buy "Gregg" goods is by the crate, each containing: 6 eveners and clevises, 6 neckyokes and 12 singletrees, packed so as to prevent damage in transit.

Any jobber in the West can supply you.





Gregg Mfg. Co., Limited

WINNIPEG



FROM our complete and varied stock of Electrical Supplies and Auto Accessories we can fill immediately any want.

"Service" is our slogan and our boast, and we strain every effort to live up to it.

We make "Service" mean more than the speedy filling of orders. It means that, of course, but also it means: Exactly the goods you want, in perfect condition, carefully packed.

Every order, be it small or large, is subject to the same degree of service—the same care, the same exactitude and the same speed in filling.

Great West Electric Co., Limited

WINNIPEG.

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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Canadian B. K. Morton Co., Montreal.

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British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Ware Mfg. Co., Oakville, Ont.

Ammunition
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Auto Accessories
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Canadian General Electric Co., Ltd., Toronto.
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Interstate Electric Novelty Co., Toronto.
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McKinnon Chain Co., St. Catharines.
Northern Electric Co., Ltd., Montreal.
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Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian Carbon Co., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Empire Mfg. Co., London, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bends, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Bibbs, Basin and Bath Cocks, Fuller
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brass Castings and Goods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

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Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
C. Kloepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boilers, Heating and Range
Empire Mfg. Co., London, Ont.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Bone Grinders
Toronto Lock Mfg. Co., Toronto.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Weston, Ont.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Canada Cycle & Motor Co., Ltd., Weston, Ont.

Builders' Hardware
Thos. Birkett & Son Co., Ltd., Ottawa.
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Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.
The Stanley Works, New Britain, Conn.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.
Reeder-Weekes Mfg. Co., Ltd., Hamilton, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Specialties
Vol-Peek Mfg. Co., Montreal.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Faultless Caster Co., Evansville, Ind.
Landers, Frary & Clark, New Britain, Conn.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

Canadian Woodenware Co., St. Thomas, Ont.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.



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Canada Brand Pure Paints
(Registered and Quality Guaranteed)

Canada Brand Floor Paints
(Registered and Surpassed by None)

Jas-per-Lac Specialties
(Registered. The Present-Future Finish)

Jas-per-ite Varnishes
(Registered. The Present-Future Varnish)

Manufactured only by

OTTAWA PAINT WORKS LIMITED

Ottawa, Canada

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BORN AND BROUGHT UP IN CANADA!!!

TRADE SIMMS SET IN RUBBER MARK

brushes are known in practically every country on the globe where brushes are used and are everywhere recognized as the

"STANDARD OF QUALITY"

They are made in the finest factory in the world, devoted to the making of high-grade brushes.

They are produced by skilled workmen, using the most modern methods and machinery, guided by an executive staff whose slogan is

"BETTER BRUSHES"

Better to-day than they were yesterday, better to-morrow than they are to-day and the BRUSHES, the QUALITY, the FACTORY, the ORGANIZATION and the INSPIRATION that DEVELOPED them were

BORN AND BROUGHT UP IN CANADA

T. S. SIMMS & COMPANY, LIMITED

ST. JOHN (FAIRVILLE), N.B.

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

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Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.
Conductor Pipe, Hooks, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.
Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Cordage
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., Toronto.
Crowbars
B. J. Coghlin & Co., Montreal.
Cultivators
J. E. Gilson Mfg. Co., Port Washington, Ill.
C. S. Norcross & Sons, Bushnell, Ill.
Cutlery
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
John Chatillon & Sons, New York, N.Y.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).
Culverts, Corrugated Metal
Winnipeg Ceiling & Roofing Co., Winnipeg.
Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.
Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.
Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.
Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.
Display Racks and Stands
Cameron & Cameron, Toronto.
Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.
Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.
Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.
Door Hangers
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.
Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.
Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.
Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Dusters
Channell Chemical Co., Toronto.
Dynamite
Du Pont American Industries, Wilmington, Del.
Dry Cells
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.
Spielmann Agencies, Ltd., Montreal, Que.
Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.
Egg Cases
Walter Woods & Co., Hamilton.
Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg.
Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg.
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.
Electric Fixtures
Barton Netting Co., Windsor.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.
Electric Grates
Toronto Lock Mfg. Co., Toronto.
Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.
Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Electrical Toys
A. C. Gilbert Co., New Haven, Conn.
Electro-plating
Toronto Lock Mfg. Co., Toronto.
Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Emery Glass and Papers
John Oakey & Sons, London, Eng.
Expansion Tanks
Pease Foundry Co., Ltd., Toronto.
Explosives
Du Pont Powder Co., Wilmington, Del.
Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Extinguishers, Fire
Booth-Coulter Co., Toronto.
Northern Electric Co., Montreal.
Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.
Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.
Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.
Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.
Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.
Ferrules, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Files
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.
Fire Door Fittings
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.
Fire Department Supplies
Booth-Coulter Co., Toronto.
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.
Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co. Montreal
Pedlar People Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.
Garden Cultivators and Weeders
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.
Garage Hardware
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.
Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.
Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Glass, Window, Plate, Ornamental
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.
Glue, Sheet and Ground
Brantford Glue Co., Brantford, Ont.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.
Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.
Glass Benders
Toronto Plate Glass Importing Co., Toronto.
Glaziers' Diamonds
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.
A. Ramsay, Son & Co., Montreal, Que.
Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.
Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.
Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works, Ltd., Hamilton, Ont.
Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.
Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.
Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.
Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
Hangers, Door
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Machinery & Supply Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.
Hangers, Door and Track
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Ferrules, Brass, Iron, Lead
Empire Mfg. Co., London, Ont.
Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg.
Interstate Electric Novelty Co., Toronto.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.
Floor Stands
Jenkins Bros., Ltd., Montreal.
Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.
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John Oakey & Sons, London, Eng.



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Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire
Canada Metal Co., Ltd., Toronto.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Hardware Specialties
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Louis McLain Co., Ltd., Winnipeg, Man.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

H

Duluth Show Case Co., Duluth, Minn.

Hardware Shelving
Duluth Show Case Co., Duluth, Minn.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.

Heaters
Beauchamp, J. E., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.

Horse Nails
C. Kloepper, Limited, Toronto, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ice Scrapers
James Bros. Co., Perth, Ont.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Boards
J. E. Beauchamp & Co., Montreal.

Iron, Corrugated
Metallic Roofing Co., Toronto and Winnipeg.
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron Sheets, Black and Galvanized
Dominion Sheet Metal Co., Ltd., Hamilton.

Iron and Steel Bars
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.

Jack Planes
National Machinery & Supply Co., Hamilton.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extension, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.

Lath, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Spielmann Agencies, Ltd., Montreal.

Lamps, Lanterns, Electric, Hand
Canadian Carbon Co., Toronto.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Spielmann Agencies, Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton. Toronto, Montreal, Winnipeg.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago, Ill.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.

Lace Leather
Wm. Taylor, Parry Sound, Ont.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Mantels and Grates
Barton Netting Co., Windsor.

Marine Brass Work
Empire Mfg. Co., London, Ont.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mendets
Collette Mfg. Co., Collingwood.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Monel Metal
International Nickle Co., New York.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oil Cups
Canadian Winkley Co., Windsor.

PEERLESS PERFECTION

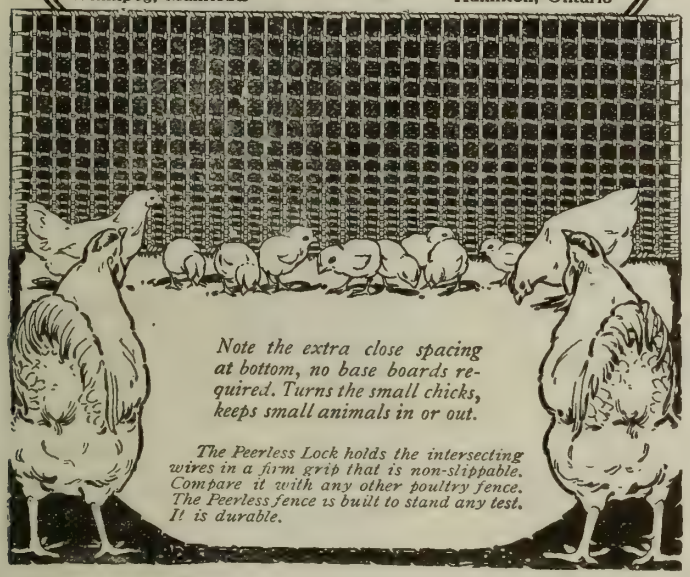
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We build this fence of open hearth steel wire with all the impurities burned out and all its strength and lasting qualities retained. Peerless poultry fencing is extra strong, heavily galvanized, can't sag, won't rust, never gets out of shape, keeps in and keeps out—both great and small.

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The Peerless Lock holds the intersecting wires in a firm grip that is non-slippable. Compare it with any other poultry fence. The Peerless fence is built to stand any test. It is durable.

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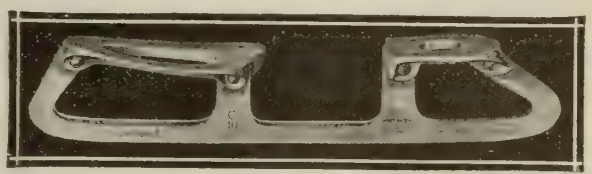
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(Cheaper than Paris Green)

Hand Sprayers

Celebrated Air Pressure Kant-Klog Sprayer with a capacity of 17 qts.

Thos. Birkett & Son Co.

Limited
OTTAWA, ONTARIO

We are now carrying a well assorted stock of

ALUMINIUM SHEETS

in our Toronto Warehouse. Send us your enquiries.

The British Aluminium Co., Ltd.

of London, England

60 Front St. West - - TORONTO

C. KLOPFER, LIMITED

Edward Halloran, Manager
44-50 Wellington Street East, TORONTO
And at Guelph

IRON and STEEL
HEAVY HARDWARE
AUTOMOBILE ACCESSORIES

THE BUYERS' GUIDE

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
R. E. Bloomer, Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.

Packings
Consumers Cordage Co., Montreal.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto

Pipe, Galvanized, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Tools
Empire Mfg. Co., London, Ont.

Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Poultry Netting
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Empire Mfg. Co., London, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto

Rakes
Ward & Payne, Sheffield, Eng.

Ranges, Coal and Wood
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Wrought Iron Range Co., Toronto

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Roofing
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Shades, Electric
Canadian General Electric Co., Toronto.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Solder
Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Champion Spark Plug Co., Windsor, Ont.
W. T. Evans, 1634 St. Urbain St., Montreal
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Montreal
Northern Electric Co., Ltd., Toronto
Eclipse Mfg. Co., Indianapolis, Ind.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Stoves
Enterprise Foundry Co., Sackville, N.B.
Canada Foundries & Forgings, Brockville.
Clare Bros. & Co., Preston
Findlay Bros., Carleton Place
Gurney Foundry Co., Toronto
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

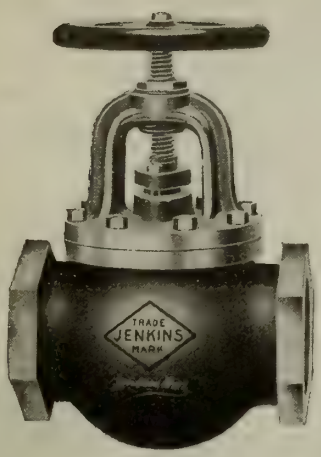


FIG. 141
JENKINS BROS.
Standard Pattern Iron Body Globe Valve Screwed with Yoke.

For use under steam service there are no valves quite as satisfactory as

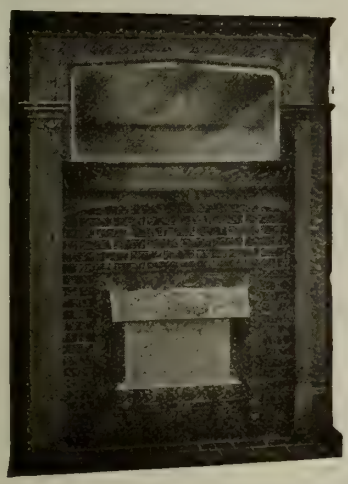
JENKINS BROS.
Globe and Angle Valves
Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Write for Catalogue No. 8.

103 St. Remi St. **JENKINS BROS., Limited** MONTREAL



The Barton-Netting Co., Ltd.
9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.



WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

THE BUYERS' GUIDE

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

Sweat Pads
American Pad & Textile Co., Chatham

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Montreal.

Supply Pipes, Iron and Brass, Bath and Basin
Empire Mfg. Co., London, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Cistern
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Empire Mfg. Co., London and Toronto
National Equipment Co., Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. of Canada, Galt

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.

Tapes, Steel
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wrought Iron Range Co., Toronto

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber Co., Toronto.
McGraw Tire & Rubber Co., East Palestine, O.

Tools
Buck Bros., Millbury, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Toys
Buck Bros., Millbury, Mass.
J. E. Beauchamp & Co., Montreal

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Woodworkers'
National Machinery & Supply Co., Hamilton

Towel Bars
Kinsinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canada Foundries & Forgings, Brockville

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto

Turning Tools
Buck Bros., Milbury, Mass.
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Valves, Standard, Globe, Angle and Check
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
United Brass Founders, Ltd., Manchester, Eng.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
Jenkins Brass Co., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
United Brass Founders, Ltd., Manchester, Eng.

Varnishes
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston, Mass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

Ventillators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal

Washers
C. Kloepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Canadian Woodenware Co., St. Thomas, Ont.
J. H. Connor & Son, Ltd., Ottawa
Dowswell, Lees & Co., Hamilton.
Northern Electric Co., Montreal

Waste, Cotton
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Canadian Woodenware Co., St. Thomas, Ont.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Water Supply Systems
Empire Mfg. Co., London, Ont.

Weather Stripping
Swan Mfg. Co., Winnipeg

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto

Weeders, Garden (hand)
J. E. Gilson Mfg. Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Rice, Lewis & Sons, Ltd., Toronto

White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal

Windows, Kalameined
Metallic Roofing Co., Toronto and Winnipeg

Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire
Canadian Tube & Iron Co., Ltd., Montreal
British Aluminum Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound, Ont.
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton

Wrenches and Accessories
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starratt Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Dowswell, Lees & Co., Hamilton.
J. H. Connor & Sons, Ltd., Ottawa
Lewis Bros., Ltd., Montreal

Zinc, Bar
Canada Metal Co., Ltd., Toronto

Advertising makes for a better product—

Not only does advertising create a good impression regarding the product advertised but it **makes for a better product.** There are added responsibility and written-printed claims to substantiate.



"There, John! That's what Sells Pratt & Lambert Varnishes for Us."

SMASH! SMASH! One after another the big full-page advertisements of the Pratt & Lambert Spring Campaign are going to hammer their message into the mind of the American public. This is not to be a campaign with a mere handful of page advertisements bolstered up with a lot of small space. Practically every advertisement occupies a full page — and all are in publications of largest or most exclusive circulation, such as the Saturday Evening Post, the American, the Ladies' Home Journal, House Beautiful and Country Life in America. The opening gun of the campaign is a

FULL-PAGE PRATT & LAMBERT ADVERTISEMENT IN THE SATURDAY EVENING POST ISSUE OF MARCH 2ND

Buy a copy. If you're a Pratt & Lambert dealer already, read it through. See if it doesn't give you a feeling of confidence in the goods you're selling — a feeling that the makers of Pratt & Lambert varnishes are willing to *stand back of their product.*

Then tear out the advertisement and paste it in your window.

If you haven't yet stocked the P&L Line, read this Post advertisement. Estimate for yourself the benefits that have accrued to the paint and hardware dealers who have been getting the benefit of this constant, powerful advertising, every season for *ten years.* Then imagine the sales value to you of a line of varnishes backed by ten years of cumulative publicity — products resting on sixty-nine years' experience and a full decade in the continual searching spotlight of national advertising.

Then write for the Pratt & Lambert Dealer Proposition.

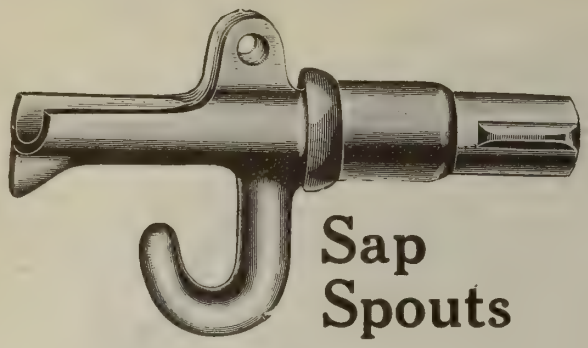
PRATT & LAMBERT-INC. VARNISH MAKERS 69 YEARS

24 Courtwright Street, Bridgeburg, Ontario

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Sydney



If interested, tear out this page and keep with letters to be answered.



Sap Spouts

Don't let Maple Sugar time find you without a supply of sap spouts because you failed to order in time.

Just keep in mind the unsettled state of the metal market and be advised to order early.

Better tell us your requirements now and be sure of getting what you want.

Taylor-Forbes Co., Limited
Guelph, Ontario

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

STEADFAST QUALITY

has gained for

P X H

TRADE MARK

Quality Files
A REPUTATION
SECOND TO NONE

Discerning Hardware Buyers specify them exclusively.

Port Hope File Mfg. Co., Ltd.
Port Hope, Ont.
"Ask Your Jobber"

A Scientific Sheathing Made From Felt

Counterwall

(The Perfect Insulation)

Canadian Roofing Mfg. Co. Limited
Windsor - Ont.

If interested, tear out this page and keep with letters to be answered.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

OWL

BABBITT METALS

A composition of pure virgin Metals with unusual wearing qualities. Always specify Owl Brand. Made in the West by

THE OWL METAL CO., LTD.
WINNIPEG, MAN.





NORCROSS
Garden Cultivator-hoes

"Used the World over"
Send for Catalog
C. S. Norcross & Sons, Bushnell, Ill.

Steel Letters

Drop us a card for prices and particulars

HAMILTON STAMP & STENCIL WORKS, Ltd.
HAMILTON, ONT.



BLUE LABEL LAMPS
ALWAYS SATISFY
Made by
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

"Climax" Paper Balers

Turn Waste Paper Into Money

FREE—10 DAYS' TRIAL.



12 sizes.
Made of Steel.
Reduces your fire risk.

Salesmen and Dealers Wanted.

CLIMAX BALER CO.
HAMILTON, ONT.







FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

STERLING

Hack Saw Blades and Machines

Manufactured by

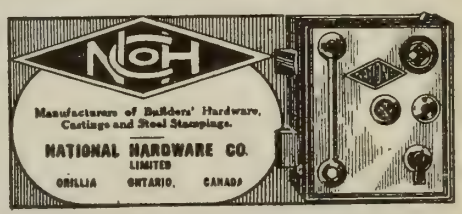
Diamond Saw & Stamping Works
BUFFALO, N.Y.

TRADE **SAWYER** MARK
Registered

STITCHED CANVAS BELTS

"THE QUALITY BELT"

PLEWES LIMITED, Distributors, WINNIPEG

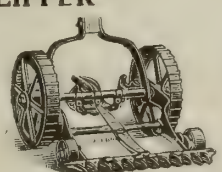


The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

THE CLIPPER

There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilies. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO. Dixon, Ill



Strong, Serviceable Trucks of all Kinds

Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

John Watson Mfg. Co., Ltd.
Winnipeg

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



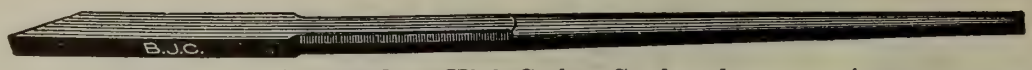
MADE BY

A. SHAW & SON, London, England.

Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL



CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn. U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS--WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL



The Peterboro Lock Mfg. Company, Limited

Peterboro, Canada

Established 1885

MANUFACTURERS OF

BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

If interested, tear out this page and keep with letters to be answered.



Milbradt Ladders

will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write to J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Marshall-Wells Co., Ltd., Winnipeg, or direct for catalog giving prices of a large number of styles we manufacture, suitable for all kinds of shelving.

John Calander Mfg. Co
155 E. 13th St.
St. Paul, Minn., U.S.A.

LONDON HIGH GRADE BAR IRON

We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices.
The consignments you receive from time to time are the same through and through.
Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.

London Rolling Mills Co., Limited, London, Canada

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzel, Vancouver.

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

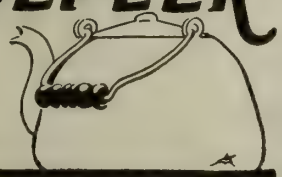
Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

VOL-PEEK WILL STOP THE LEAK



People In Your Town Have Leaky Kettles

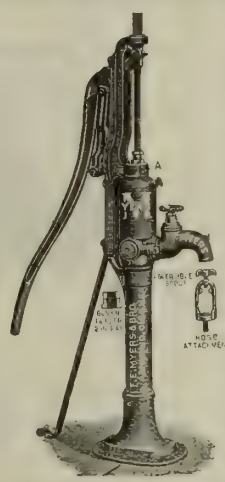
They'll buy "VOL-PEEK" on sight because it makes a $1 leaky kettle as water-tight as new.

It is like a stiff putty, easily applied with the fingers; hardens in two minutes.

Comes in attractive display stands which will attract the attention of your customers. Sells quickly and gives you a good profit. From your wholesaler, or write us direct.

H. NAGLE & CO.
Box 2024 MONTREAL

15 cents



THE HIGH STANDING

in trade circles of the Distributors, whose names appear below, of MYERS PUMPS and HAY TOOLS is an indication of the high quality of the goods themselves.
Send your inquiries direct to them, or write us for the names of many other large jobbers who can also supply you the MYERS. Catalog on request.

J. H. ASHDOWN CO., LTD. Winnipeg, Calgary & Branches
LEWIS Bros. Ltd. Montreal
F.E. MYERS & Bro. ASHLAND, O.



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

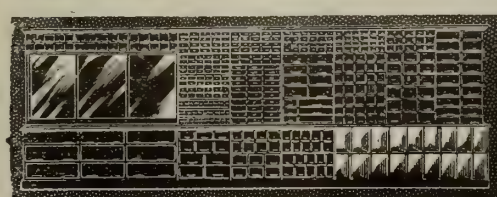
Agents: **A. RAMSAY & SON COMPANY, Montreal**

Glaziers' Diamonds

NOW!

You've been going to send in that ad for weeks, so why not mail it now for next issue?

HARDWARE AND METAL
Classified Advertising Section
143-153 University Ave. Toronto



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL Manufacturers
Toronto, Canada

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

Acme Waste Mfg. Co.

Cotton and Wool Waste Manufacturers

482 Wellington Street West, Toronto, Ont.
5 Queen Street, Montreal, Que.

Western Representatives:

P. A. C. McINTYRE & CO.
206 Scott Block, Winnipeg, Man.

Write to any one of these places when in need of waste.

ELEY BROTHERS, LTD.

specialize in the manufacture of the following articles at the lowest prices:

SHAVING STICK CASES

OVAL AND ROUND TOPS
for Powder Tins, Cruets, Dredgers, etc.

METAL BOXES
for Dentifrice, Soap Tablets, etc.

FERRULES
for Walking Sticks, Whips, Bamboo Fittings, etc.

PENCIL FITTINGS
in any of the following metals: Brass, Copper, or White-metal (nickel or silver plated), Aluminium and Jewellers' Metal (Tombac.)

Eley Bros., Ltd. (Dept. 21) Edmonton, London, N.

Arctic Metal

QUALITY

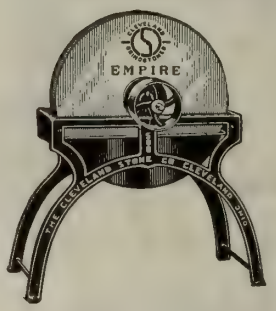
should be the first consideration when purchasing Babbitt Metal. Order Arctic Metal and satisfaction is assured.

"We guarantee what we make"

Tallman Brass & Metal Co.
HAMILTON, ONT.

Cleveland Grindstones

It's in the Grit



Sandstone of commerce is made from sand, which is pressed together in Nature's wonderful laboratory.
There are about 20 different grades—from coarse to fine.
"Cleveland Grindstones" are carefully selected by experts of years' experience.
Ask your jobber for "Clevelands." Write for folder, "Selection and Care of a Grindstone."

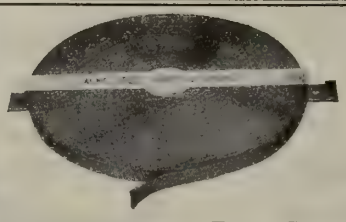
THE CLEVELAND STONE CO.
Leader News Bldg. Cleveland, O.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY



ACME
PATENTED

This is the trade mark to look for in buying your Box Strapping, Corrugated Fasteners, Steel Mats, Running Board Mats, Clasp, Box Corners, Bed Fasteners.

Acme Steel Goods Co. of Canada, Ltd.
MONTREAL

Agents—T. A. Corley & Son, Winnipeg; Lynch & Manley, Toronto
H. C. Brennan Co., Ottawa; Landry & Simard, Quebec

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

GLUE
IN PACKAGES

Put up in the way that best appeals to the people—that's "Brantford" GLUE

It's an all 'round glue and makes good profits for dealers.
In ¼, ½ and 1 lb. packages at your jobbers.

ANADA GLUE CO., Limited, Brantford, Ont.

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

IN
ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.
Montreal, Toronto
Philadelphia New York
London, Eng.
Messrs P. A. C. McIntyre & Co., Winnipeg, Agents for Western Canada.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

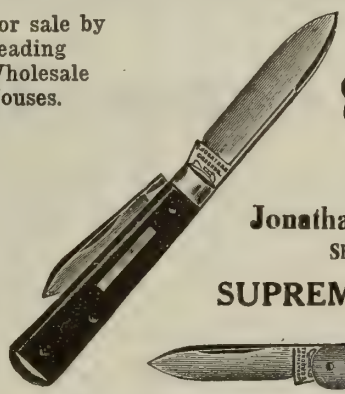
Avoid imitations of our
CUTLERY
By seeing that this exact mark is on each blade

REGISTERED TRADE MARK
GRANTED 1682.

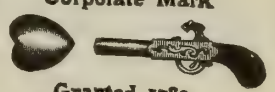
SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY



Montreal
E. Roy
65½ St. Andre



Winnipeg
C. C. Cartwright
85 Water Street

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

If interested, tear out this page and keep with letters to be answered.

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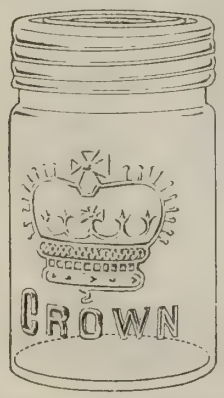
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Made in Canada



Conservation of Food

DOMESTIC ECONOMY is impossible without FRUIT JARS. This is fully recognized by all authorities interested in FOOD CONSERVATION, and their PUBLICITY CAMPAIGN will undoubtedly stimulate the use of JARS this year and create a demand far above normal.

RETAILERS should be ready to do their part by having JARS on hand when required. REQUIREMENTS should be carefully considered and orders placed with WHOLESALERS as early as possible.

LATE ORDERS may not ensure delivery in time to meet the requirements of the PUBLIC.

NO FRUIT or vegetables should be wasted this year for want of JARS.

Ask your wholesaler for JARS "MADE IN CANADA" and guaranteed by a reliable manufacturer.

Advt. of Dominion Glass Co., Ltd.



Made in Canada



Wanted

SIUTATIONS VACANT

WANTED—TINSMITH FOR COUNTRY SHOP —must be competent, reliable, exempt from military service. Good salary paid to right man. Apply Drawer A, Rocanville, Sask.

WANTED — A COMPETENT HARDWARE clerk and salesman of not less than three years' experience. Must come well recommended, and be exempt from draft. Apply, stating salary required, Box 790, Hardware and Metal.

WANTED—COMMISSION AGENTS LOCATED in Sherbrooke can handle two or three more specialty lines to sell to hardware and manufacturing trade in Eastern Townships, Province of Quebec. Address P.O., Box 357, Sherbrooke, Que.

WANTED — DISTRIBUTOR FOR HIGHEST grade mechanics' tool chests. Advise lines handled, territory covered, class of dealers reached, and commission wanted. Prefer established manufacturers' representative travelling several men. Union Tool Chest Works, Rochester, N.Y.

WANTED — GOOD HARDWARE CLERK AND window dresser at once; young married man preferred. Good town to live in. G. A. Outram. Port Hope, Ont.

POSITION WANTED

MARRIED MAN, YOUNG, ENERGETIC, 8 years' "retail" experience shelf and heavy hardware, desires position as salesman or manager in good live town by April 20th. Apply Box 391, Hardware and Metal.

TRAVELLING SALESMAN WITH SEVERAL years' experience with leading firms, desires road position in Ontario. Box 354, Hardware and Metal.

MISCELLANEOUS

WANTED—TO REPRESENT A GOOD LIVE proposition in Manitoba or Western Canada. Headquarters now in Winnipeg, where a good connection is already established. Fifteen years' experience in general hardware, stoves and paints, and can furnish first-class business and bank references. Apply Box 731, Hardware and Metal.

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto

WANTED

WANTED—A COPY OF JANUARY 13th, 1917, issue of Hardware and Metal. If you have one you can spare send it to Box 600, Hardware and Metal.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

FOR SALE

HARDWARE STOCK AND BUSINESS FOR sale in live town of 800. First-class farmers' trade. Hydro just coming in. Apply Box 360, Hardware and Metal.

GOOD HARDWARE BUSINESS IN ONTARIO town of about 1,000 people, with good farm trade. Stock about $6,000. Apply Box 359, Hardware and Metal.

FOR SALE — HARDWARE BUSINESS IN large Eastern Ontario city; stock about $8,000.00. Price right for quick sale. Box 361, Hardware and Metal.

FOR SALE — HARDWARE, FURNITURE, stove and tin business. Good farm trade. R. McClanahan, Belwood, Wellington County.

HARDWARE BUSINESS FOR SALE—IN AN Ontario marine town; $4,000 stock at a discount. Owner wishes to retire. Box 735, Hardware and Metal.

FOR SALE, AT A LIBERAL DISCOUNT—2 National cash registers, cost $210.00 cash; 1 Taylor safe, cost $150.00; 1 oval glass counter show case, cost $30.00; 1 set of tinners' tools, cost $250.00. J. H. Millard, Melfort, Sask.

FOR SALE—BUILDING AND HARDWARE stock in good live Saskatchewan village. Stock on hand about $6,000. Living rooms above Good opportunity and terms for right man. Box 726, Hardware and Metal.

FOR SALE — HARDWARE STOCK AND buildings, living rooms over. Machine agency in connection. In Saskatchewan. Stock about $5,000. Good terms to right man; must have some cash. Good reasons for selling. No city property wanted. Apply Box 732, Hardware and Metal.

HARDWARE BUSINESS FOR SALE—IN A Northern Ontario town of 8,000 population. Stock of shelf and heavy hardware, in excellent condition. Stock can be reduced to about $15,000.00. Will sell or lease premises. Owner has been in business over twenty-five years and wants to retire. Box 730, Hardware and Metal, Toronto, Ont.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

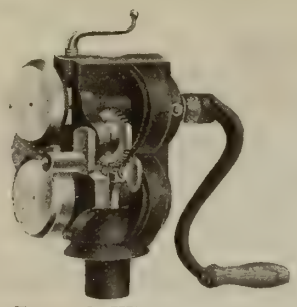
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving, General Manager Western Canada

TORONTO



Encased Wiring Machine

TRADE B B CO LTD MARK

Small Machines

ARE MADE FOR SERVICE. THEY COMBINE DURABILITY, SPEED AND ACCURACY.

No Tinshop can afford to be without a set of these machines.

We manufacture a full line of Tinners' Tools.

Drop us a line for full particulars and prices.

The Brown, Boggs Co.
LIMITED

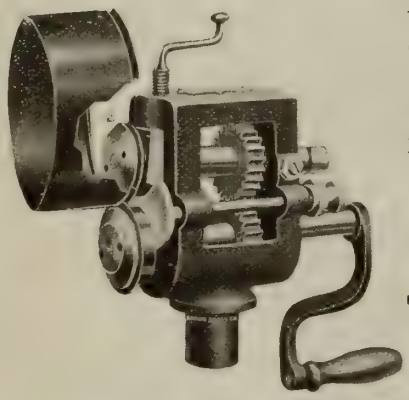
HAMILTON, CANADA



Encased Small Turner



Encased Setting Down Machine

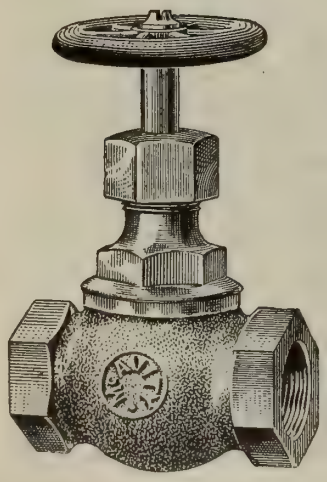


Eclipse Elbow Edging Machine



Encased Small Burr

We have yet to see a Better Valve than the



"McAvity" VALVE

Every Valve packed and tested before leaving factory.

Let us quote you a quantity price. Prompt shipment from stock.

T. McAVITY & SONS, Limited

Montreal **ST. JOHN, N.B.** **Winnipeg**

If interested, tear out this page and keep with letters to be answered.

"HENDRYX"

STANDARD STEEL AND BRASS CHAINS

MR. CHAIN USER: August, 1917.

For many years we have made a specialty of chain for manufacturer's use, and are well equipped for this business.

Our chain is made of special wire found by us to be best suited for the purpose. The links are well shaped, small and compact, making a heavy, strong chain.

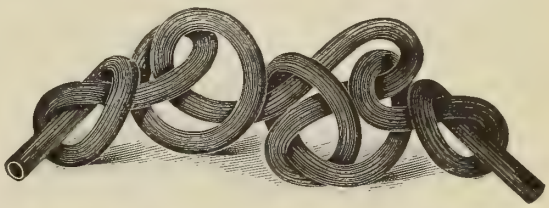
A sample mailed to us of what you may need will be given immediate attention, and interesting prices quoted on any quantity.

Yours very truly,

The Andrew B. Hendryx Company, New Haven, Conn.

"Multiped"

The Garden Hose That Doesn't Kink

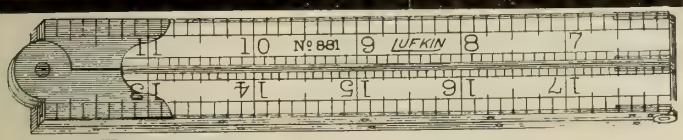


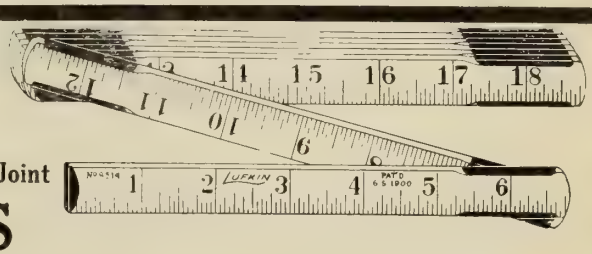
A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver





LUFKIN

Boxwood and Spring Joint

RULES

MEASURING TAPES

ALL SOLD UNDER THAT BROAD, DEFINITE GUARANTEE, ABSOLUTE SATISFACTION TO DEALER AND USER.

Complete Lines.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Prompt shipments from stock.

TINKER TOM'S TALKS.



Talk No. One Hundred and Thirty-Eight

Some Convention last week here in Hamilton! Every dealer and tinsmith present was well repaid for the time and expense. Plan to be present next year—it all helps.

TINKER TOM

Look for Talk No. 139 next week.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA

Livingston

The Name "Livingston" Means More Than Merely a Name

Right from the growing flax to the finished product—**Linseed Oil,** the name **"Livingston"** means **"Quality."** Quality in the raw seed, quality in every department, manned by experts who have the **"Livingston"** interest at heart, each and every process right to the finished article—Quality all the way through. And when

Livingston Brand

goes on the head of a barrel it is the consumer's guarantee that the contents are as represented and absolutely guaranteed up to the

LIVINGSTON STANDARD

The outward marks of this "QUALITY" oil are the "BLUE BARRELS."



The Dominion Linseed Oil Company Limited

BADEN, TORONTO
MONTREAL

HARDWARE AND METAL

Vol. XXX PUBLISHED EVERY SATURDAY SINCE 1888 March 9

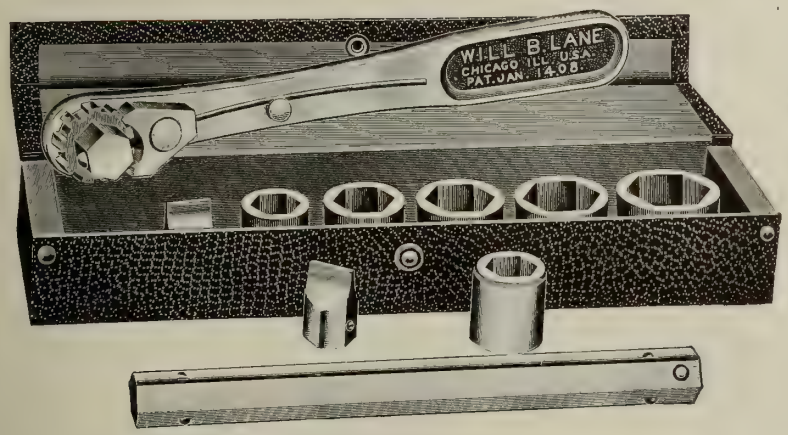
No. 10 1918

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

Lane's Unique Ratchet Wrench

The most useful tool a Motorist can buy



It will pay you handsomely to have a good supply of both Ford and Standard sets and display them prominently in your windows and on your counter.

FORD SET

The Ford Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.

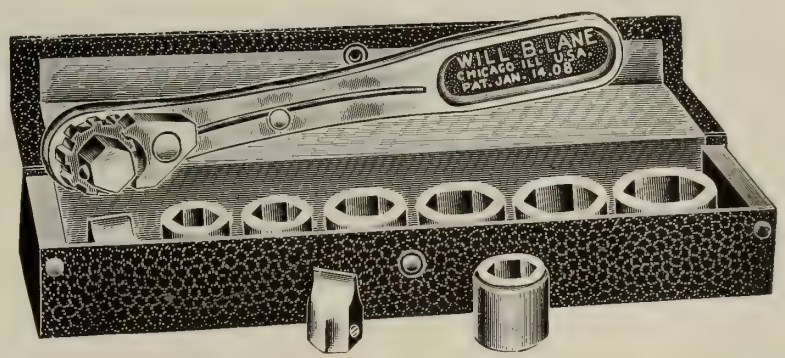
Lane's Unique Ratchet Wrenches are machine-made throughout of the best material obtainable. Sockets are turned from Bessemer Steel and are warranted not to break or spread. Handles drop forged.

Prompt deliveries from any of the Canadian jobbers listed here.

Write for prices.

STANDARD SET

Standard Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex. nuts, as follows: U.S. Standards from ¼ to ½ in.; A.L.A.M Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 to ⅝ in.



WILL B. LANE

180 North Dearborn Street - CHICAGO

CANADIAN DISTRIBUTORS:

BRITISH COLUMBIA: Millen & Son, Ltd., Vancouver; Wood-Vallance & Legatt, Vancouver.

ALBERTA: Marshall-Wells Alberta Co., Edmonton; Wood-Vallance & Adams, Calgary; Merchants Hdwe. Specialties, Calgary; The Chapin Company, Calgary; Motor Car Supply Co., Ltd., Calgary; Great West Saddlery Co., Edmonton; Great West Saddlery Co., Calgary.

SASKATCHEWAN: J. H. Ashdown Hdwe. Co., Saskatoon; Bowman Brothers, Saskatoon; Western Motor Supply, Ltd., Regina; W. W. Cooper Co., Swift Current; Great West Saddlery Co., Regina; Great West Saddlery Co., Saskatoon.

MANITOBA: J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Marshall-Wells Hdwe. Co., Ltd., Winnipeg; Wood-Vallance & Co., Winnipeg; Great West Saddlery Co., Winnipeg; Merrick-Anderson Co., Ltd., Winnipeg; Miller Morse Hdwe. Co., Ltd., Winnipeg; Michael Ert, Ltd., Winnipeg.

ONTARIO: Hobbs Hardware Co., London; D. H. Howden & Co., Ltd., London; London Engine Supply Co., London; Wood-Vallance & Co., Hamilton; Alexander Hardware Co., Hamilton; H. S. Howland, Sons & Co., Ltd., Toronto; Kennedy Hdwe. Co., Toronto; Aikenhead Hdwe., Ltd., Toronto; Rice Lewis & Son, Ltd., Toronto; Millen & Son, Ltd., Toronto; A. Chown & Co., Kingston; Edwin Chown & Son, Kingston; W. B. Dalton & Sons, Ltd., Kingston; Thomas Birkett & Sons Co., Ottawa.

QUEBEC: Caverhill, Learmont & Co., Montreal; Lewis Brothers, Ltd., Montreal; Millen & Son, Ltd., Montreal; Mechanics Supply Co., Quebec; J. H. Mitchell & Co., Sherbrooke; La Cie Coffre & Fils, Sherbrooke.

Circulation of Hardware and Metal has been audited by the Audit Bureau of Circulations.

UNIVERSAL

BUTTER MERGER



No. 15
Makes 1 lb. of Merged Butter from ½ lb. of Butter and ½ Pint of Milk.

Saves 40% on Butter Cost

HOW IT IS DONE

Pour one pint of sweet milk into the "Universal" Merger and add one pound of butter shaved in thin slices and one teaspoonful of salt. Place the jar in warm water to soften the butter. Do not melt it. Put jar back in churn frame and churn for two to three minutes until thoroughly mixed. Butter and milk are now ready to put in a cool place to harden.



No. 125
Makes 2 lbs. of Merged Butter from 1 lb. of Butter and 1 Pint of Milk.



No. 145
Makes 4 lbs. of Merged Butter from 2 lbs. of Butter and 1 Quart of Milk.

EASY TO TURN QUICK TO CHURN

The Straight Line Gear Drive admits of wonderfully free and easy operation. Gears are housed between two covers and cannot injure the fingers nor can flowing sleeves come in contact with the gears or the contents of the Merger.

The Rotating Paddle produces maximum churning efficiency with minimum effort. The paddle paddles around and around, breaks up the oily globules of milk and butter and mixes them in a thoroughly merged mass.

For Prices, etc., write to your Jobber or direct to us.



No. 135
Makes 4 lbs. of Merged Butter from 2 lbs. of Butter and 1 Quart of Milk.

LANDERS, FRARY & CLARK

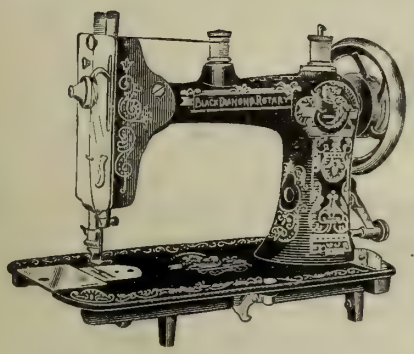
NEW BRITAIN, CONN., U. S. A.

Canadian Representatives: A. MacFarlane & Company, Montreal

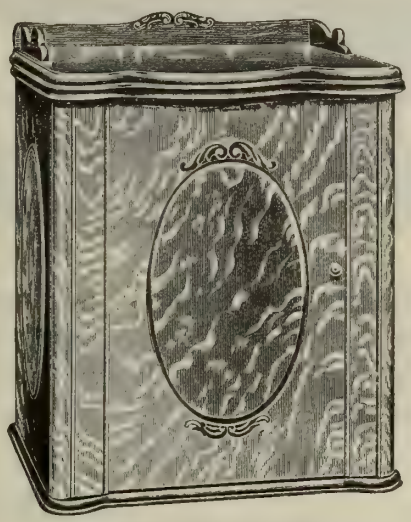
If interested, tear out this page and keep with letters to be answered.

SEWING MACHINES

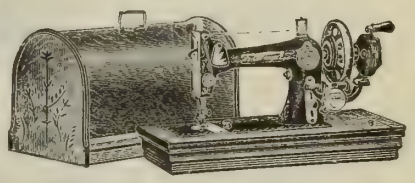
A most popular line for anyone to handle. Made by one of the largest manufacturers and fully guaranteed. Every one you sell means a nice clean profit for yourself and a well satisfied customer besides.



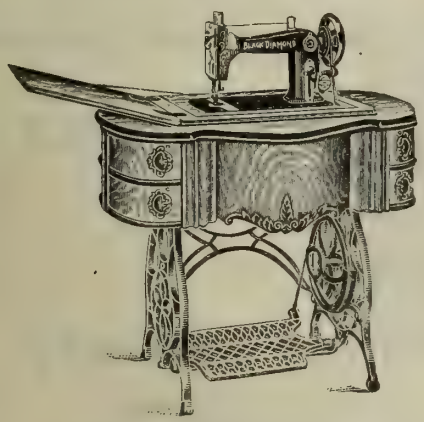
Showing head for the Black Diamond Rotary Machine



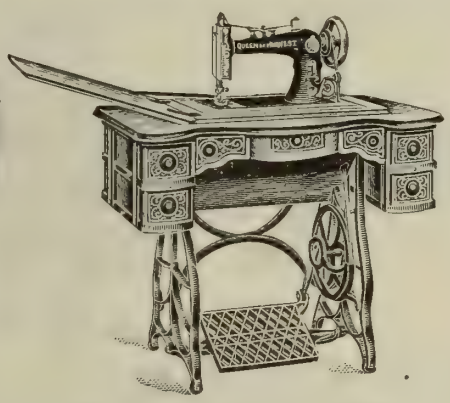
Parlor cabinet complete with Black Diamond Rotary Head and set of attachments



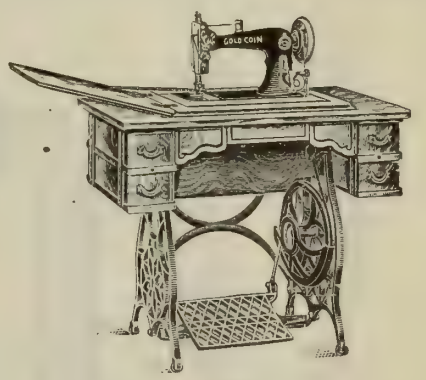
Eldredge Hand Sewing Machine for operating by hand or with electric motor. Convenient to carry about.



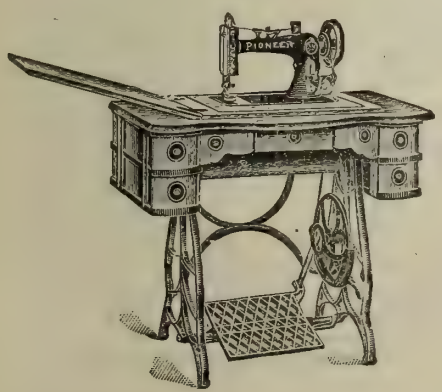
"Black Diamond," our most popular drop head machine



"Queen of the West," the favorite for all around work



"Gold Coin" is the machine for service at a medium price



"Pioneer," the best low priced drop head machine made

¶ Thousands upon thousands of sewing machines of the same make as ours are sold annually in the United States—about 200,000—by hardware merchants who know no more about sewing machines than you do.

Write for Prices.

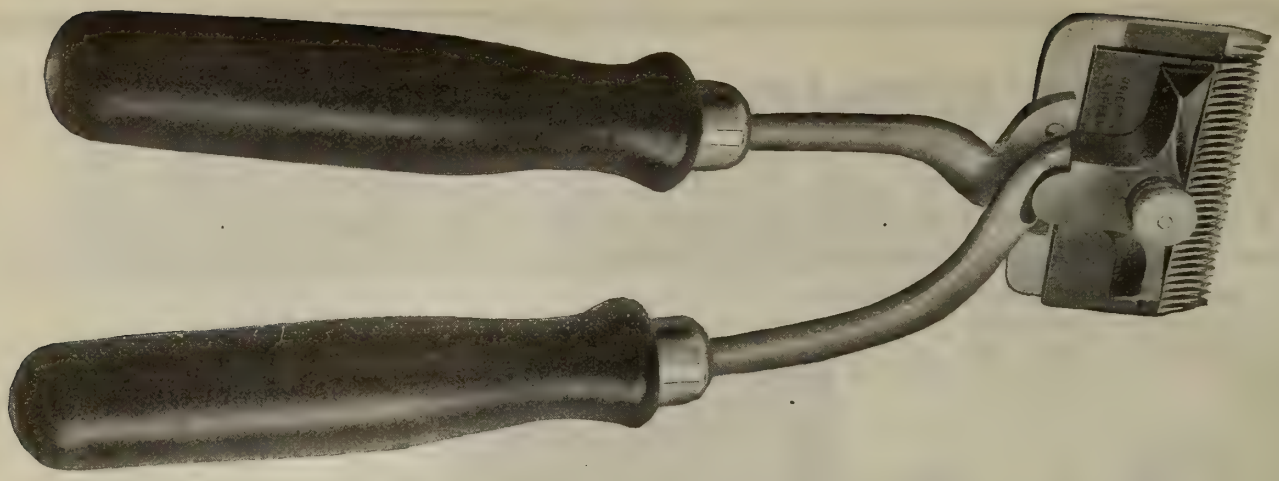
LEWIS BROS., LTD.

MONTREAL

EVERYTHING IN HARDWARE

Railway Contractors' and Plumbers' Supplies
Sporting Goods, Cutlery, Prepared Roofing,
Paints and Glass

If interested, tear out this page and keep with letters to be answered.



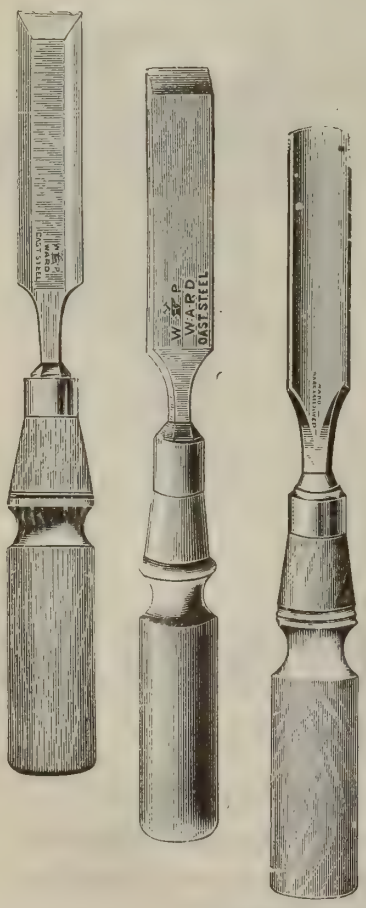
Priest's Horse Clippers

The line of Priest's Clippers is so complete and varied that you simply can't help but find something that will suit both as to style and price.

A. MacFarlane & Co.
Montreal, Canada

Selling Agents

Wiebusch & Hilger, Ltd.
New York City



WARD & PAYNE W P SHEFFIELD

The experience of a whole century

It is over one hundred years since Ward & Payne's Light-Edge Tools were first placed on the market. In that time a reputation has been gained for unvarying high quality that greatly assists Dealers in making sales. Behind every tool marked with the Anvil Brand stands the knowledge and experience gained in the manufacture of Light-Edge Tools for over a century. No wonder Dealers like to handle them and mechanics prefer to use them.

If your jobber cannot supply you write our nearest representative.

ALEXANDER GIBB, 3 St. Nicholas St., Montreal
SHERMAN F. AINSLIE, Spadina Avenue, Toronto
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.

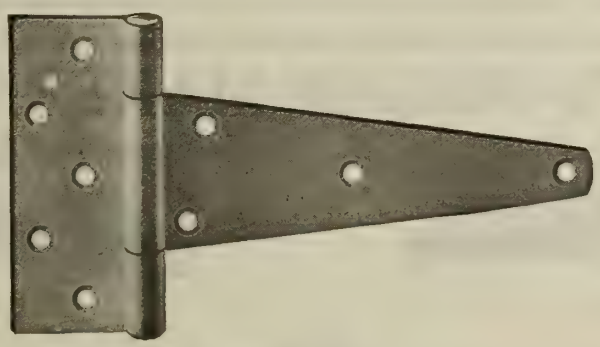
If interested, tear out this page and keep with letters to be answered.

You'll find "National" Hinges easier to sell



Place a "National" Strap or "T" Hinge alongside one of any other make and you'll quickly recognize the added selling value of the "National." The same evidence of care and attention to detail that has earned "National" Hardware the preference with competent builders everywhere is seen in these goods. They are well-balanced, easy working, nicely finished, and the screwholes are sharply cut and well counter-sunk.

The superiority of "National" Hinges is so apparent as to materially assist in the selling.



"National" Wrought Strap and "T" Hinges are made in four styles:—Plain Steel, Japanned, Sherardized and Sherardized with Brass Pin. Strap Hinges pack approximately from 10 dozen pair per barrel in the 14-inch size to 250 doz. pair in the 3-inch size. "T" Hinges pack approximately from 7 dozen pair per barrel in the 14-inch size to 200 dozen pair in the 3-inch size. Also packed, if desired, one pair in a box, with screws.

If you had a "National" Catalog you could find a number of good reasons why you should stock "National" goods.

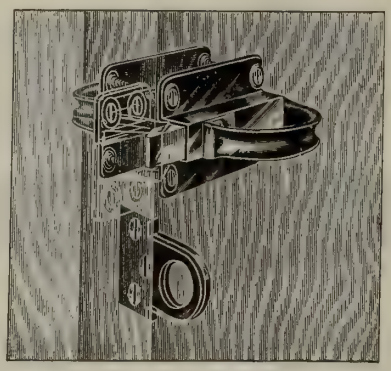
NATIONAL MANUFACTURING CO., Sterling, Illinois

If interested, tear out this page and keep with letters to be answered.

WHY IS THIS THE BIGGEST SELLING LATCH IN CANADA

BECAUSE---It combines so many distinct advantages that make it easy to sell. Its quality ensures satisfaction to the customer. It shows the merchant a profit worth while.

The Spring is made of Piano Wire and Sheradized; positively cannot rust.



Made entirely of Steel and all parts heavily japanned except lock bolt which is tinned.

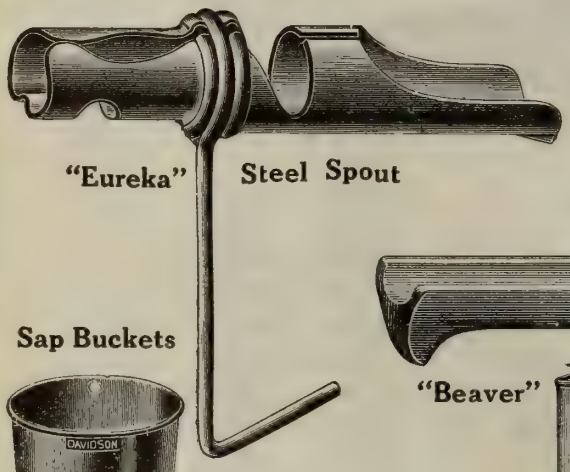
Mechanically made, attractively finished, packed quarter doz. in a box with screws and Padlock Eyes

THIS IS ONLY ONE OF THE MANY LIVE SELLERS MANUFACTURED BY

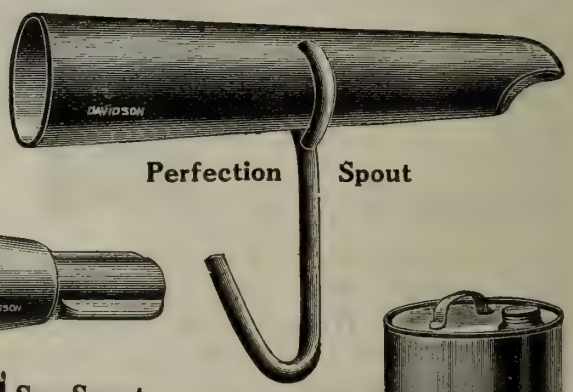
Canada Steel Goods Company

HAMILTON, CANADA

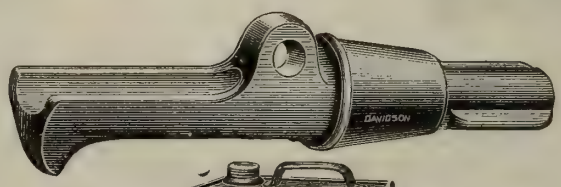
DAVIDSON'S SUGAR MAKERS SUPPLIES



"Eureka" Steel Spout

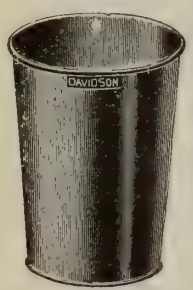


Perfection Spout



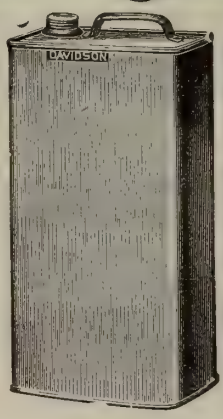
"Beaver" Sap Spout

Sap Buckets



Quarts
4, 5, 6, 8, 12

Order Now to be certain of prompt shipment



Square Syrup Gallons Special

Maple Cans
½, 1
8 lbs.

Gallons
¼
½
1



Prices forwarded on application

Round Maple Syrup Cans

The Thos. Davidson Mfg. Co., Limited,

TORONTO
MONTREAL
WINNIPEG

If interested, tear out this page and keep with letters to be answered.



DON'T EXPERIMENT.

BUY



SAMSON GOODS



all down the line.

They are unexcelled in quality and are supreme for good service.

ABSOLUTELY GUARANTEED

H. S. HOWLAND, SONS & CO.
LIMITED

WHOLESALE HARDWARE
TORONTO



If interested, tear out this page and keep with letters to be answered.

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

DIRECTOR OF EXHIBITS

SECTY OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



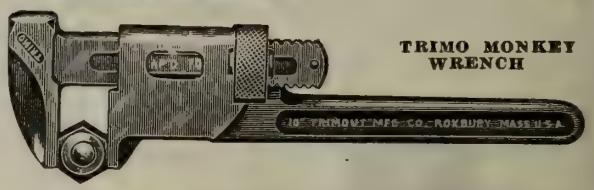
TRIMO PIPE WRENCH WOOD HANDLE



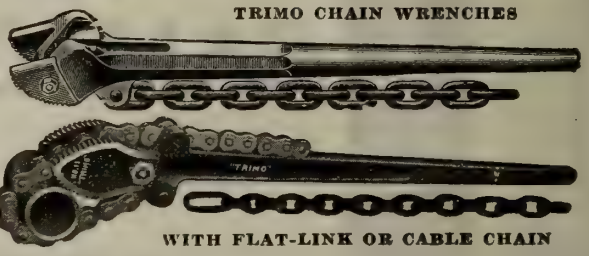
TRIMO PIPE WRENCH STEEL HANDLE



TRIMO PIPE CUTTER



TRIMO MONKEY WRENCH



TRIMO CHAIN WRENCHES

WITH FLAT-LINK OR CABLE CHAIN

Standard Tube & Fence Co.
LIMITED

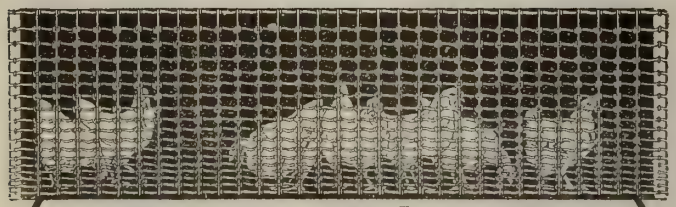
Manufacturers of

Woven Wire Fencing for Farm and Ornamental purposes, Farm and Ornamental Gates, Steel Tube Fence Posts, and a full line of fencing materials,

also

Butted and Welded, sizes 3/8" to 2", 14 to 20 gauge.

WOODSTOCK ONTARIO



Mr. Dealer: Sell This Fence

Establish a trade that will stay with you and at the same time will show a substantial growth. Compa.e this strong, rustless, unyielding fence alongside flimsy netting, and every poultry raiser will flock to your store. Note the close spaces at bottom that turns the small chicks and keeps out intruders.

SEND FOR LITERATURE

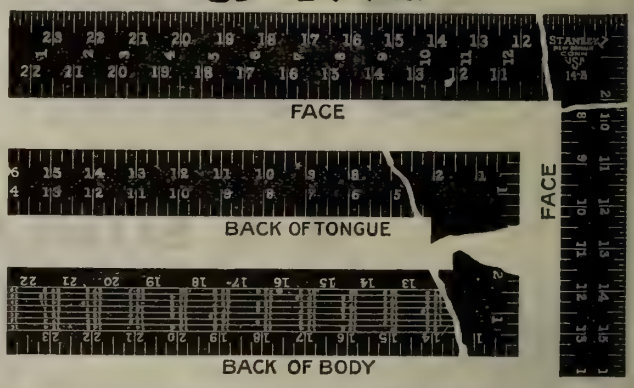
Get our catalogue of fencing for all purposes. Every foot of it guaranteed. Write today for agency in open territory. Our fence in every instance backs up our advertising.

The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg Man. Hamilton, Ont.

PEERLESS THE ALL AROUND FENCE



Stanley Tools



Stanley Steel Squares

Every Stanley square is weldless, or, in other words, made from ONE piece of steel, and all four edges are machined. Particular attention is called to the finish of all numbers and the depth and accuracy of the graduation.

Special care has been given to the simplifying of all tables used, so that the workman can get the measurements he desires with ease and rapidity.

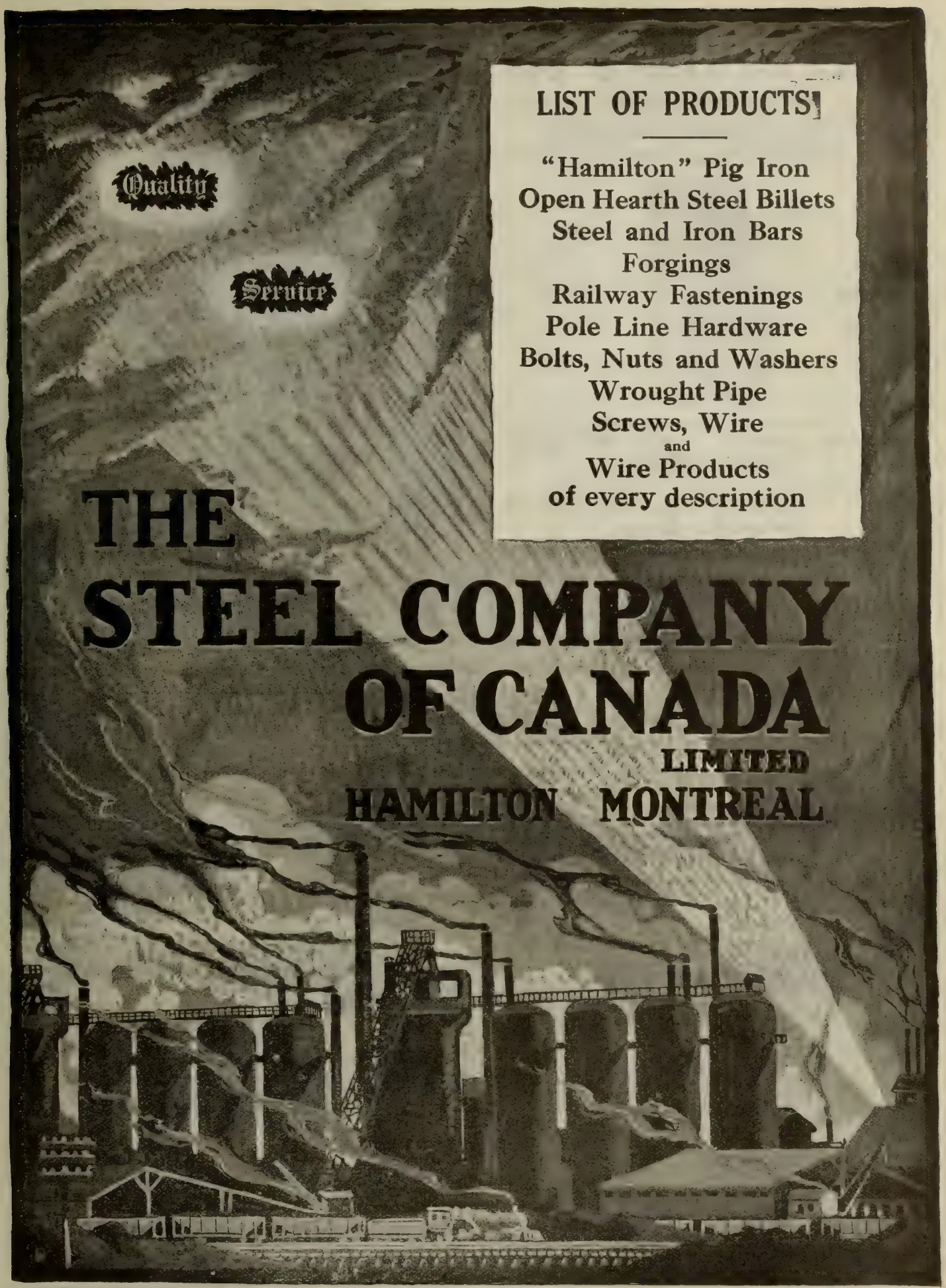
They can be furnished in a number of different styles, and the variety of finishes offered include Royal Copper, Blued, Nickel Plated, Galvanized and Polished. All Royal Copper and Blued finished Squares have white enamel figures and graduations.

Each Square is packed in an anti-rust wrapper and this stamp STANLEY NEW BRITAIN CONN USA appears on the face of all numbers.

Send for special circular containing complete description.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

If interested, tear out this page and keep with letters to be answered.



If interested, tear out this page and keep with letters to be answered.

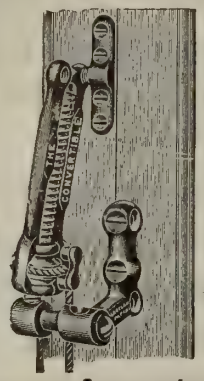
JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.
Contractors to the Admiralty and War Office

The "CONVERTIBLE" Patent FANLIGHT OPENER

Simple
Effective
Compact



1796 Iron
⅜ screw
½ screw
1795 Brass
⅜ screw
½ screw
1797 Gun Metal
⅜ screw
½ screw

Manufacturers of every description of
BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of
Cartland Patent Helical, Climax, Adjustable and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed. Our new Catalogue, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto. Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

Get Ready for War on Potato Bugs



Paris Green

Arsenate of Lime
(Cheaper than Paris Green)

Hand Sprayers

Celebrated Air Pressure Kant-Klog Sprayer with a capacity of 17 qts.

Thos. Birkett & Son Co.

Limited

OTTAWA, ONTARIO

THE "W & B" LINE OF SCREW WRENCHES

MADE IN CANADA

The only Pipe Wrenches made EXCLUSIVELY IN CANADA



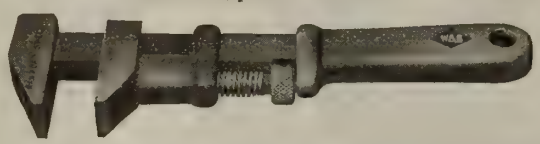
"W & B" Wood Handle Grips, Length open 6 to 14 inches.



"W & B" STEEL Handle Grips, Length open 10 to 48 inches.

"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches



This is the strongest and best HEAVY DUTY Wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W & B" EASY ACTING SCREW.

Machinists' Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W & B" EASY ACTING SCREW.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 90 on request.



Regular Wrenches

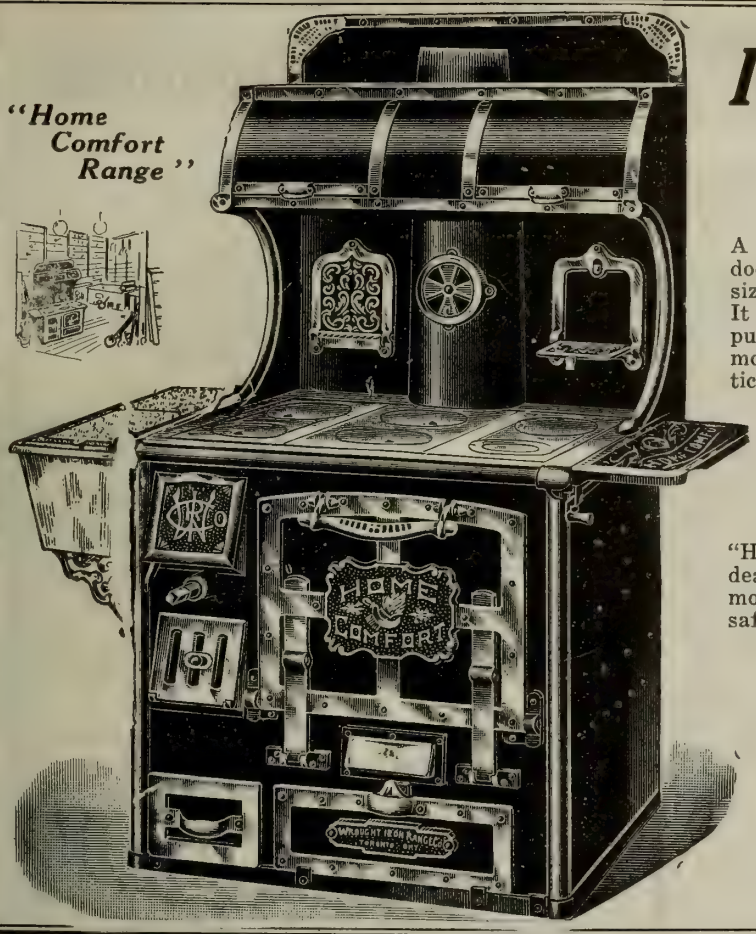
Head and Bar Drop Forged in one piece. FITTED WITH "W & B" EASY ACTING SCREW and thoroughly seasoned handle.

The Whitman & Barnes Manufacturing Company

ST. CATHARINES, ESTABLISHED 64 YEARS **ONTARIO**

If interested, tear out this page and keep with letters to be answered.

"Home Comfort Range"



It's Wise to Sell a Single Model

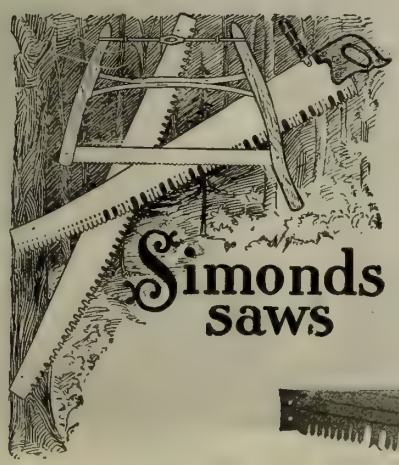
A dealer acting as agent for the "HOME COMFORT" doesn't have to keep a big stock. We make only one size and one style. This simplifies matters a whole lot. It used to be, and still is, the custom for the dealer to put forward on his floor the simplest and cheapest model of a range, and to sell his customers this particular range. Then having made the sale, the dealer would proceed to induce the customer to buy extras. For this purpose, the more expensive models kept in the rear would be used for the purpose of demonstration.

Experience has taught a good many dealers that it is wiser to sell but one model, a model like the "HOME COMFORT." It saves time and money—dealers do not have to carry a large stock. This single model plan pleases the customer, too, and makes it safe and easy to make a choice.

We have made the "HOME COMFORT" the most easily sold range on the market. Write for agency proposition. It's a good one.

Wrought Iron Range Co. of Canada, Limited

Office: 151 King St. West **TORONTO, Ont.** Factory: 22 Orillia St.

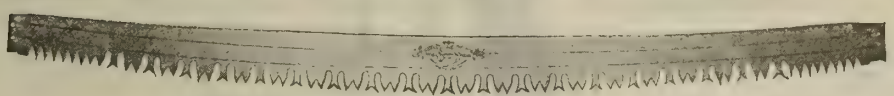


Simonds saws

The best way to build a big business is to sell goods that satisfy. In the Saw line you know there is nothing which gives the user such complete satisfaction as Simonds Crescent Ground Cross-Cut Saws and Simonds Hand Saws. They will help to keep your business big or build it big. Write for catalog and terms.



No. 22. Full Width Cross-Cut Saw, Lance Tooth.



No. 315. Hollow Back Cross-Cut Saw.

Simonds Canada Saw Co., Limited

St. Remi St. and Acorn Ave., Montreal, Que.

Vancouver, B.C. **St. John, N.B.**



No. 10½. Sway Back Hand Saw.

If interested, tear out this page and keep with letters to be answered.

Look at Your Files

Test the balance of them. See how hard they are, Run your finger over the teeth and note their sharpness and regularity.

These qualities of the "*Famous Five*" Files were not arrived at by accident.

They are the result of expert knowledge of the exact needs of every trade. This knowledge has helped us to standardize the merits of "*Famous Five*" Files in the mind of every user.

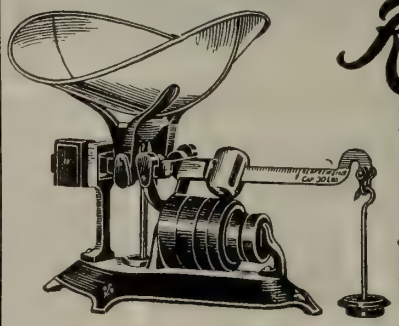
Specify them when ordering from your jobber.

They are:



Stirs up Business

Precious few housewives realize the many uses of an accurate scale in the kitchen—saving losses in careless weighing at butchers and grocers—weighing produce before marketing—weighing flour and other ingredients while baking, etc., etc., etc. It is surprising what a little bit of salesmanship and displaying will accomplish in stirring up big business in Renfrew Scales! The Renfrew is compact, handy, and stands hard knocks. It doesn't get out of order and always tells the truth. A government inspector's certificate accompanies every Renfrew. These features make the Renfrew a lively seller these days. Push business with the



Renfrew

HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs.

Government inspector's certificate accompanies every scale.

Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

Eastern Branch, Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 206 Scott Block, Winnipeg, Man.; Foundry Products, Ltd., Calgary, Alta.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.



FREE!

One of these beautiful papier-mache display heads will be furnished free, to any dealer with an order for six dozen Johnson Ideal Halters.

Dress up your window and make your place look like a STORE instead of a shop.

We want to help our customers sell goods and better goods for less money is the first thing necessary.

We make it possible for you to sell the best halter on the market, at $1.50, but you need to advertise and we know of no better way than to get one of these display heads, as it is a standing ad. for you 365 days in the year.

THE JOHNSON HALTER CO.

150 Queen Street **SARNIA, ONT.**

If interested, tear out this page and keep with letters to be answered.

"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

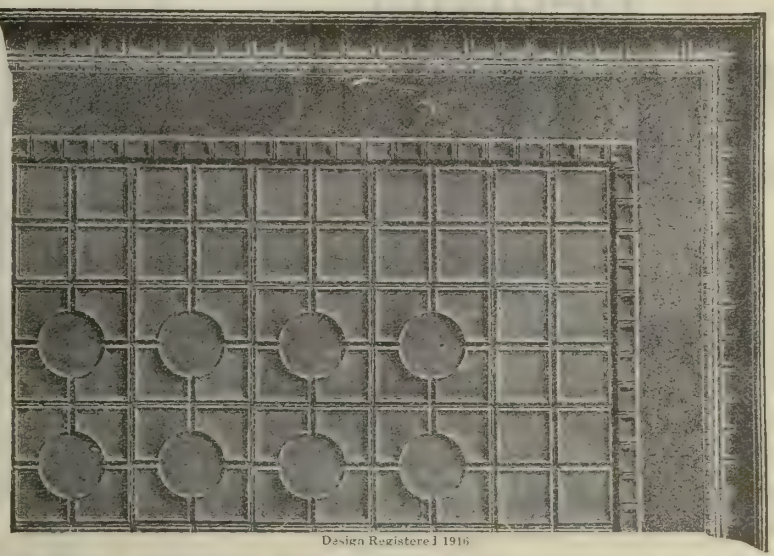
It's one thing to have the goods—

We have *them* alright—but we've got a big, *selling service* behind them too, that works day and night turning prospects into happy customers for our dealers.

"Metallic" plates are modern, beautiful, deeply embossed, re-squared *after* stamping and come in big variety.

Get our catalogue and dealer-service information to-day.

Stock carried by
GEO. W. REED & CO., LTD.
37 St. Antoine Street, MONTREAL



The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

UNIFORMITY USED THE WORLD OVER SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL TENAXAS TIN-TOUGHENED MASCOT ATLAS W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED
Large Stocks

THEY MAKE GOOD EVERYWHERE
Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal Works: Riverside Street, Montreal

If interested, tear out this page and keep with letters to be answered.

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company

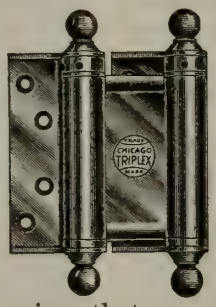
ST. THOMAS -:- ONTARIO

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



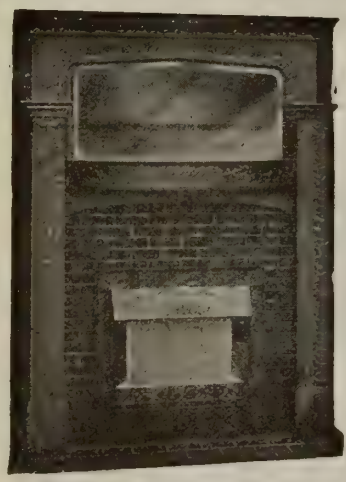
Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK **NEW YORK**



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.



Montreal
E. Roy
65½ St. Andre



Winnipeg
C. C. Cartwright
85 Water Street

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

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ESTABLISHED 1849

WOOD, ALEXANDER & JAMES

Successors to WOOD, VALLANCE & CO.

WHOLESALE HARDWARE MERCHANTS

SHELF AND HEAVY HARDWARE

CONTRACTORS' and MILL SUPPLIES

BAR IRON AND STEEL

BUILDING PAPER AND ROOFINGS

AUTOMOBILE ACCESSORIES

BRANCHES: Toronto Office, 25 Front Street East; Wood, Vallance, Limited, Winnipeg, Man.; Wood, Vallance & Leggat, Limited, Vancouver, B.C.; Wood, Vallance Hardware Co., Limited, Nelson, B.C.; Wood, Vallance & Adams, Limited, Calgary, Alta.

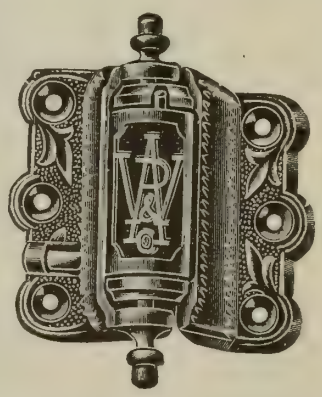
T-F Quality Spring Hinges

A Line that always makes good with the trade

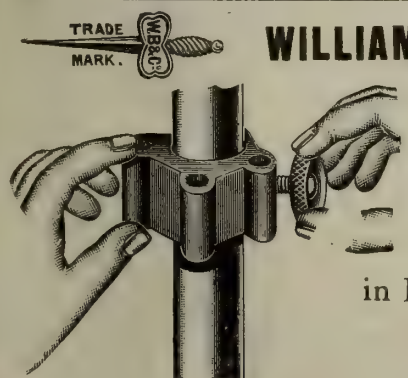
Spring hinges will be in big demand as soon as the warm weather sets in. Now is the time to order from your jobber.

When you buy T-F Spring Hinges you are buying a line that will sell easily and give every satisfaction.

We take pride in producing a high quality article.



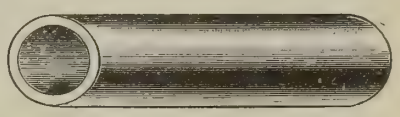
Taylor-Forbes Co., Limited, Guelph, Ontario



Patent Grip-Tight Socket

WILLIAMS BROS. & PIGGOTT, LTD.

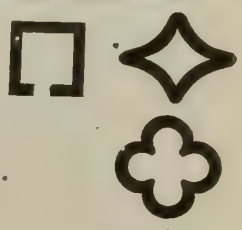
Small Heath, BIRMINGHAM



Specialists in TUBES

Seamless, Brazed Iron-cased Mouldings, Beadings, Rolled Metals in Brass, Copper, Nickel Silver, and other Metals.

Over 1000 different sections



GENERAL BRASSFOUNDERS

SHOP WINDOW FITTINGS MANUFACTURERS

TRADE MARK. W.B.&C.

If interested, tear out this page and keep with letters to be answered.

STEADFAST QUALITY

has gained for

P X H

TRADE MARK

Quality Files
A REPUTATION
SECOND TO NONE

Discerning Hardware Buyers specify them exclusively.

Port Hope File Mfg. Co., Ltd.
Port Hope, Ont.
"Ask Your Jobber"

Parker Shut-Metal Screws



For joining sheet metal.

Saves 75% cost and labor.

Used by all sheet metal workers.

Does away with bolting, riveting, etc.

Makes a pleasant job in its use.

Parker Damper Quadrant



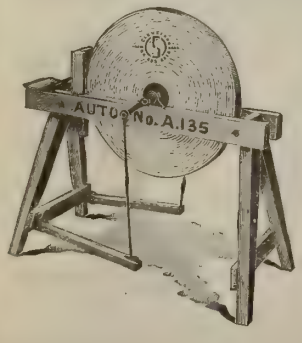
"BEST IN THE WORLD"
FOR DAMPER REGULATION
IN HOT AND COLD AIR DUCTS

PARKER SUPPLY CO.
Manufacturers
784 East 136th Street, New York
WRITE FOR SAMPLES

Cleveland Grindstones

It's in the Grit

The Cleveland Stone Company owns the entire Berea and Huron deposits. This stone cannot be obtained from any other source and if the Cleveland Grindstone Trade Mark does not appear on your stones they are not **genuine** Berea or Huron stone. "Cleveland Grindstones" are hand picked—will not glaze, but will put an edge on anything from a scythe to a jack-knife.



Write for catalog and prices—to-day. Also for folder, "Selection and Care of a Grindstone."

The Cleveland Stone Company
Leader-News Bldg.
CLEVELAND, O.

"White"

MOP WRINGERS

We lead, others follow. TRADE-MARK WHITE PERFECTION PATENT REG. U.S. PAT. OFF. MOP WRINGER IS THE STANDARD. WHITE MOP WRINGER CO. FULTONVILLE, N.Y. U.S.A.

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

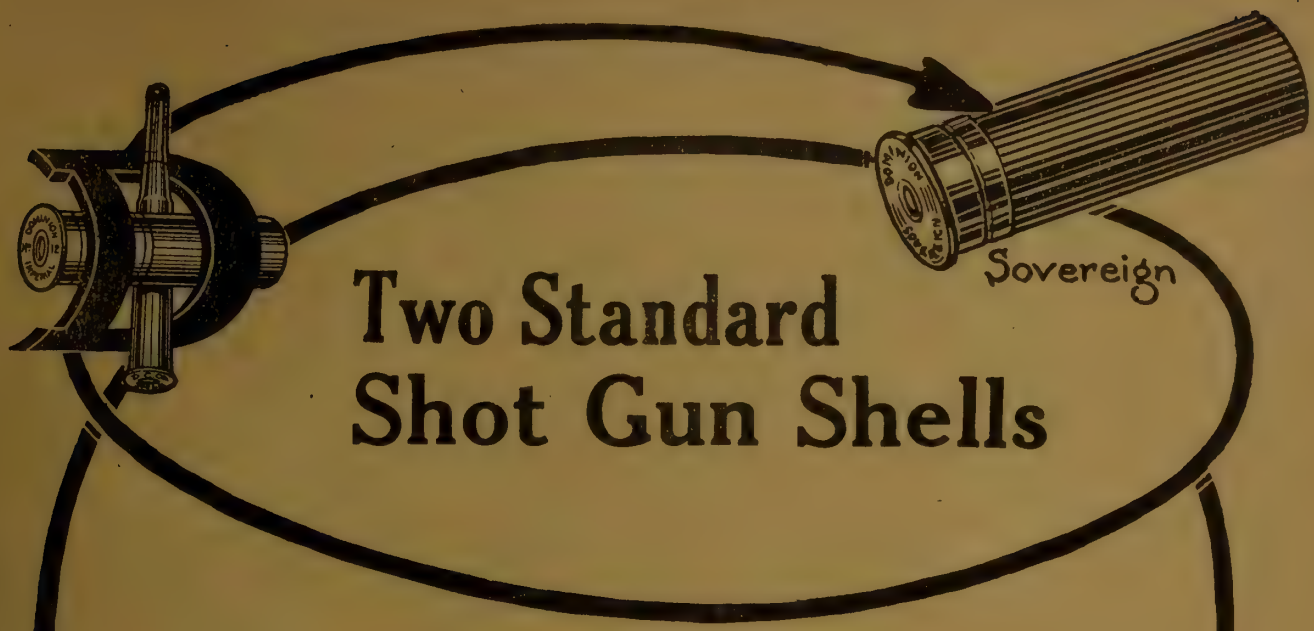


Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.

White Mop Wringer Co.
FULTONVILLE
N.Y.

If interested, tear out this page and keep with letters to be answered.



Two Standard Shot Gun Shells

The sportsmen—trapshooters and hunters—who stand at your counter know the superior qualities of

Sovereign and Regal
Shot Gun Shells

The double assurance of strong, safe casings due to the knurled base and the steel reinforced head in both the Sovereign and Regal are points that interest your sportsman customer. Care in loading —well seated wads—the large Dominion 3B primer all help to develop the

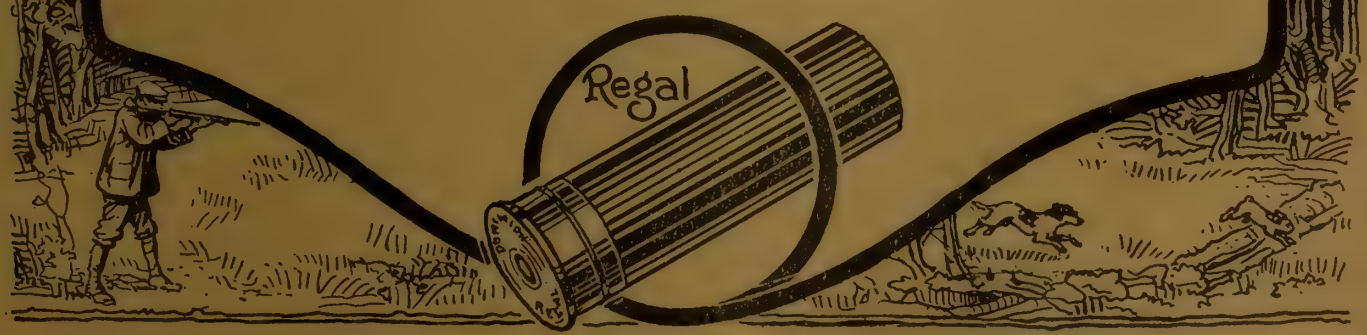
Speed—Pattern—Penetration

that have meant so many successful days for Dominion users—your customers.

Show the loading to the doubters by slicing the side of a Sovereign or Regal shell. Demonstrate further by pressing the cut paper back in place and firing the shell at a large piece of paper spread out on a board. Point out to him the number of pellets of shot that have hit and how evenly they are spread on the paper—Pattern. Show him how deeply the shot has gone into the board—Speed and Penetration. The customer will not mind missing a shell from a box when such quality is demonstrated.

Dominion Cartridge Co., Limited

120 St. James Street **Montreal**











FIVE WORKS—OVER 3,000 EMPLOYEES

UNITED BRASS FOUNDERS and ENGINEERS, Limited

It is our intention after the War to devote our energies to the intensive production of the following Specialities:

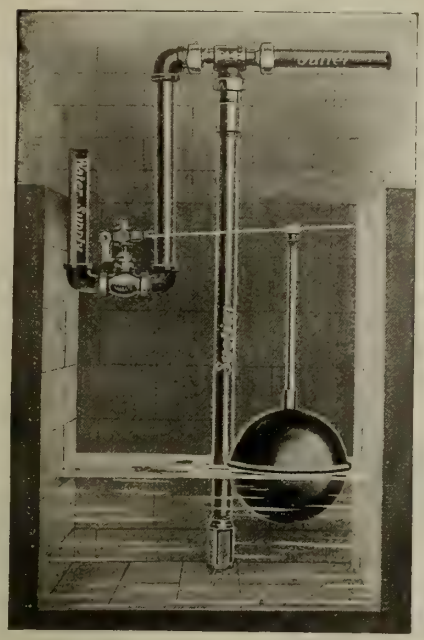
Gunmetal and Brass Valves and Cocks.
Steam, Water and Compressed Air Fittings generally.
Cast Iron Stop and Sluice Valves.
Semi-Rotary Pumps.
Extruded Brass and Bronze Bars.
Brass Bolts and Nuts, Studs and General Turned Work from the Bar
Cast and Malleable Iron Cocks and Pipe Fittings.
Pressure and Vacuum Gauges.
Injectors, Engine Governors.
Spraying Machinery.
Coppersmiths' Work.
"Stella" Brand Alloys, Manganese Copper, Silicon Copper, Ferro Zinc, Phosphor Copper and Tin, etc.

Business After the War

If you are interested in any or all of the lines mentioned and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office.

EMPRESS FOUNDRY

Cornbrook, Manchester, England



Basement Flooded?

Has your basement been flooded? Have you waded through it up to your shoe tops or had to put on rubber boots? Have you watched your stock rapidly deteriorating in value and been helpless to prevent it?

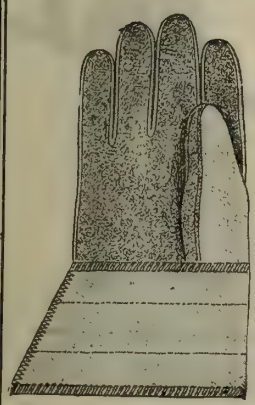
If you have had this experience you will realize the value and comfort of a Morrison Cellar Drainer. Easily installed, entirely automatic with all working parts above water. Will operate at 10 lbs. pressure. Has no complicated cams or levers and never gets out of order.

The simplest, most effective means of keeping basements free of water.

Let us tell you more about it. Ask us to-day.

James Morrison Brass Manufacturing Co., Limited
93-97 ADELAIDE STREET WEST, TORONTO

TAPATCO
REGISTERED BRAND TRADE MARK



Cotton Gloves Selling Better Than Ever

There's more work being done in the gardens of Canada this year than ever before, and every garden worker feels the necessity of cotton work gloves. Sell them "Tapatco" cotton gloves. They are the most comfortable and serviceable glove made. Good-looking, too.

Many Styles--Many Colors

Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

Also Leather and Leatherette Trimmed Gloves.

Put "Tapatco" Gloves to the front. It will pay you. Big sales and good profits.

The American Pad & Textile Co.
CHATHAM, ONTARIO

NOTICE

SEE US ABOUT

WIRE

We are HEADQUARTERS for

Wire Bale Ties

LARGEST CAPACITY AND STOCK IN CANADA

Ask for one of our Souvenir nail puzzles.

WIRE MANUFACTURERS.

LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA

METALS · CHEMICALS · GLASS
B&SH Established 1790

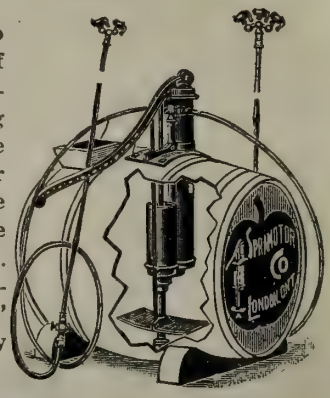
CHINA WOOD OIL
BARYTES
LITHOPONE
RED LEAD
LITHARGE
ORANGE MINERAL
ZINC OXIDE
BLUE VITRIOL
BORAX
GLYCERINE

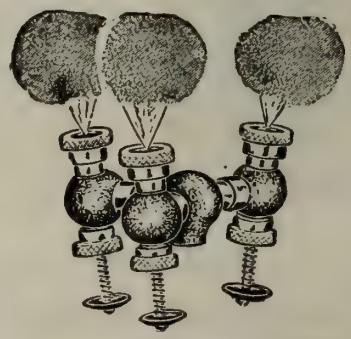
B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.
Canadian Sales Agents: United States Steel Products Company
Exporters for American Sheet & Tin Plate Company

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Automobile Oil and Transmission Greases.



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Business Houses by the Hundred Buy "Confidential Circulars" for Dollars When Cents Would Buy Far More Facts

Waldon Fawcett, Washington Correspondent, writes as follows in *The Fourth Estate:*

> "Hundreds and thousands of business houses in all lines of trade are to-day paying fees of $25.00 and $50.00 and upwards to 'business correspondents,' 'information bureaus,' etc., located in Washington, which do not supply in their weekly printed or mimeographed 'confidential' letters a tithe of the information obtainable through TRADE PAPERS at a fraction of the price."

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Again in Demand

The wooden tub is back—the high cost of the metal tub is largely responsible, but a wooden tub has other advantages.

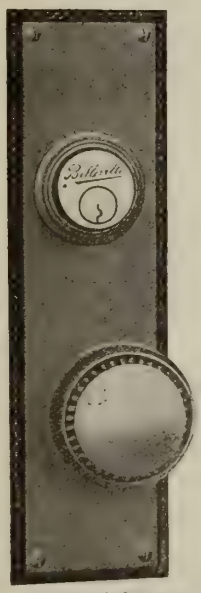
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Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

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The Wm. Cane & Sons Company, Ltd.

Manufacturers **NEWMARKET, ONTARIO**



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A "Made-in-Canada" Product Equal to the Best in the World

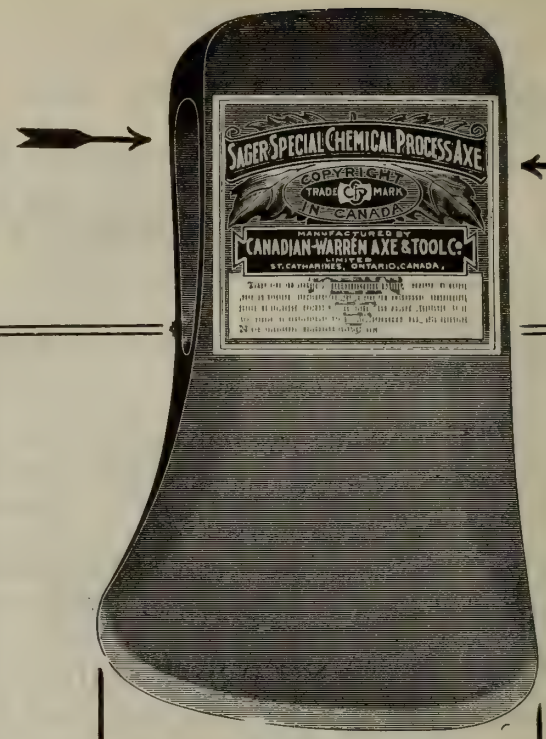
We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

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BELLEVILLE **ONTARIO**



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because of their sterling quality and excellent design. Our "Sager" special chemical process of tempering gives Sager axes their individuality.

Soo Line Logging Tools

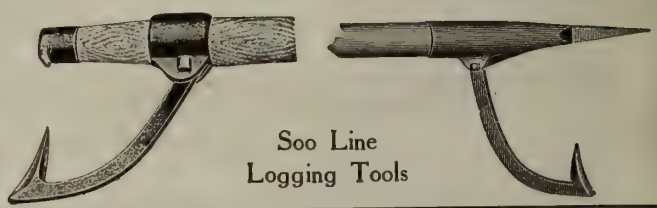
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Canadian Warren Axe & Tool Co.

LIMITED

ST. CATHARINES, ONT.



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"QUEEN'S HEAD" the world's standard---equalled by none

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Keep Standard Lines

TO THE FORE IN YOUR STORE

Your profits depend indirectly on the good-will of your customers. Without that good-will your business cannot permanently prosper.

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RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Extra Service

The service to be gained from any rubber product depends largely upon the quality of the material and the excellence of the workmanship. That is why Dominion Rubber System products are outstanding. Only the best in material and workmanship is incorporated in the making of those products. That ensures long service and life and proves a matter of no little economy to the buyer.

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For anything in Rubber, write to our nearest Branch, where prompt and intelligent attention will be given to all enquiries.

Canadian Consolidated Rubber Co. Limited

Head Office - - MONTREAL

Service Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Kitchener, London, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver, Victoria.

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"Member Audit Bureau Circulations"

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, MARCH 9, 1918 No. 10

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"Glad to hear it, Mr. Johnson—we've the equipment you need all ready for you.

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"Then you'll like Stanley Garage Hinges. They'll support the heaviest of doors and prevent sagging and binding. Stanley Bolts keep the doors locked *tight*. The Stanley Pulls and Latches are convenient to operate and don't break or get out of order."

Do you wonder that Stanley Garage Hardware is an important item for the modern hardware dealer? And do you imagine that a straightforward sales talk like the above doesn't mean quick sales and good profits?

Write now for booklet "Selling More Stanley Garage Hardware."

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Stanley Garage Hardware is also adaptable for mill and factory use.

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, MARCH 9, 1918 No. 10

Suggestions Will Increase Trade

Advice is Welcomed by Owners When They Have Problems to Face—New Lines Can be Suggested—Arthur Lariviere Gives Some Good Pointers — Value of Display

"IT is easy to educate the owner of an automobile and to take an interest in him and in his car," said Arthur Lariviere, manager of the auto accessory department of Lariviere Incorporee, St. Laurent Boulevard, Montreal. "There are many things that the dealer knows which will be of assistance to the owner, and by aiding him in different ways sales can be made and a good customer secured."

It was clearly indicated in a recent interview given HARDWARE AND METAL by Mr. Lariviere that the car owner is the logical customer of the hardware dealer carrying accessories. The owner is naturally interested in the care and upkeep of his car, for which he has paid good money, and the hardware man can win his confidence if a little trouble be taken.

Graphited Shellac For Rims

As an instance of the application of this principle, Lariviere Incorporee has studied the needs of its trade and suggestions have been made as to the care of cars and car parts. Take the rims of car wheels. These become rusted, and to make a proper job before replacing tires these must be cleaned through the use of emery cloth. It is advised that graphited shellac be used after the rim has been freed of its rust, and by some experimenting here it has been decided what proportion of graphite is required for a given quantity of shellac, and the same is made up ready for sale and distribution when called for.

"I would suggest that dealers make up a quantity of this for the trade and that a small outfit, consisting of some emery cloth, a small tin of varnish remover and a bottle of graphited shellac, be assembled during odd times and offered to the owner. In this way, outfit could be retailed for, say $1, and at this price such a line would be popular and yield a splendid margin of profit," said Mr. Lariviere. This is just an instance to show what the dealer can do.

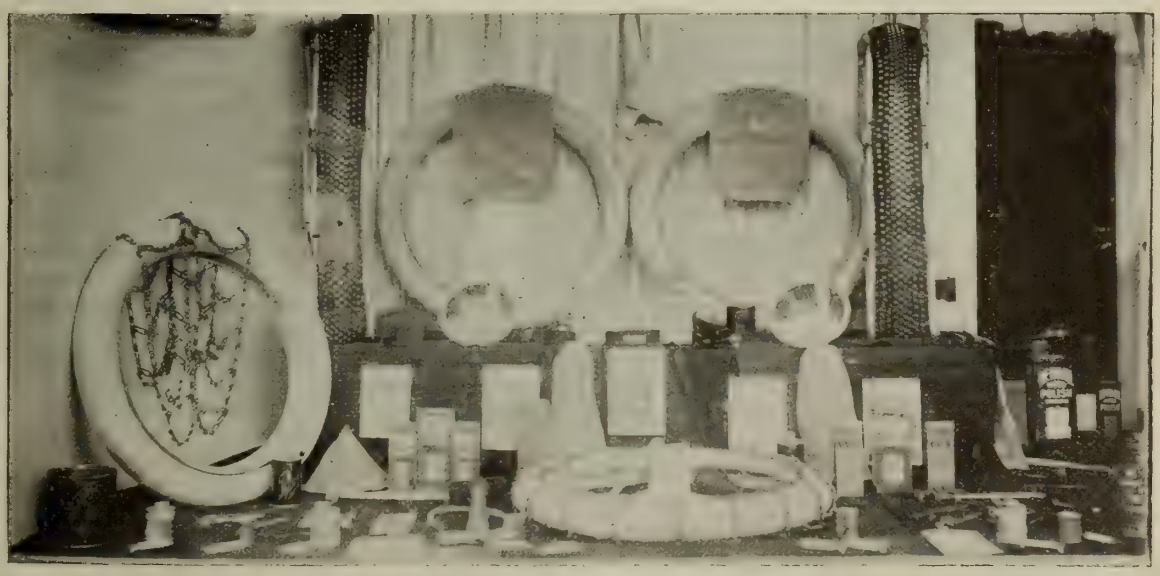
Special Attention To Enamels

This firm is paying special attention to the sale of automobile enamels. The time has arrived when car owners will take a greater interest in the upkeep of their cars for which good money has been paid. Some discouragement to the painting of one's own car has been caused through lack of knowledge to apply the paint, and here is where the co-operative feature can be made to pay for all the attention and thought a dealer cares to exercise.

"I have seen some nice work that has been done by chauffeur," said Mr. Lariviere. "This was carefully and evenly applied and good results were secured. The salesman must make a study of the particular needs of a given case and be willing and able to advise the methods that should be adopted in order to secure an order. Owners are approachable and all appreciate the dealer's interest in advising what to use."

Lariviere Incorporee issue a catalog. This may not be possible with all dealers although it was urged that many of the dealers handling accessories could easily get out a small pamphlet to good purpose, and without excessive cost being entailed.

This year the advantage is being improved of appealing to the trade serv-



A simple but very attractive display for an Auto Accessory Window.

ed by this firm for special interest in their line of auto enamels. An insert is being used in the catalog, giving a good range of shades on "color chips" and making selection of desired colors easy. A good range of blues, greys, greens, wine and black are shown. With the distribution of several thousand catalogs, it will be possible to get in touch with a great many users of enamels.

Salesman's Opportunity

There are more customers trading with the average hardware store who do not know exactly what they require when making a purchase than those that do. Probably there is no salesman behind a retail counter who has greater opportunity to increase sales for his employer or to be of greater service to his prospect than the modern hardware salesman. His experience, if it be worth while at all, has been secured through years of association with a line that requires close application and study He is therefore able to give advice that is invaluable to the customer who does not "just know exactly" what he requires.

Take the matter of selling enamels. Many would ask for a tin of this and proceed to apply the same without any thought of making preparation for the finishing coat. Salesman to the fore here. Ask for particulars as to the work to be done. If the car be in bad shape a tin of remover may be needed to rid the car of old varnish and enamel. Sandpaper and emery cloth will be required, and some turpentine. And of course one or two brushes will be needed, that for the finishing requiring to be well selected so as to give a finish to the job that will not show any brush marks.

Co-operate With Manufacturers

"The paint manufacturers should conduct a campaign on 'How to Paint an Automobile,' said Mr. Lariviere. This will likely receive more consideration as the season advances and if dealers over the country would hook up with the manufacturer and jobber in a campaign of education, there would be some real interest in handling finishes for the thousands of cars that need more care than they receive.

The big advantage in selling good grades of durable enamels lies in the fact that the brush department sales will always be stimulated. In fact this line usually yields the most margin of profit and if a big range be carried it will meet the tastes of one's customers, and the larger stock will eventually draw the trade of the experienced finisher too.

Keep the enamels well displayed and use the valuable advertising literature that manufacturers supply so generously these days. Keep the windows fresh with a display, at least twice a month in season or oftener, and an occasional display at other times. Always have a neat display, well-placed, within the store where your possible customers will have ready access to the lines that are sold by the store.

Some Thoughts On Buying

"The accessory dealer should buy carefully and select such quantities as will be absorbed by his trade within a reasonable space of time," said Mr. Lariviere. "The average turnover in a retail way should be from five to six times a year, and this may be maintained if care is taken in the buying. If one can sell a fair quantity of spark plugs or batteries, for instance, buy what can be sold in a given period, say in six months, and take delivery of a portion of this over the six months, spacing deliveries in such a way as to keep previous orders moving and well cleaned up before the next shipment is to arrive. This will be a stimulus to the dealer in making his sales total up well, knowing that he has an undelivered portion of the original order still to come."

"I would also advise the dealer, no matter how small, to take his cash discounts. It is better to take 2 per cent. discount on each of six shipments during a period of twelve months than to take 10 per cent, discount on a quantity shipment at one time. The buyer not only gets a more favorable net saving, but he is not carrying the stock, with a lot of capital tied up, and can keep the stock fresh and clean all the season through. I would say that a dealer should never carry more than two months' supply ahead, as nearly as can be arranged on accessories."

"We figure that turnover means profit, and by studying the needs of one's customers and securing good lines and watching stock, that it may be kept fresh and saleable, there will be good business in following such a course."

Travellers and Retailers

Mr. Lariviere thinks that there should be more co-operation upon the part of retailers and travellers. Of this fact there is little doubt, namely, that the average retailer throughout the country can work with profit in conjunction with the representatives of our manufacturing and jobbing houses. As showing Mr. Lariviere's attitude he said:—"Travellers should not be discouraged with small orders. They should take an interest in their customers and I think it is essential that they should advise and suggest, so that the needs of trade are fairly met, but overstocking prevented." Indeed it has too often happened that after an excessive order has been placed the traveller coming again has been unable to secure further business, simply because the previous sale had not been kept within reasonable compass.

Studying Accessory Needs

"Turnover will depend on the territory in which a man is located, and upon the number of cars in the district served." If a dealer is situated where he can secure supplies readily Mr. Lariviere suggests that a stock of $200 will be ample to make a start in the average small town.

"Take a district in which there are 100 cars as an instance. I would not estimate that I could sell all of these accessories or even half of them. My stock would be bought on the basis of serving about 25 per cent. of this number, especially if there was a garage near. One dealer cannot and will not serve all the trade of his community and in selling accessories this is something to be considered. But from his selling standpoint the dealer must aim high. I would make up my mind that, while I had bought to supply only 25 owners I must sell 50 of them, and this would be an incentive to increase one's sales and further cultivate the ground. If necessary, when one's stock ran low, it would be better to pay a little more and replace lines quickly by express delivery."

Three Classes of Trade

"There are three classes of trade," said Mr. Lariviere—"the tourist's, which is velvet; the garage man's, which is usually the same as the tourist's, and the owner's—the hardware man's regular and steady trade." On this point the retailer was cautioned to "beware of the tourist trade."

Get An Owners' List Now

"Accessories will have to be sold to the users and owners of cars in one's district, and I would advise the hardware merchant to get a list of these and to keep them posted from week to week or at least once in a while as to what I had for sale." By keeping a record of owners a direct contact with the car owner is possible and personal letters to back up one's advertising should work well. It is well worth the attention of every accessory dealer.

Value of Display

"Try to have every single item displayed and in the customer's view," said Mr. Lariviere. This looks like good advice. There are so many new lines, and practical ones too, and these lend themselves to neat and attractive display. Silent salesmen are indispensable and of course the windows must be used frequently. Indeed it would be well to examine the latter and see if waste space cannot be made use of and kept bright and attractive through a continuous display, changed weekly, in season. I think that space should be figured as worth so much and an effort be made to have it pay a dividend in proportion. From window displays I find that we get direct results."

"Select needs carefully and buy in limited quantities, especially hew and unproven specialties," said Mr. Lariviere. "And as a matter of accomodation I would advise the securing of an agency for a reliable vulcanizing firm, even charging this at cost and trusting to this service to bring its own advantage in demand for the accessory lines carried."

Trade Prospects in Russia Uncertain

Trade Representative of Massey-Harris Company Recently Returned From That Country—Before War One Wholesale and Retail Hardware Store Had Over 1,000 Employees—Russian Peasant Has Mechanical Bent

"HAD it not been for the breaking out of the revolution and the unfavorable conditions that accompanied the war Canadian trade in Russia would have gone ahead by leaps and bounds." That is the opinion of Mr. H. G. Pickard, Russian trade expert of the Massey-Harris Co. Mr. Pickard likes Russia; likes it so well that he wants to go back there as soon as conditions become a little more settled. "Life in Moscow or Petrograd is not the most pleasant thing at the present time," he stated when interviewed recently by HARDWARE AND METAL. "I refer especially to conditions as they existed when I left Moscow less than two months ago. At that time there was no protection for the people. I have seen armed soldiers of the Bolsheviki stop a man on the street who happened to be wearing a good coat. They would simply take the coat. They enter the restaurants or places where people happen to congregate, hold them up, take what they want and depart. They can just as readily enter a man's home and do the same thing. There is no use appealing for protection to the police, for the good and simple reason that there are no police to appeal to. Yet, in spite of all that, strange as it may seem, when I left Moscow I felt that I was leaving home and I want to go back. I like the country and I like the people."

Considering the conditions of traffic at present, Mr. Pickard was able to make an exceptionally good trip, it being just five weeks from the time he left Moscow until he arrived in Toronto, which city he left some ten years before in the interests of the Massey-Harris Co., seven of which have been spent in Russia.

Knows the Country

Mr. Pickard had travelled in Ontario for the Massey-Harris Co. for some time before he went abroad. He is well informed concerning actual conditions in Russia. He knows the trade conditions, the people, their language and their customs. He has followed the trend of the various currents that in the end swelled into the tide that spelled revolution for Russia. He is not a pessimist regarding the future of the country. He has faith in the people themselves, and on this close acquaintance bases his opinion that there is going to be a good future for the development of the Russian trade. He views the present turmoil and uncertainty more in the light of a reaction from conditions of suppression that previously prevailed.

Canada's Trade in Russia

"Was Canadian trade being developed satisfactorily with Russia before the war Russian as a mechanic, Mr. Pickard sees started?" inquired the representative.

"It was being handled remarkably well," replied Mr. Pickard. "The Canadian Government had a most capable man at Petrograd in the person of Mr. Just, who was in charge of the trade bureau at Petrograd. I presume he is in Moscow now, as it will probably be safer there than in Petrograd, but mail addressed to him in care of the Embassy will always be safe. I know of many cases where he has been the go-between for the customer in Russia and the manufacturer or producer in Canada. If we had not been up against war conditions the organization that he had worked out would have been the means of sending Canadian trade ahead by leaps and bounds.

The German Monopoly

"The Russian people in recent years have been getting their eyes open to the fact that they can buy goods cheaper from other nations than they can from Germany, and also that the conditions surrounding the sales are better and fairer. But Germany has had a strangle hold on the trade of that country for a long time. Here's a case that will show it in a concrete way. Just about the time the war broke out I went out in company with Mr. Just, the Canadian Trade Commissioner. We visited a large retail and wholesale store in Petrograd that carried chiefly hardware and other similar lines. To be exact, they had cutlery, house trimmings, including knobs, locks and hinges, millwright tools, machinists' supplies of all kinds, and the other lines that are usually carried in such a place. This was not a small store, but a place that would give employment to at least a thousand hands. The manager was very anxious to show us exactly what he had. It is a matter of absolute fact," continued Mr. Pickard, "that fully 95 per cent. of the entire stock in the store was 'Made in Germany' output. The only things I remembered seeing to break the monotony were some Starrett tools and Yale locks from these United States firms. That is a fair indication of the German influence in Russia, and what the markets of that country have meant to the industrial life of Germany."

Making a Start

"What success had been met in bringing Canadian goods into the Russian market to compete with the product of Germany?" was a further inquiry.

"A good start was being made, and I am firmly convinced that there were good prospects of success," replied Mr. Pickard. "You see, it is this way, the trade conditions are entirely dependent on the transportation, and even at their best these facilities in Russia are poor. Recently the bulk of trade has entered Russia at Vladivostock. The line leaving there runs as a single track. It is safe to say that it takes three months for a car of goods to go from there to Moscow. In broken lots the time taken for that trip would be much longer, as much as six months at times. It is quite within reason to place the time that it takes a shipment to go from a Canadian point to Moscow at well on for a year. The congestion at Vladivostock just now is almost past description. Everything is piled up there. I have heard men who know the conditions trying to figure out just how much war material is piled up there, but a person can't grasp the confusion into which the shipping trade at this great Russian port has fallen. Much the same thing will apply to Archangel, the only difference being that there is not as much material coming in at that northern point to get piled up. Archangel is open for trade from about the first week in May until the end of October. That is where the ice-breakers are operating that Russia bought from the Canadian Government.

The Same All Through

"What applies to these two great Russian ports applies to Russian railroads all through. There is not a single inch of space that is not used on every train that now runs. On one trip I made of considerably over one hundred miles six of us had to stand packed in a small toilet department. A person going on a long journey in Russia just now has to put up with all sorts of inconveniences, some of them being of a most disagreeable nature. I found it necessary to leave all my personal belongings behind when I came from Moscow, as there was no chance at all to find space for them on any of the trains. The rolling stock of the railroads is almost done for. The country just now can neither manufacture or repair the engines or cars. I know of one round house where on an average of twenty locomotives used to be handled every month and made fit for use again. Now that shop cannot turn out more than one a month, and the work is of a very indifferent sort. The car windows are nearly all broken, and there is a general run-down, gone-to-pieces appearance over the whole system. Roving bands of soldiers seem to think that they have a preference in anything, and they apply this to the trains as they do to everything else. Travelling in Russia just now is not altogether a pleasure jaunt," laughed Mr. Pickard.

Russians as Mechanics

Although little has been heard of the no reason why the people there should not develop in this line were the oppor-

tunity for so doing given to them. When asked if the Russian peasant, with proper training, would make an acceptable mechanic, and if this would have any bearing on the future of the country and tend to make Russia an industrial nation, he said:

"Well, our binder is quite a machine for a man to put together who has never seen one," he replied, "and yet I know of cases where Russian peasants, unused to machinery of any sort, have done the trick, and arrived at the result desired. True, they may not have taken the proper or the easiest way, but the peasant has a great knack of sticking with a job like that until he gets it right. That is one thing that would cause me to think that the people there might develop into a great nation were they given the chance and the scope in which to work. Again, go into the Russian universities, and you will find that the students there are trained technically as well as in this country, if not better; but the great trouble is that they have not much of a chance to apply their training. It's a little bit hard for the people of Canada to get a correct idea of what the people of Russia really are. We don't get the best of them in Canada. There are some, in fact, quite a number of Russians who are anxious to get out of the country for various reasons. A man who does so without first securing his passport cannot hope to go back.

A Wonderful System

"The Russians really have a wonderful system of keeping track of every person who enters their country. This is not exactly along the matter of trade," remarked Mr. Pickard, "but it will show Canadians a condition that is hard for them to realize. There are many political prisoners in Russia. It requires only a very small offence to put a man in the category of a political prisoner there. It is not possible, as it is in this land, to refer to a government official as a 'pinhead.' The one great crime there can be summed up in 'Speaking against the government.' Arrest follows. A trial may come in a week, in a month, or in a year. The term 'political prisoner,' of which you read so much, does not necessarily indicate that the prisoner is a dangerous man or a bad one. At every station you find the gendarmes, and they listen to conversation, to the remarks of travellers, to everything they can hear. It is a splendid policy in that land to keep your opinion to yourself, especially if they are not favorable to the government. When Kerensky came into power he attempted to do away with a lot of this. He set about to liberate all the political prisoners. It was never intended that the criminal class should get their freedom. But in the confusion that followed the revolution it was simply turned into a wholesale jail delivery. Criminals, etc., at once climbed into the category of political offenders, and when the jails were opened out they came, and the wave of crime that swept over the country following this is now a matter of history."

German Trade Methods

According to Mr. Pickard, Germany had a wonderful system of following up her industrial expansion with her banking facilities. "As soon as a German industry had found or developed a new avenue for business, immediate assistance would be given from the German banking firms, encouraged and aided by the Government. This worked out especially well in the matter of taking care of collections. It is well known in Russia, probably not here, that a number of the big banking houses there are really German institutions doing business under Russian names. United States has been taking steps to help her business interests there by opening up branch banks. Not long ago the National City Bank opened an office in Petrograd, and later on a branch in Moscow, the idea being to make it easier for American trade to be developed and financed there. German methods of doing business did not bring much favor with many of the Russian people. There was a feeling all the time that the German was getting the Russian country piecemeal and the Russian people resented it. This was the cause for the popularity of the war at the outset. There were other reasons as well, but the chief one seemed to be summed up in the words that Russia was anxious to get a 'crack at the German.'"

The Natural Resources

"Has Russia the natural resources that would make her a great manufacturing country in case the opportunity presented?" was then asked.

"Undoubtedly she has," replied Mr. Pickard. "Russia has coal, oil, minerals, timber—in short, Russia has everything, but there has been no serious development. The mines are worked largely by foreigners. The Belgians and the French are interested largely in the steel and metal trades. Before the outbreak of the war a movement was beginning to take form in Russia that sought to develop the industrial side of her life. The party were advocating a certain form of protection for the industries that would establish their works in Russia. Their programme included the granting of sites and certain concessions, but, of course, the war cut this short. Tariffs in Russia have gone up tremendously since the start of the war. On some lines the start would be at 10 per cent., and from that working up to as high as 50 per cent. Railroad rates have gone up 100 per cent. since the start of the war. But it will take years and years, even under the most favorable circumstances, for Russia to arrive at the stage where she will be sufficiently of a manufacturing nation to supply her own wants."

Can't Repudiate Debts

Nor does Mr. Pickard believe that Russia will repudiate her obligations, as announced by the Bolshevik Government. "The Russian business world, sooner or later will have to go into the markets of the world again if they intend to do business. If this mad idea of debt repudiation were successful, no firm, corporation or nation would want to do a cent's worth of business with Russia. For her own protection she will have to discharge her obligations. The amount of the debt looked so big to the Bolshevik Government when it came into power that they could see no way out. They simply said, 'We can never pay this. It's too great.' To the present Russian mind Socialism means freedom, the getting of what they want without paying for it. But to the Russian mind this cannot appeal permanently, for there is an inherent honesty in the great peasant body. In all my experience with them I never lost anything.

The Haggling Method

"The Russian ruble has dropped and dropped, but that does not affect buying and selling very much. Of course goods are away up now. I paid $40 for a pair of shoes shortly before I left Moscow. In ordinary times you can purchase the standard makes of American shoes there for about $10. The whole trading is done on the old system of beating a bargain. Go into a store and the keeper sizes you up. If you look well to do he will shove on the price. The customer who is experienced will admire the goods, then throw them down and walk out of the store on the pretext that the price is away too high. Nearly every time the dealer will beat you to the door, and a big reduction in the price will result. The same thing applies to the hiring of a cab. Start making a bargain for a ride and you will soon have half a dozen drivers. The result is that you will ride much cheaper than if you had accepted the terms of the first man. Since the war prices of foodstuffs have increased enormously, but wages have also gone up to a considerable extent.

The Political Parties

Mr. Pickard is doubtful if there will ever be a return to a monarchy in Russia. The great mass of people seem determined on one thing, and that is that the fruits of the revolution shall not be lost to them.

"The terms that describe the different factions in Russia just now are not nearly as confusing as they may seem. The word 'Bolshevik' (although Mr. Pickard says the proper spelling would make it 'Bolshevick') means a man with a large or a great idea. It really is used by way of comparing large with something smaller. The first part of it is 'bolshioe,' meaning in Russian, large, extreme, or great, and the 'vick' or 'vik' termination simply puts it in the masculine sex. He is simply an extreme Socialist. The Bolshevik have a very large following all over the country. They are especially strong among the working classes. They are found in the army. In fact they have simply carried their ideas from civil and industrial life into the army with them, and that's where a great deal of the trouble has come in from the ranks. Against this faction is lined up what can be termed the 'Menshiviks.' They have ideas that are far less radical and dangerous than the Bolsheviks. When the

(Continued on page 52.)

Courage is Needed by Retail Dealer

So Asserts Charles S. Kennedy, President of One of the Large Paint Concerns of United States in an Interview With "Hardware and Metal"—Industrial Conditions Likely to Remain Good For Some Time

"THERE is an optimistic outlook for business in the United States at the present time," said Charles S. Kennedy, of Dayton, O., president of Lowe Brothers, paint manufacturers, to a representative of HARDWARE AND METAL. Mr. Kennedy made a short business trip to Toronto during the week on matters connected with their Canadian branch. "Optimism is cheap unless backed by some concrete evidence that genuine faith is at the bottom of one's cheerfulness. We have banked so strongly on good industrial conditions within the next few months and even for some time after the war is concluded that we purchased raw materials in excess by 50 per cent. during the fall of last year than we have ever purchased in any preceding year. Does it not take courage and faith in the future to stock goods to that extent? It would seem as though our concern at least is not looking for declines in lines pertaining to the paint trade. To our way of thinking it will not be so much a question of selling the goods as to be able to get numerous kinds of raw materials at any price. The concern which has anticipated their needs will in all probability find they will have no trouble in getting rid of their goods.

"You ask why we have such faith in the immediate future. The answer is not difficult to divine. The United States has floated Liberty Loans and other bonds to the extent of $5,000,000,000 for her own needs. She has advanced large sums to the Allied countries, all of which money is to be spent among her own people. That is going to make industrial conditions good. People will have plenty of money to spend. You here in Canada have passed through the same period and are still enjoying conditions similar to those upon which the United States has recently entered. We anticipate that conditions in the paint industry will be good for the very simple reason that industrial conditions generally will be very good.

Paint Insurance

"People will do painting this year as a matter of insurance. Buildings are worth more now than they have ever been worth. The high cost of all raw materials has increased the value of buildings. While it might not be easy to realize the value that is in them, still if it were necessary to replace those buildings the owner would find the value was there. When the value of buildings is high it is not a time for the owner to drop his fire insurance. By the same line of reasoning the owner of buildings is not going to let them fall into a tumble-down condition. It is very poor business to do so."

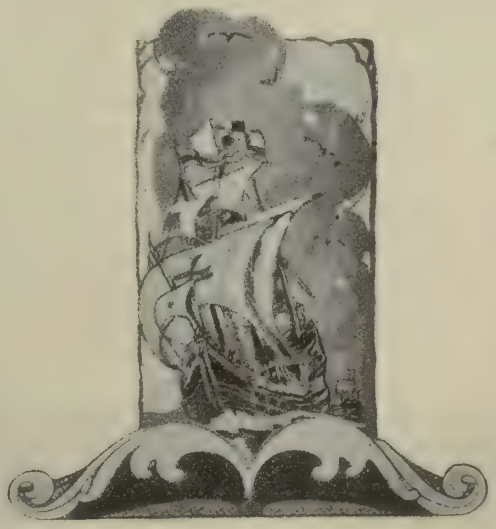
High Prices After the War

The representative of HARDWARE AND METAL asked Mr. Kennedy for his opinion as to the probable trend of prices of various commodities after the war is over. He was firmly of the opinion that there is going to be no decided slump. "History has shown that the period immediately following a great war has always been one of high prices. If this has been true in previous wars it will be all the more marked after the present war. For this war has been carried on on such a tremendous scale, the number of men withdrawn from productive pursuits has been so great and the waste so great, that it will cause a scarcity of goods for a considerable time after hostilities cease.

"In my opinion the readjustment to lower levels, when it does start, will be by gradual stages. Prices will go down gradually, the same as they went upward gradually. That was true with the manufacturers of paint at any rate. But as already stated I am of the opinion that there will be a continuation of the period of high prices for some time after the cessation of hostilities.

Time When Courage Is Needed

"There are many merchants in various lines of business to-day who are not getting the price they should for their goods simply because they have not the courage to ask what they are worth. It is a time when a business man needs to stick out for his rights. His cost of doing business has greatly increased and in very many instances he is not getting the same margin of profit that he formerly did. I have been an enthusiastic advocate on behalf of the retail dealer to the end that he might get better prices for his articles. While this would not mean any increased profits to the manufacturer, we have been advocating such a stand by the dealer purely in his own interests. Let us see how it would work out provided these higher prices are not justified. The result would be that consumption would stop. The manufacturer would be affected far more than the dealer. For the aggregate of business, if it fell flat, would be a serious situation for the paint companies. With the dealer the paint line is simply one among numerous lines. With the paint manufacturer his bread and butter depends upon a single commodity. It will therefore be realized that the manufacturer is the one who stands the biggest chance of suffering most if his advice in this respect does not prove to be well founded.



"Now is the time when the dealer should get his fair margin of profit—at the time when industrial conditions are good and the money is available and is being spent readily. If he waits for the period when the lean years come again he will certainly not be able to entrench himself against that time. It is his duty to safeguard his interests at the present time when it is possible to do so. And he should do this by getting a reasonably good margin of profit now when it is comparatively easy to get it.

Cheapness No Attraction

"The public is not asking for a cheap article so long as they know they are getting value for the money expended. Quality is the big consideration long after the price is forgotten. All it needs is courage on the part of the dealer to assert himself—stand up for his rights. He should learn the reason why prices are high, and then proceed to instruct his customers as to the reason therefor. In nine cases out of ten he will be able to induce his prospective purchaser to see the matter in the light in which he sees it. The line of talk that goes around shouting that prices are high will undoubtedly scarce trade away. But even in spite of high prices the trade can be won when it is shown that commodities are a good buy compared with similar commodities."

Mr. Kennedy is considered one of the leading paint men in the United States. He takes more than the usual interest in things Canadian when he makes a visit to this country for he was born in Canada. He has been in the paint business in that country for more than twenty years and has risen by dint of his business ability to the position of president of his company.

Sale of Cutlery a Matter of Display

Vokes Hardware Company Arranges Display on Maroon-covered Panels, Which Hook to Edge of Shelving—Stock Kept on Shelves Back of Panels—Silver-plated Flatware Displayed on Black Velvet

THE sale of cutlery in all its branches is primarily one of display. Many merchants carry a splendid assortment in their cutlery department, stocked on shelving behind glass doors and also in silent salesmen. The method is excellent but a forward step has been taken by the Vokes Hardwere Ltd., Toronto, in arranging their cutlery display.

Panels For Display Most Effective

With a view to economizing space, samples of table cutlery are ingeniously arranged on maroon covered panels. These panels hook to the edge of the shelving and can be easily lifted off to show to a customer. This makes for promptness in serving customers—permits them to examine all sizes and compare values readily and keeps the stock in the original boxes intact. This is one of the up-to-date methods of displaying cutlery. It is clearly evident that prompt and efficient service can be given to the customers of this store.

Stock Kept Behind Panels

The stock itself is kept on the shelving directly back of the display panels. Each sample is numbered and there is no difficulty in getting the goods from the shelves, wrapping up and handing to the customer. Prompt, efficient service is the policy backing the sales program in this department and it would appear that such service can be rendered from the methods employed.

The silver-plated flatware is displayed in a similar manner, being attached to dark velvet covered panels which enhances the appearance materially, the diamond shaped price cards neatly marked in plain figures with gold letters. The effect thus secured might be termed rich and it is stated that sales are much more easily made since this policy of display and pricing has been inaugurated.

Silent Salesmen Also Used

Two silent salesmen are employed in the showing of butcher knives, steels, etc. These are arranged in a similar manner to the flatware mentioned above, the panels sloping from the bottom front of the cases to the top and back. The stock is carried back of the panel, free from the dust and easily accessible. The stock is complete, ranging from the needs of the householder to the demands which are made by the butcher, hotel or restaurant keeper.

Specialize in High Grade Cutlery

This concern specializes in high grade cutlery. Their stock comprises table cutlery, carvers in pairs and in cases, pocket knives, scissors, kitchen cutlery, razors, shaving supplies, silver-plated flatware; in fact, a full range of the lines called for in this department are always available. "We are suffering from restricted shipments of many lines of cutlery, but fortunately to date we have been able to maintain a very good assortment and a fair supply of nearly all lines," stated the assistant manager, E. L. Evans. "Some items are increasingly hard to secure but this is a condition which we, in conjunction with all others, must make the best of until world conditions show improvement."

Electrical Goods in This Department

Electrical goods are classed with cutlery in this store. These form a very important branch of the business now and the demand is constantly increasing. Household appliances such as irons, toasters and grills are neatly arranged on a display table at the front of the store and in addition heaters have enjoyed a splendid sale during the winter and chilly nights of fall and spring.

Location and Display Play Important Role

It is by getting the goods effectively displayed that success is attending the efforts in the cutlery department. The location of this department is directly to the right as one enters the store, so everyone must see the goods which are shown. This has been the means of maintaining sales at a high average, for it is particularly noticeable that the women on entering the store pause to examine the displays. The result has been that goods are sold or at least the seed is sown so that they come back to where they know they can secure whatever they need when ready to buy.

Throughout this store the idea of displaying the goods is emphasized. Every item carries a price card. The windows are made use of effectively and the cutlery department is by no means neglected in this respect. They have frequent displays. The display which they maintain during the Christmas season is worthy of note.

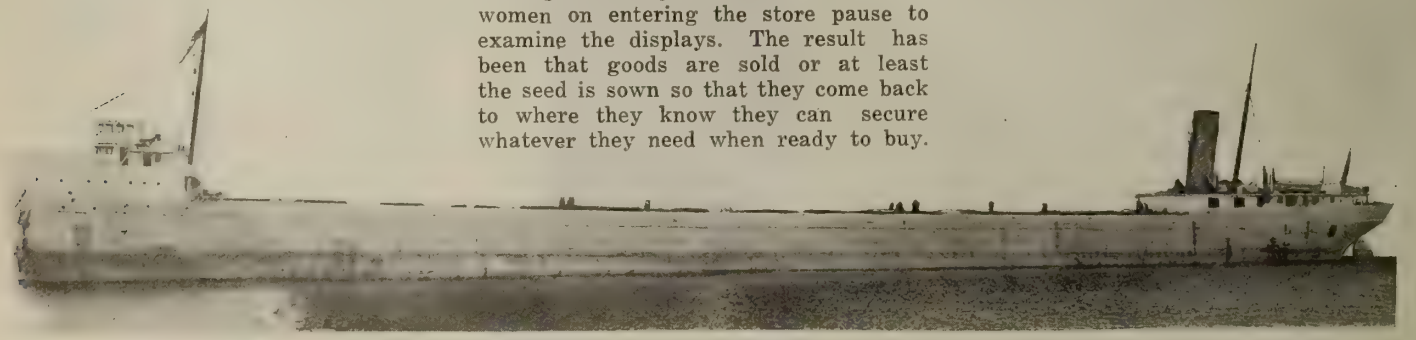
Getting the goods out where people can see them, where they will be a constant suggestion to buy, that is the idea being followed. This concern asserts they have so many examples of how their policy is bringing results that they are constantly planning on new arrangements of goods and bringing more goods out from under cover. That the display is important cannot be overlooked and the Vokes methods are eloquent evidence of their faith in "showing the goods."

UNITED STATES MILLS TO SUPPLY STEEL PLATES TO CANADA

Inquiries recently before the market from Canadian shipyards have been withdrawn, and the needs of these yards, which are put at 300,000 tons for the year, will be supplied by American mills under Government arrangement, the distribution being made at Washington according to the "Iron Age."

GETTING READY TO FIX STEEL PRICES

Steel manufacturers of the United States were to confer in New York on March 1, according to the "Iron Age," preparatory to a meeting with Government representatives to consider prices that will prevail after April 1. Steel producers, after months of hamperings, with steadily advancing costs, now ask for stablilized prices over a period of six to nine months. The uncertainty as to the prices and pig-iron and steel supply is beginning to affect consuming industries in a number of lines, and the next conference at Washington is considered of more moment than any that have preceded it.



Varnish Manufacturers Are in the Toils

Federal Trade Commission of United States Has Issued Complaints Against 34 Manufacturers, Some With Branches in Canada

THIRTY-FOUR varnish manufacturers of the United States will have to answer to the charge of unfair trade practices on April 8, which charges have been preferred by the federal trade commission of the United States. Some of these varnish companies have branches in Canada and in this way the accusations will be of interest to the Canadian paint and varnish trade. Briefly stated the charges are that the respondent concerns "stifle and suppress competition through lavish entertainment of competitors' employees, through secret payment of money to employees of customers who might otherwise buy goods from competing concerns." In one instance the company is charged with adulteration of a competitors' goods.

"Boxing" Practices Charged

The charges preferred by the federal trade commission seem to hark back to the "boxing" days in England. Those who are familiar with the "boxing" idea as carried out in the Old Land know that it is the occasion when all those who in any way have anything to do with the purchasing of supplies of any kind look for a little "hand-out" from the merchant because they may happen to turn some trade to the merchant. Thus chefs in hotels, butlers, and purchasers of supplies of any kind look for a present or a "box." These presents often take the form of money, or cigars, or liquor or treats in other forms.

Some of the varnish companies in the United States are charged with attempting to stifle and suppress competition by "systematically and on a large scale giving employees of customers, prospective customers and competitors' customers, gratuities such as liquor, cigars, meals, theatre tickets, valuable presents and entertainment." Charges are also made against one of the big varnish companies with Canadian connection that large sums have been paid secretly to employees of customers and prospective customers as an inducement to influence said employees to purchase varnish and kindred products from the concern in question.

Another charge made against one of the concerns is that it did "secretly pay employees of its customers, prospective customers and competitors' customers large sums of money to adulterate and spoil for proper uses varnish, lacquers, and japans sold or offered for sale by its competitors to such customers."

Hearing to be Given

The firms named in the complaints are given the usual thirty days to reply and have been notified that the commission will hold a hearing on all complaints in question on the morning of April 8 next. The complaints issued against the concerns in question are the first results of a long and intensive investigation by the commission. During the course of this investigation attorneys and examiners for the commission discovered what it believes to be a very unhealthy and serious condition to exist in certain lines of industry. As a result of its deliberations the commission has under consideration a large number of similar cases requiring further deliberation. Some soap manufacturers and manufacturers of printing inks have also been involved.

Varnish Companies Make Denial

Soon after the charges were preferred by the Federal Trade Commission the superintendent of one of the varnish companies made an emphatic denial of the charges, denounced them as "absolutely unfounded and grossly unjust." The varnish companies are apparently one in making a rejoinder to the effect that they have not been using unfair tactics in securing business.

Regulation of Glass Industry Completed

Fuel Administrator of United States Issues Order Limiting Use of Fuel to 50 Per Cent. of Amount Used in 1917—Overproduction of Glass Was Feared

ANNOUNCEMENT was made by HARDWARE AND METAL some weeks ago in the report on market conditions respecting glass that it was the intention of the United States Government to restrict the manufacture of glass to 50 per cent. of the production of 1917. After nearly three months of negotiation between the Government and the glass interests a formal agreement has now been reached whereby through the limitation of the coal supply by the Fuel Controller the production of common window glass is to be restricted to the extent indicated. The Official Bulletin of the United States Government asserts that after a survey of the field it was apparent that not more than 5,000,000 boxes of glass would be used in 1918. Competitive conditions would likely result in an overmanufacture of this material by at least 2,000,000 to 3,000,000 boxes if there was were not a restriction of output. In view of this condition each of the manufacturers was willing to reduce his output to the extent mentioned. Representatives of the workmen have also taken part in the discussion and have agreed to make their part of the sacrifice. The order has been delayed until the agreement could be made practically 100 per cent. complete.

Text of Order Limiting Manufacture

"No manufacturer, as defined above, shall at any of his plants consume or use fuel of any description, including coal, coke, fuel oil, and natural gas, or use power derived from any such fuel for or in connection with the manufacture of common window glass, as above defined, during the year beginning December 8, 1917, and ending December 7, 1918, to an amount in excess of that necessary to produce at such plant one-half of the quantity of such common window glass produced at such plant during the manufacturing year beginning September 1, 1915, and ending August 31, 1916, or the manufacturing year beginning September 1, 1916, and ending August 31, 1917.

"No such manufacturer at any such plant which was not in existence, or which did not produce any common window glass, during either of the said manufacturing years shall continue to use such fuel during the year ending December 7, 1918, to an amount in excess of that which plants of similar capacity severally required to produce one-half of such common window glass produced by them during either the manufacturing year ending August 31, 1916, or August 31, 1917.

"Any such manufacturer violating or refusing to conform to the above regulation will be liable to the penalty prescribed in the aforesaid act of Congress."

As the bulk of the glass used in Canada is now imported from the United States it will be seen that this regulation is of particular interest to the Canadian glass trade. It will be noted that the conference with the glass manufacturers resulted in the conclusion that not more than 5,000,000 boxes of glass will be used in the United States and Canada during the coming year. It is apparently the idea to allow only a sufficient quantity for requirements for the year to be manufactured. If such is the case there will in all probability be sufficient supplies of glass to go around. The limitation of output means that there will be no over-production during the coming year. However, the reduced production will in all probability increase the production cost for the glass manufactured. Higher labor costs may at the same time operate to cause firm prices.

Announcement has been made from Pittsburg that the glass manufacturing plants of the United States which have been in operation since December 8 will close on March 16. The second period of operation will begin March 23 and end June 29.

EDITORIAL COMMENT

THE TREND OF PRICES

MANY merchants are wondering, wondering, what the outcome of the present high prices will be. Some have been expecting to see a break in the market in the near future. And in some instances cancellations of orders have been recorded as a result of this feeling.

From present indications there seems small likelihood that prices are likely to take any decided slump in the near future. Manufacturers are working on high-priced materials. Labor costs are high and are mounting upward. Prices of iron and steel and some of the ingot metals have been fixed by government order. This is working out toward stability of prices for some little time at least.

The president of one of the big paint companies recently asserted that history shows a record of high prices in the period following any great war. Production that has been turned to destructive purposes will have to be turned to constructive work after the war is over. There will be a tremendous demand for materials of all kinds after the war is over. Demand thus created should tend to keep prices at a fairly high level.

The paint manufacturer in question has banked his faith on this to the extent that their purchases of raw materials in October of last year were greater by 50 per cent. in quantities than they have ever purchased before. There may be breaks in the market in some lines when the war is over, but there seems every possibility that the prices of most commodities will rule firm.

SPECTACULAR ADVANCE IN LINSEED OIL

ONE of the spectacular changes in market conditions during the past week has been the big advance in the price of linseed oil. Raw linseed oil was quoted at $1.72 per gallon one week ago on the basis of sale in single barrel lots. At the present time it is selling at $1.95 per gallon and is hard to obtain at that.

The advance in this commodity has been following the upward trend of the flaxseed market. During the past week cash flaxseed in the Winnipeg market has increased 29c per bushel and at the time of writing was quoted at $3.88 per bushel. From February 4 to March 5 the increase in the price of flaxseed amounted to 63c per bushel.

Eastern crushers have been handicapped in their operations through inability to get supplies of flaxseed moved from the West and from the elevators at Fort William. Crushers in some instances have had to suspend operations through their inability to get flaxseed. There is a fair amount of flaxseed moving in the Canadian West, but this is evidently going south into the United States. Inspections at Winnipeg in six days amounted to 105 cars.

Paint manufacturers are in urgent need of oil at the present time in order to proceed with the manufacture of their paints for spring distribution.

Flaxseed grown in our own Canadian West is slipping away to a foreign market while the Canadian consumer is unable to get supplies in the East at any price.

BINDER TWINE PRICES ANNOUNCED

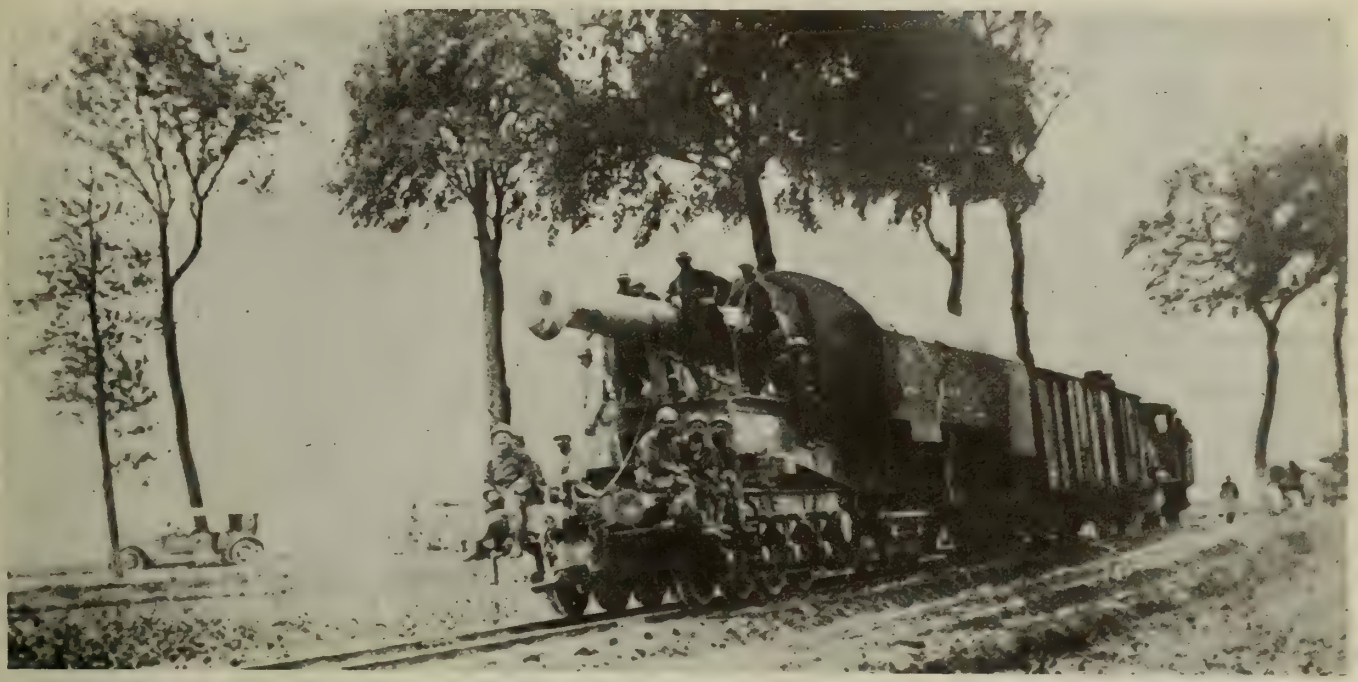
DURING the week the price of binder twine has been announced by the Canadian manufacturers at 23½c per pound for 500-foot length, 25½c for 550-foot length, 26½c per pound for 600-foot length and 28c per pound for 650-foot length. Prices which have now been confirmed show that the forecast given in the market report of HARDWARE AND METAL within recent weeks, in particular last week, bears out the statement that prices would in all probability be in the neighborhood of 7¼c per pound higher than the opening price of last year.

As it turns out, the price of the 500-foot length is 7⅝c higher than the opening price of last year, when it was 15⅞c. This price was later advanced to 19½c, at which price it remained for the balance of the season.

These prices on binder twine are in conformity with the prices in the United States, where the figure was agreed upon after consultation between the Department of Food Control of the United States and representatives of the manufacturers. The price of sisal fibre at the present time is 19c per pound, and the margin of profit to the manufacturers has been fixed according to a definite schedule.

"WHAT a panic there would be," says the Dodsland Prairie *Times,* Dodsland, Alta., "if there was no retail store at which the farmer could place his rush order,—yes, or if he had to send his horse to the mail order house to be shod." There is the gist of the anti-mail order argument.

Current Events in Photograph—No. 10



THE GUNS THAT SPEAK FOR DEMOCRACY

THE long expected Hun offensive will break some day soon. The Allies await this assault with confidence born of the knowledge of the better morale of their men and of a laboriously achieved preponderance in artillery. The photo shown herewith is one of the monsters that will be heard in the cause of democracy. It is being brought up to its position on the Lorraine front for its baptism of fire. Other guns on other railways are moving up to other fronts all along the "far-flung battle line."

TWINE PRICES IN UNITED STATES

Advices from Washington during the week announce the basis on which binder twine is to be sold during the coming season. The manufacturers of binder twine, sisal importers and the Government have reached an agreement whereby standard increases over the cost of sisal fibre are to be made. The prices is based on the present cost of sisal fibre at 19c per pound. The dispatch anent the situation says:

"Standard and sisal binder twine containing 500 feet to the pound should be sold in carload lots of 20,000 pounds or more at a maximum advance of four cents per pound above the cost of sisal. Lots of 10,000 pounds or more, but less than 20,000 pounds, are to be sold at an advance of not more than four and one-eighth cents per pound, and all amounts are to carry an advance of not more than four and one-quarter cents a pound.

"Twine that contains 550 feet to the pound should be sold at a maximum advance of one and three-quarters cents above the price for standard twine; 600 feet to the pound at an increase of three cents, and 650 feet to the pound at four and one-half cents a pound increase. Pure Manila twine containing 650 feet to the pound should be sold at an advance of not more than six cents per pound above the price of standard twine. All prices are f.o.b. factory."

EARLY CLOSING BY-LAW FOR CHATHAM

Hardware stores and men's furnishing stores in Chatham will be compelled to close according to a by-law which has recently passed the city council of that city. The action was the result of numerous petitions sent to the council. Hardware stores will close at 6.30 p.m. each evening except Saturday and the weeks preceding and following Christmas when the hour of closing will be 9 o'clock. An exception has also been made in the period between June 15 and August 15, hardware stores being permitted to keep open until 9 o'clock between these dates in order to permit farmers to secure harvest supplies. The men's clothing stores will close at 7 o'clock each evening except Saturday and the weeks preceding and following Christmas and nights preceding holidays when the hour of closing will be 10.30 o'clock. These regulations are to become effective March 9.

MANITOBA PASSES NON-GLARE LAW

The Province of Manitoba placed on the provincial statute book on February 21 a law providing for non-glare lenses. Only such lenses as approved by the Manitoba Government can be used, and all motor vehicles must be equipped with them. A number of licenses for sale of non-glare lenses have already been issued. The Motor Vehicles Act has been amended to provide for this change in lenses by the addition of the following:

"The Municipal Commissioner shall appoint an inspector or inspectors to report on the efficiency of non-glare lenses or other devices now or hereafter used or offered for sale in Manitoba, and on the report of such inspector or inspectors shall approve, for use in Manitoba, one or more of such lenses or devices.

"After such approval no motor vehicle shall be operated within the Province of Manitoba unless its headlights are equipped with non-glare lenses or other devices so approved."

Hardware Firm Includes Groceries

Dauphin, Manitoba, Firm Add a Grocery Department to Their Store With Splendid Results—New Activity Instrumental in Greatly Increasing the Firm's Business

IN Manitoba's largest town, Dauphin, is located the McDonald Voigt Hardware Company store, a store of which its owners are justly proud. The management of the store are constantly awake to the possibilities of increased opportunities for business, and as a result there has come to life under this management a new store and a new department. The new store was built some four years ago, and the new grocery department has been the development of the last couple of years.

New Store Built

Some four years ago there was a demand for accommodation upon the part of one of the Canadian banks, located in Dauphin, for increased and more commodious accommodation. The proprietors of the above store were approached with the result that arrangements were made to secure a ten year lease on the corner ground floor and of the whole second floor of the large building contemplated for the bank's purposes. The present structure 44x92 feet was erected, and in the fine bright store adjoining the bank's office the hardware department of the McDonald Voigt Co. is located. This occupies a space 26 ft. x 92 ft. and the appointments are exceedingly well selected with a view to affording expeditious handling of goods and their attractive arrangement.

An Attractive Hardware Store

This store is of an unusually attractive character, standard cabinets, fifty feet in length, in golden oak, standing out well against the tinted walls and ceilings.

Every possible opportunity of suggestion and selection is afforded the buyer as all lines of shelf goods are tastefully shown on the front of the steel drawers.

The opposite shelving is that used for the display of tinware, graniteware and other shelf lines of a house furnishing nature. They have been made to blend nicely with the sectional hardware unit opposite.

The floor is available for the display of all lines of washing machines, sewing machines, stoves, ranges, etc., and being without counters there is added room for the neat display of these lines. A wide ledge on either side of the store's shelving gives ample and required accommodation for the showing of goods and the wrapping of parcels.

To the rear is an elevator for the convenient handling of heavy goods from and to the basement in which ample room accommodates a large surplus stock of nails, oils, rope, and many other lines.

This is the parent store, and a store whose activities would have proved sufficient for many merchants.



The McDonald Voigt block, Dauphin, Manitoba. The front window is that of the hardware department, the large window on the side street is that of the grocery department.

Added Room Suggests Added Activities

With the completion of the new building and the more commodious quarters thus afforded, it was found that there was more room than was actually needed for the hardware, therefore it was decided to try the experiment of adding a grocery department as well. There was ample room just back of the hardware department for this new activity, while the grocery store was served by an entrance on the street at the north of the store.

Naturally the hardware end of the business was the pulling end, for it had a long-established career behind it with all the drawing power that this would naturally give, but this new department has not only been a means of increasing the business, but has actually been a business builder of itself. Many people have drifted from the hardware store into the grocery store it is true, but the reverse is also true, and it has been found that the grocery department has been no small influence in extending the scope of the initial activity of the store.

There is no confusion of departments whatever, the hardware and grocery stores being absolutely separate and each under the direction of a competent head. The grocery section is at right angles to the hardware department.

The ceilings are of splendid height. This is a fine provision as it permits of better display and is of a more attractive appearance all round.

There is no doubt that there are many points in which the experience of the McDonald Voigt Co. might be repeated with good results, and without interfering in any way with the separate conduct of the straight hardware line.

The grocery department has now been in operation for two years or more, and the patronage that it now enjoys is a very encouraging sign.

This department is very well arranged. There is ample shelving to provide for a complete display of a fine stock of groceries, while the more perishable lines and goods in bulk are protected by modern bin counters. In fact no effort has been spared to make the store thoroughly up to date, and in every way in keeping with the well established hardware business.

The firm are well contented with the success of this new activity, and believe that the move was a very wise one.

R.M.A. PLAN AUTO AND ACCESSORY SECTION

The Retail Merchants' Association is planning the formation of an Automobile and Accessory Dealers' Section. In conjunction with the Automobile Dealers' Association an energetic campaign is being planned to get some 700 probable members into line. It is felt by the manufacturers that they are suffering from lack of organization, and they are heartily in accord with the movement. A convention will be held in Toronto on April 1, 2 and 3 and it is the present intention to stage a motor and accessory show in connection with this gathering.

Collingwood, Ont. — Ferguson & Wheatley, Ltd., has been incorporated with a capital of $40,000 to carry on business as hardware merchants, machinery, implement and automobile agents. Geo. H. Ferguson and Horace W. Wheatley are directors of the company.

Co-operation New Key-note in Business

Room for the Little Concern as Well as the Greatest Corporation — Labor and Capital in Greater Harmony for the Common Good—Co-operative Instead of Cut-throat Competition—The War Brings About the Birth of the New Spirit

Address delivered before Toronto Ad Club at Toronto, by J. G. Jones, vice-president and director of sales, Alexander Hamilton Institute, New York, N.Y.

'AFTER the war the American Continent will be governed by working men, but I am not afraid of that kind of government' is what I hear Mr. Schwab said to a gathering of business men who had been his contemporaries at college.

Co-operative Basis of Government

"I don't agree with Mr. Schwab that the United States will be controlled entirely by working men after the war, but I do believe that after the war Canada, the United States, England, France, and the countries of the civilised world will be on a more co-operative basis of government. Working men, tradesmen, business men, manufacturers will all co-operate towards greater harmony. I am not saying that we won't have our troubles: I am not saying that we won't have to close down plants in certain parts of the country, but I will say that we are to have easier re-adjustment because of the new spirit of co-operation that is developing. If men like Mr. Schwab can stand up and say that they look on the future undismayed, then I say that this is because of the new spirit that is springing up for this country and the world as a result of the war."

Prussian Attack Awoke World

J. G. Jones, vice-president of the Alexander Hamilton Institute, New York, thus illustrated the force of the new spirit in business in which he believes, and which formed the subject of his address before the Toronto Ad. Club, on Tuesday, February 12. The key-note of his whole address was co-operation.

"Prior to the war" he said "there was a change coming over the sentiment of business, but it took that cruel war—the savage attack of Prussianism upon a defenceless nation—to startle the world awake to the necessity for the new spirit.

A World Asleep

"When we look back to 1914 we have got to realise that the entire world with the exception of the Central Powers seemed to be asleep. England was through with her colonisation. The British business man was making profits easily and sufficiently with so little exertion that he was asleep. A few far-sighted men such as Lord Roberts, Churchill were different. They were awake to the menace of Prussianism, and gave warnings.

"We in the United States were equally asleep. None of the big corporations were awake. As regards business conscience they were practically dormant. We passed the Sherman Anti-Trust Law to curb the operation of big interests on their old lines. That law to-day is virtually dead because we are coming to a period of co-operation, the new spirit in business which makes the Sherman law unnecessary.

Business Too Prussian

"Why did we need the Sherman law? Because there was too much Prussianism in business. It took the rude shock of the outbreak of war to make the big manufacturer and head of the big trust realise that he too was dealing in Prussian style. It took the war to waken us up to the fact that we were doing business in the German way without regard to the rights of small business.

A New Age of Business

"After this war Great Britain, and France and America will countenance small business as never before, in the co-operative spirit, the new spirit of business. We are approaching the age of co-operation. Why if you had suggested four years ago that the government should take control of the railways, what would have happened? You would have been utterly disregarded. If you had said four years ago that the factories and mills would be ordered to close down on Mondays? Don't you see that we are coming into a new age?

Awakening Conscience

"The awakening conscience of civilisation will make it a better world. Only through sacrifice could we come to realise it. Only the life of sacrifice leads to the life worth living."

That the whole scheme of the trade war Germany was carrying on throughout the world before 1914 was part of the preliminaries of the real war that broke out on August 4th of that year, Mr. Jones declared?

What Paternalism Did

Behind all this commercial preparation was what he sternly described as "damnable paternalism," the policy of the Prussian ruling caste with the Kaiser at their head. "Germany has done nothing since the war began more damnable than Germany was doing before the war in trade" declared Mr. Jones.

"If we had only had the foresight, we might have known that Prussia with her lying guise of peaceful intent was all the time preparing for the war of world conquest." he claimed.

"But none of the nations ever realised that Germany with her policy of paternalism was assiduously building up her power throughout the world. To such an extent was she doing this with her agents everywhere, that we in the United States for long after war started did not know whom we could well trust. That I believe had a great deal to do with our staying out of the war for so long.

Breaking the Prussian Spell

"The Kaiser thought he had finished his work in South America and the United States. Backed up by that damnable paternalism science had stepped forward a long way in Germany. Why, they were so damnably cunning they had got business people in Britain believing that no dyes could be made without German skill. They were making great headway towards their Prussian ideal of world domination with the Kaiser as the right hand man of God.

"But thank God for England that rushed to the aid of little Belgium: thank God for the English colonies that stood shoulder to shoulder with her, and gave every thing they had to end this accursed paternalism of Prussia. Thank God that my own country is side by side in the battle with these countries!"

End of All Autocracy

"The banner of freedom will be unfurled, and autocracy be a thing of the past not only in Governments but in business. The atmosphere of business is becoming clarified. The employee is coming closer to the business man, his employer. From the era of competition that was almost military we come to the age of co-operation, and of co-operative competition. I think that you in Canada have gone farther ahead in this than we have so far in the United States. You have faced your losses, and learned the value of your sacrifices. We in the States will learn our lesson also, and will never forget it.

The Returned Soldier

"Our problems after the war will be industrial problems. You have some of them already. You have your soldiers coming back wounded, and I am glad to see that your government is making plans to take care of the returned soldiers. Some of these boys will have to be made over. They come back almost as helpless as children after having been through the discipline under government orders and supervision, fed, clothed, told where to go and what to do for so long, and facing such nerve testing ordeals.

EVENTS IN THE TRADE

Presentation to Lieut.-Col. C. M. Strange

Lieut.-Col. C. M. Strange, For 23 Years With Lewis Bros., Montreal, Resigns—Banquet Given in His Honor

LIEUT.-COL. C. M. Strange, with the wholesale hardware firm of Lewis Bros., Ltd., for the past 23 years, and for many years their sales manager, was tendered a farewell banquet on Saturday evening last.

There were nearly 90 members of the office and warehouse staffs present and with a few invited guests the number reached this figure.

It was called "Strange" night and a departure from the usual weekly "Change" sheet was made by substituting therefor, "Strange Sheet" number 23. This contained a combination of suitable verse, and "23" was used to designate the number of years' service Col. Strange had seen with the firm.

The duties of toastmaster were ably performed by J. Thurston Smith, secretary-treasurer of the company and the following toasts were proposed—"The King," "Lewis Bros.," "Lt.-Col. C. M. Strange," "The Travellers," "The Ladies," and "Our Guests."

Letters of regret were read from J. G. Lewis, manager, who was unable to be present—and several telegrams and letters from other friends, regretting that they were unable to attend.

The surprise of the evening came when, in proposing the health of Col. Strange, Mr. Smith presented him, on behalf of the firm and its staff, with a very beautiful clock. This was of a cut glass and bronze case, and was gold-plated and suitably engraved.

In replying to the toast and accepting the gift, Col. Strange in a reminiscent way recalled the history of the firm and of his long connection with it. Twenty-three years before he had gone on the road as a drummer and in those early days he had had some of the real trials of the traveller who was compelled to use their limited means of transport, as far as out-of-the-way points were concerned. He had once been compelled to pull the sample trunks, that were carried in Manitoba, from the rig and sleep between them when it registered 22 degrees below zero. He had driven in to town through a blizzard with his gauntlets frozen on, and felt that he had received a very true initiation in these early days into the life of a drummer.

In referring to the growth of the firm, he had been carried back to the time when Mr. F. O. Lewis, and Col. Maclean had roomed together in Kingston, 25 years ago, and he believed that Lewis Bros. were among the first to advertise in HARDWARE AND METAL, and they were still advertising with this paper.

On all occasions he had felt that the staff and travellers were loyal and if the great strides made by the firm were analyzed, it would be found that they had contributed to the success that had been



LIEUT.-COL. C. M. STRANGE
who has resigned his position with Lewis Bros., Montreal

attained. And he admonished the men to continue in this spirit and believed that they would do so.

Other toasts were responded to by Mr. Bureau on behalf of the travellers; "The Ladies" — Lt.-Col. Strange; "Lewis Bros.," also by Col. Strange and "Our Guests," which was spoken to by John R. Anderson, late of the firm, and Mr. Cote, an old employee; Mr. Gratton, and also by J. A. Beaudry of "Le Prix Courant" and A. H. Illsey of HARDWARE AND METAL.

In addition to the toast list instrumental and vocal selections were contributed by members of the staff, the following assisting in this way: J. Thurston Smith; H. Bouchard; Paul Dansereau; Arthur Tanguay; L. Burgeois; Chas. Jones; J. L. Berube; Mr. Pennington and Mr. Litchfield.

Col. Strange assumes the management of the Engineers' Club and will be succeeded by J. A. Fraser, late of the Jas. Walker Hardware Co., Ltd.

The following were those in attendance:

Chairman—J. Thurston Smith, secretary-treasurer.

Guests—J. A. Beaudry, sec.-treas., Retail Merchants' Association; A. H. Illsey, Hardware and Metal; W. A. Rankin, Ottawa; J. R. Anderson, E. C. Cote, C. H. Gratton. H

Travellers—A. Gamache, D. Deschamps, L. Bourgeois, J. A. E. Bureau, A. Desjardins, C. Gobeil, A. D. Lablanc, G. A. Walker.

Staff—H. V. Armstrong, assistant manager; G. R. Burton, superintendent; A. Weir, J. Salmond, F. Savage, D. P. Fraser, C. Neal, E. A. Bouchard, E. Booth, A. L'Esperance, A. Gravel, J. R. Laberge, G. Dansereau, R. Dawson, E. Charlebois, O. Marchand, L. Charron, A. Barnett, C. Lefebvre, A. Demers, A. J. Bedard, J. Pilon, V. Gagne, M. Forest, C. A. Tanguay, C. Dufresne, R. C. Pennington, R. Dyer, J. Hill, H. Bouchard, J. A. Page, J. Berube, R. Bell, A. Faulkner, J. Squires, R. Binnette, O. Lefebvre, J. Moat, H. Gariepy, A. Rollins, A. Boisvert, G. Percy, E. Marsan, L. Lauzon, F. Cantillon, A. H. Duck, A. Paradis, R. Leduc, R. Laganiere, A. Desparois, A. Payette, T. Lesperance, L. Dumont, J. B. Gravel, J. Kennedy, D. Charron, C. Jones, E. Peloquin, A. Drainville, L. Poirer, D. Verdon, P. Savignac, D. Roussin, S. Ashworth, E. Guernon, J. H. Blouin, M. Bourrett, T. Litchfield, A. Forbes, R. Dick, J. Loranger, G. Warfield, E. Vallkamp.

LEWIS BROS. SELECT NEW SALES MANAGER

John A. Fraser, for the past five years retail manager for the James Walker Hardware Co., Ltd., Montreal, has been appointed sales manager for Lewis Bros., Ltd., in succession to Lt.-Col. C. M. Strange, resigned.

Mr. Fraser is a native of Atlanta, Georgia. For years he was with the Simmons Hardware Co. of St. Louis, and represented them on the road as one of their representatives.

He joined the Walker staff as manager and for some time has been retail manager. He also was a shareholder in the firm, and has had charge of the advertising and of the compilation of their auto accessory catalogue. Among the local organizations of which he is a member are the Montreal Publicity Club and the Kiwanis Club. He will assume his new duties on March 18.

Capt. C. W. Wiggs, eldest son of W. H. Wings, president of the Mechanics Supply Co., Limited, Quebec, has been favourably mentioned in Sir Douglas Haig's despatches. Capt. Wiggs went over to France with the First Contingent. He has two other brothers now in England with the McGill Battery

Martin-Senour Acquire International Varnish Company

Important Transaction Affecting Two Large and Well Known Canadian Paint and Varnish Companies

JUST as HARDWARE AND METAL is going to press, it has been learned that the Martin-Senour Company, Limited, has acquired the entire plant and business of the International Varnish Company, Toronto. Complete details are not yet available but it is understood that Martin-Senour will continue to conduct the subsidiary company under the present name of "The International Varnish Company."

The amalgamation of these two companies forms a particularly strong combination as both companies have a splendid trade connection throughout the Dominion, and branch offices and warehouses in many of the distributing points in Canada.

Details of future plans are not available at the time of going to press but will undoubtedly be forthcoming in the very near future. Both companies at present are operating in fields of a somewhat dissimilar character.

The International Varnish Company's Canadian branch, which was an associate of the Standard Varnish Company of the U.S., was established in Toronto about 13 or 14 years ago. This company not only has a good connection with the retail trade in various parts of Canada but also enjoyed a large trade with manufacturers and industrial concerns.

The Canadian branch of the Martin-Senour Co. was established in Canada, In January, 1906, with headquarters at Montreal. The company developed with remarkable rapidity and attention was confined largely to the dealer trade among whom the Martin-Senour Company have built up an exceedingly large connection.

The amalgamation of the two companies makes a strong combination owing to the strength of the Martin-Senour connection with the dealer trade and also to the strength of the International Varnish Co. through the manufacturing and architectural trades.

Former Food Controller Heads Oil Co.

Hon. W. J. Hanna Elected President of Imperial Oil, Limited, at Meeting of Directors Held Last Week

HON. W. J. Hanna, K.C., former Food Controller for Canada, has been appointed President of the Imperial Oil Company, Limited, of Canada. The appointment follows by reason of the resignation from that office of Walter C. Teagle who has been appointed to the presidency of the Standard Oil Company of New Jersey, the parent company of the Standard Oil interests. Mr. Hanna has been the legal adviser of the Imperial Oil Company since its early days and within recent years has been one of the board of directors. Since the retirement of Mr. Teagle from the presidency of the Imperial Oil there have been forecasts from time to time that the mantle of office would in all probability fall on Mr. Hanna. Walter C. Teagle will continue to be a member of the board of directors of the Imperial Oil, Limited. The board is constituted as follows: J. L. Englehart, A. S. Rogers, J. P. Rogers, C. O. Stillman, G. W. Mayor, W. C. Teagle, G. H. Smith, W. W. Oswald, T. S. Smallman, W. T. McKee and W. J. Hanna, K.C.



HON. W. J. HANNA
who has been elected President of the Imperial Oil Company, Limited

Activities as Public Official

Hon. W. J. Hanna became a member of the Ontario Legislature in 1902 and in February, 1905, was made Provincial Secretary, which position he held until December, 1916, becoming at that time minister without portfolio. Recently it has been intimated that he did not intend to seek re-election in West Lambton, which has been taken to mean that he intends to devote his entire time to the Imperial Oil Company. While Provincial Secretary Hon. M. Hanna achieved a reputation as a business executive by the development of several Government enterprises to utilize the labor of prisoners. Some of these enterprises were made profitable from a business standpoint. They were a form of practical philanthropy at the same time in that they caused a revolution in the administration of provincial penal institutions. His idea was to substitute reformation for punishment of the recalcitrant members of the social body.



P. A. C. McINTYRE,
Winnipeg, who heads a new firm of manufacturers' agents.

Mr. Hanna as Food Controller

On June 20, 1916, Hon. W. J. Hanna was appointed Food Controller for the Dominion of Canada. At the time of his retirement from that office on January 24 of this year he was a veteran among Food Controllers, having been appointed prior to either of the present Food Controllers of Great Britain or the United States. Mr. Hanna is now on a trip to Peru, an important source of petroleum production, where some of the oil fields of the International Petroleum Company are located. This latter company is a subsidiary company of the Imperial Oil Company. It is understood that pressing needs for increased production in the petroleum industry have been partially responsible for his present visit to Peru.

NEW FIRM OF AGENTS

P. A. C. McIntyre & Co. have recently opened up for business as manufacturers agents in the Scott Block, Winnipeg. P. A. C. McIntyre, head of this concern is well known in Western Canada, where he represented Berry Bros., Inc., for six or seven years, working out of Winnipeg, and travelling as far west as Vancouver. Prior to that he was with Marshall Wells Co., Ltd., Winnipeg, Mr. McIntyre achieved considerable fame in 1912 by winning the $500 prize in gold offered by Berry Bros., Inc., for the salesman having the largest sales for that year. This was a very creditable achievement considering that he was in competition with salesmen all over the American continent.

The new company is handling hardware and auto accessories.

TWO PROMINENT NEW BRUNSWICK HARDWAREMEN DIE

John Walker Knox, ship's chandler and hardware, died this week at his home in St. John, N. B. He succeeded to the business, with which he had been associated for many years, on the death of his father. The business was one of the oldest in its line in the city and Mr. Knox enjoyed the respect and esteem of the business community as well as of a large circle of personal friends.

After an illness of several months, Philip Granan, who conducted a successful stove and hardware business in the north end of St. John, died this week. Mr. Granan was looked up to as a leader by a large section of the community and was influential in the councils of the political party to which he belonged. In 1912 he was elected to the provincial legislature and served until the general elections in 1917, when the condition of his health made it impossible for him to accept another nomination. His funeral was an impressive public tribute to the place he occupied in the community.

Major Ronald A. McAvity of T. McAvity & Sons, Ltd., St. John, who went overseas with the First Contingent in 1914, has been appointed deputy assistant director of ordnance services with the Canadian headquarters overseas.

Dollar Day was observed again in St. John on February 21, the hardware merchants generally co-operating. The volume of business was large and the merchants expressed great satisfaction with the results.

Negotiations between the master plumbers and the journeymen who have been on strike for the last ten months in St. John have been re-opened with some prospects of settlement. Some of the journeymen have been working in Halifax since the recent disaster; a few opened shops of their own and others have been working in other lines.

The next large building job in St. John will be the reconstruction of St. David's Presbyterian church, destroyed by fire in December. F. Neil Brodie is at work on plans for a building which is expected to cost about $110,000.

TAKES EXCEPTION TO LETTER

In a recent issue of HARDWARE AND METAL, a letter was reproduced from a subscriber in which he asked whether the sale of 9½ gauge wire fencing were permissible in Ontario and whether this might be called a standard gauge. A copy of our reply shown herewith has been taken exception to by one Canadian manufacturer. The letter which we wrote is in part as follows:

"Acknowledging your letter of January 22, there is no restriction placed on the sale of 9½ gauge wire fencing. This might also be called a standard gauge.

"Your letter opens up a really big field for discussion. To import wire from the United States it is necessary to declare fencing No. 9 gauge to have it come in duty free. However, the customs authorities allow a variation of two or three points and in this way 9½ gauge which is really a light No. 9 could be brought in.

"Canadian manufacturers are not compelled to conform to any standard in the selling of fencing outside of the fact that when they declare same is a certain gauge it must be that gauge. There is no reason why a Canadian manufacturer could not draw 9 gauge as well as 9½, but in either case he would have to declare his product.

"In selling a 9½ gauge wire fencing, and calling same a standard gauge fence any manufacturer would be quite within his rights."

The letter which we have received from a Canadian manufacturer is as follows:

"We wish to call your attention to the incorrectness of some of the statements which you have made in connection with your reply to your customer's question.

"In the first place the customs do not and have not admitted No. 9 or No. 9½ gauge wire fencing to enter Canada free, viz., manufactured fencing, but they do permit No. 9 Imperial gauge wire, being .144 with a variation of 2/1000 larger or smaller, to enter Canada free, with the exception of the 7½ per cent. war tax charged against all imports, and No. 9½ gauge wire has not been allowed to enter on the same basis as No. 9 above referred to for nearly four years now. Besides strictly speaking No. 9½ gauge wire means more than a variation of one or two points, for No. 10 Imperial is .128, so that No. 9½ should gauge about .136, or about 8/1000 smaller than No. 9 Imperial gauge wire.

"And as for what you say about it being quite permissible to call No. 9½ gauge wire fencing standard gauge fence, it may be true that there is no penalty attached to said action, but do you not think that, to say the least of it. a manufacturer pursuing such a course, viz. in calling a lighter weight or under gauge article a standard, when there has been no standard established in this connection, is at least open to a charge of misrepresentation.

"We think that what your subscriber had in mind when writing you, was a fence made from No. 10 gauge wire, recently placed on the market and called standard gauge, the manufacturers being apparently willing to convey the idea that this brand of fence is the same as the bulk of the fence manufactured by other Canadian manufacturers, which is practically all made from all No. 9 gauge or .144 wire."

NEW FACTORY PROJECTED FOR CANADA METAL CO.

It is understood that arrangements are being made to erect a new factory at Mile End for the Montreal business of the Canada Metal Company.

The building will be a one and one-half storey structure, and the initial area will be 100 by 110 feet. It is stated that this will be capable of handling business on the same large scale as is done in the parent plant at Toronto.

In view of the probability of requiring further accommodation later some 26,000 feet of land have been secured.

PERSONAL

B. F. Kiesel, of the Canadian Lamp & Stamping Co., Ford, Ont., spent a few days in Toronto and Montreal during the past week on a business trip.

S. E. Waffle of the Alexander McArthur & Co., Ltd., Montreal, manufacturers of paper and roofing materials, was a business visitor to Toronto during the week.

S. L. Adolph, hardware merchant, Listowel, Ont., was a recent visitor at the Toronto office of HARDWARE AND METAL.

The many friends of Mr. H. G. Wright, president of the E. T. Wright Co., Limited, Hamilton, will be very pleased to know that he is recovering from his prolonged illness.

Mr. Wright has been confined to his room for eight weeks with a severe attack of inflammatory rheumatism, and is leaving to-day for a short visit to southern points, with the hopes of effecting a permanent cure, and the expectation of being thoroughly convalescent upon his return to Hamilton.

W. A. Hughes, buyer and manager of the hardware, toys and silverware department of the Hudson's Bay Company at Winnipeg, was a visitor at the Toronto office of HARDWARE AND METAL during the week.

J. Perrault, manager of the George Taylor Hardware Company's New Liskeard branch, has been taking a short vacation. While in Toronto he was a visitor at the office of HARDWARE AND METAL

MONTREAL NEWS ITEMS

O. N. Parent, representing the Canadian Yale and Towne Co., Limited, of St. Catharines, was in Montreal this week.

Mr. Shay, of the Godell Pratt Co., Greenfield, Mass., has been calling on the Montreal trade this week.

J. E. Stone, representative of the Stanley Rule and Level Co., of New Britain, Conn., was a Montreal visitor this week.

John Irwin, vice-president of the firm of McArthur, Irwin, Ltd., is visiting in New York, Philadelphia, Washington, Baltimore and other southern points this week.

Mr. Hunter, representing the Wentworth Brass Co., of Hamilton, was in Montreal this week calling on the trade.

W. J. Falls, representing the New Haven Clock Co., of New Haven, Conn., was a Montreal visitor this week in the interests of his firm.

Mr. Marshall, representing the Woodworth Manufacturing Corporation of Niagara Falls, New York, was in Montreal this week.

THE CLERKS DEPARTMENT

HOW GARY QUALIFIED AS GREATEST EXECUTIVE

An Intimate Story of the Life History of the Present Head of the United States Steel Corporation

HOW did the man who occupies the highest position in the largest organization in the world fit himself for it? The question is asked by B. C. Forbes in "Forbes' Magazine," and he answers it himself by giving a detailed, line-upon-line, fact-upon-fact account of how Elbert H. Gary, a farmer's boy, by diligent study and work, first became a lawyer and judge, and then showed such executive ability that J. P. Morgan and others singled him out as the one man in America to head the new billion dollar steel combination—the United States Steel Corporation—which has ever since been the best-filled job in the United States. Mr. Forbes writes as follows:

Elbert H. Gary had no phenomenal ancestry and owed nothing unusual to heredity. His parents were both of New England stock; his father's forebears had come from England and his mother's from France. His father, Erastus Gary, left Connecticut in 1834 and looked over prospects in Illinois. He examined the land on which Chicago is now located but, though he could have bought any part or all of it from the Government at $1.25 per acre, he decided it was too low, flat and marshy for agricultural purposes, and chose 800 acres 25 miles west of Chicago, near the village of Warrenville, about four miles from what afterwards became Wheaton, Illinois.

When Elbert was about three his father built a house on the spot which shortly afterwards developed into the hamlet of Wheaton. Erastus Gary had analyzed the railroad situation correctly, for the Chicago & Galena Union R. R. (now C. & N. W. Ry.) line was built through the farm. He bought different additional parcels of land and brought about 400 acres under cultivation. Just prior to this two former Connecticut friends, Warren L. Wheaton, who married Erastus' oldest sister's daughter, and Jesse C. Wheaton, who married Erastus Gary's youngest sister, had come west and acquired adjoining farms. A community composed mostly of old New Englanders and including Elbert's maternal grandfather, sprang up—not at the station, but half a mile away, as these careful New England parents did not wish their children to be reared too close to a depot where they might meet people and hear things that would have no good influence upon them. A humble district school was opened; a Methodist Episcopal church was established and the village grew so rapidly that in a few years Wheaton Seminary was built, an ambitious seat of learning which afterwards was changed into Wheaton College, still in existence.

Elbert H. Gary's education began in the district school when he was four. Both his father and mother had taught school in their younger days and were thoroughly grounded in the rudiments. They took the keenest and closest interest in the daily lessons of the children. Indeed, there was a strict rule that each child must keep well ahead of the school tasks: in arithmetic, in geography, in history, in spelling, etc., the Gary children were pages and pages in advance of their classes, the parents going over the tasks at home, so when they came up at school the Garys were entirely familiar with them and with what was to follow. No idling, no indifference, no carelessness was tolerated. Everything had to be learned thoroughly and grasped clearly. Mere superficial memorizing to enable a lesson to be rattled off by rote was never permitted.

Keeps Ahead in School

Contests in spelling, in "ciphering," in reading, etc., were constantly held both in and out of school. These New England settlers were determined that their children should have proper foundations of learning. At the end of each term a public exhibition was held and brought out every parent in the district. In addition to singing and, instrumental music the pupils recited declamations, took part in dialogues and were carefully drilled in pronunciation, enunciation and other oratorical incidences. It was during these early experiences that Elbert Gary gained aptitude for speaking in public.

The school teacher of those far-back days is still alive, and recalls that little Elbert Gary was usually at or near the top of his classes. The boy was especially good at arithmetic and could lick any other pupil in speed contests, both mental and written. His parents regarded him as something of a prodigy in this line, and used to challenge visitors to "race" him. It was, indeed, one of his victories at arithmetic—over a lawyer uncle—that later determined the course of Elbert's early career.

Had No Spending Money

Although Erastus Gary farmed on what was then considered a large scale and was a man of such importance in the county that he was made a Magistrate, the duties of which he carried along with his farm, he possessed very little money. In pre-war days, in fact, money was an extremely scarce commodity in most of those pioneer, rural communities. The Gary children were given no spending money whatever. Nor were they encouraged to indulge in frivolous amusement or recreation. They were taught that work supplied all the exercise they needed for their bodies and that their studies took ample care of the development of their minds.

The year was divided into halves: the winter half was given up to school and the summer half to work on the farm.

"You can either work or study, but you must keep at one or the other," was the father's firm injunction.

And the boys had to work just as hard as they had to study. By the time they reached eight years of age they had to get out of bed by five o'clock in the morning, start the day by each milking half a dozen cows and were kept busily employed until seven at night. While still mere lads they could hoe in the field or garden, herd cattle on the prairies (there were then no fences), drive horses, feed live stock and do a hundred other chores. At twelve they were doing the work of full-grown men, such as pitching hay, stacking hay, binding corn, plowing, sowing, using the scythe, driving a reaper, stacking grain, chopping down trees and cutting timber. In one memorable competition Elbert and his older brother established a record for the number of loads of hay taken from the field and stacked. So familiar did the lads become with the handling of horses that they used to hold races standing with bare feet on the bare backs of the horses, circus style.

Lives Simple Life

Shoes, generally speaking, were worn only in the winter months. The Garys spent very little on clothing. Only on Sundays was any attempt made to dress-up; then great pride was taken by the simple folks of Wheaton in seeing that their children were scrupulously neat and clean when going to school or church. The clothing was of the cheapest quality and often was patched—but patched with skilful hands. As with clothing, so with food; it was of the plainest variety, almost everything homegrown. Indeed, very little manufactured goods of any kind entered the Gary home. The spinning wheel was kept busy. Mother made all the tallow candles used for lighting purposes. Soft soap was likewise made at home. In short, very few dollars were spent in stores from one year's end to the other. Most of the inconsiderable ready money that came to farmer Gary was given to the church or to needy relatives or to other worthy purposes.

This frugal, clean, industrious life developed children of sound bodies and sound minds. The Gary boys did not know what it was to have even a cold. Sometimes they would be so fatigued in harvest time that they would drop down and fall asleep in their tracks, but even though, as sometimes happened, they would get up drenched with rain, they felt no after effects. They were as healthy and lithe and strong as young colts.

From school Elbert graduated to Wheaton College. At this stage he contracted a liking for attending the trials of cases heard by his father in his capacity as a Magistrate. What Magistrate Gary lacked in legal law he made up in horse sense. During his forty years' services as a Magistrate he built up a reputation for absolute fairness, and litigants had no fear of receiving from his hands anything but justice.

Continued in next issue.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

IMPROVED NAIL PULLERS

Smith & Hemenway Co., Inc., tool manufacturers, 261 Broadway, New York, are placing on the market an improved nail puller. The long jaw of this tool is forged from special nail puller steel. The short jaw is a box joint, that is, the joint divides and allows the long jaw to pass through. No springs are used in the construction of the puller. Back of the long jaw there is a box chisel for strapping, nails and barrel hooks. The weight of the No. 101 nail



Improved Types of Nail Pullers

puller is 6 pounds. It is claimed that one blow delivered with the rammer will kill any nail in the hardest wood.

In Nos. 01 and 01½ the improvement over the old style of nail puller consists in the fact that long jaw goes through the claws of the short jaw, thereby preventing any side thrust or loosening up of the puller. There is a handguard on the rammer designed to prevent pinching the hand. The weight of this latter design is 5¾ pounds. A smaller type is made weighing 3½ pounds.

COIL WIRE CLOSET CLEANER

Allan J. Coleman, north-west corner Lake Street and Wabash Avenue, Chicago, is introducing a number of new sanitary specialties to the trade. One of these is the flexible coil wire closet cleaner. It is designed to remove obstructions from water closets, drain pipes, etc. By turning the handle to the right the coil goes through the closet, obstruction is caught and brought back to the opening. The flexible coil is made of oil-tempered spring steel wire of No. 12 gauge. There is a steel corkscrew and removable cone wire, which is designed to catch all obstructions.

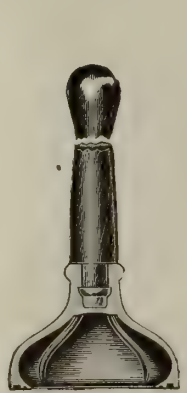
Another of the new lines recently



Coleman Improved Sanitary Toilet Bowl Brush.

placed on the market by the above concern is an improved suction and force cup. The ribbing, both inside and outside, is designed to carry the weight, thereby leaving the wall thin and making a pliable cup. Corrugations which are on the bottom are claimed to give a perfect seal, which improves the sucking and force action.

An improved sanitary toilet bowl brush is also being placed on the market by A. J. Coleman. A curve at the end of the brush is designed to make it easy to remove accumulations at the



Coleman Improved Suction and Force Cup.

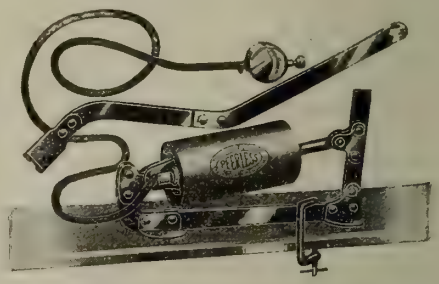


Coleman Flexible Coil Wire Closet Cleaner.

turn of the trap. They are made in two grades—a stiff Palmyra fibre and a bleached white Tampico fibre.

NEW OIL ENGINE

A new type of oil engine is being placed on the market by the Evinrude Motor Company, 326 Walker Street, Milwaukee, Wis. This engine is designed to use the low-priced heavier oils, such as kerosene, fuel oil, solar oil, crude oil, stove and coal oils. It is claimed for this engine that a tiny drop of any cheap oil in the cup is sufficient to start the power stroke. It is asserted that super heat caused by high compression produces perfect combustion without waste or loss of power. One of the features claimed for this engine is its saving in fuel cost. It is made in two sizes, namely one and one-half horsepower and three horsepower, with additional sizes to be added. The principle of operation of the engine is as follows: Beginning with the intake stroke, pure air is only taken into the cylinder, while a charge of oil enters the fuel cup. During the compression stroke a part of the compressed air is forced into the fuel cup where a gas mixture is formed which, as the compression in-



No. 20 Peerless Tire Pump.

creases, is ignited. An explosion follows, which forces the oil in a highly atomized state into the cylinder, where the combustion proper takes place. When the combustion is completed the piston is driven forward on its power stroke by the force of the expanding gases. At the end of the power or expansion stroke the exhaust valve opens and the gases are expelled, thus completing the cycle which is, of course, repeated over and over again.

RUNNING BOARD TIRE PUMP

The Corcoran Manufacturing Company of Cincinnati, O., is manufacturing a new product known as the Peerless No. 20 running board tire pump. The manufacturers state that it made of all-steel stampings, and since there are no steel castings used breakage is eliminated. The cylinder is one-piece and seamless. The pump is finished in all black japan with the cylinder finished in red. Each pump is packed in a carton, complete with gauge, if ordered, 90 inches of hose and a clamp to fasten on running board. The handle folds, and all will fit in a small tool box. The manufacturers state they will guarantee the pump for the life of the car.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

ANNOUNCEMENT of prices adopted on binder twine for the season is made elsewhere in this issue and follows along predictions made in these columns last week. The opening price of 23½c for 500-foot lengths is 7⅝c per pound higher than that set in April last year and 4c above quotations later in the season. No difficulty will be experienced in taking care of requirements, it is stated.

A spectacular rise in the price of linseed oil has gone into effect and prices being quoted are 23c per gallon higher than those ruling last week. In some quarters no quotations are being made whatever and the situation with regard to supplies is said to be serious.

A big advance in window glass has been put into effect and a new list adopted. The new list will apply to Montreal as well as Ontario points and be subject to a discount of 25 per cent. This provides for an advance of between 20 and 25 per cent. over quotations previously ruling.

Some slight improvement is shown in the movement of freight generally, though the strike now existing in Toronto is holding up outgoing shipments and jobbers' warehouses are rapidly filling up with orders packed but no means of being shipped.

Advances were not numerous during the week though changes in an upward direction were reported on curtain stretchers, cotton duck belting, saw vises and tin roofing caps. Added strength in the tin and lead markets resulted in higher prices on solder. A very firm situation exists on wire nails and advances in sash cord would not be unexpected. Business is reported good.

MONTREAL MARKETS

MONTREAL, March 7.—The week has been one of a somewhat quieter tone all around, but a fair lot of orders are still coming forward from the country. In one large jobbing house the trucks have been kept well loaded with various lots of goods being boxed for country dealers, and this reflects conditions with others also. Changes have not been great, and there are rather fewer. Wood hay rakes have advanced about 5 per cent. and wood snow shovels nearly 15 per cent. The feature of the ingot metal market has been an increase in the price of tin, which is selling at 95c to $1 per pound. Pig lead is also firm. Rope has been ruling at maintained prices, and the new quotations are announced for binder twine elsewhere. As will be elsewhere noted there are some interesting comments and interviews regarding the situation prevailing and likely to prevail in the sheet steel and tinplate market, and also regarding ingot tin. The outlook for better trade conditions is promising, taking matters generally.

Wood Hay Rakes And Snow Shovels Higher

Montreal.

WOOD HAY RAKES AND SNOW SHOVELS.—The regular lines of wood hay rakes have again been advanced, and these are now selling 5 per cent. higher than formerly. There is also an advance in the price of Victor snow shovels, and this is equal to an increase of nearly 15 per cent., the discount now being 30 per cent.

One Line Single Barrel Shotguns Is Advanced

Montreal.

FIREARMS.—There was an advance this week in the price of shotguns. This applies to Iver-Johnson make and to the single-barreled styles only. The advance is 50c each, and this makes the price of the automatic-ejector variety $9.60 and of the non-ejector style $9.15.

Stoves And Wares Firm, But Unchanged

Montreal.

STOVES ANR ENAMELED WARE. The state of trade is reported to be reasonably fair for this time of the year. However, it is not the stove season, and what requirements there are may be classed as small for present delivery. For the future there is a good outlook, say the manufacturers. Enameled ware and the usual shelf lines of galvanized and tinware are moving slowly, while the promise for good spring business is reported to be reassuring.

Rope Situation Still Rules Firm

Montreal.

ROPE AND CORDAGE.—The cordage and rope markets are ruling firmly this week, but without change. There is not a great deal of business at the present, but this is expected to improve very materially as the season advances and as shipping is being overhauled again for the season's work.

Prices on binder twine have been adopted by the manufactures at higher figures than those ruling last year and are embodied in a panel on another page.

Coal Oil Supplies And Gasoline Are Ample

Montreal.

GASOLINE AND COAL OIL.—These two commodities are said to be available here in satisfactory quantities, and the trade is being supplied from week to week without any shortage. The prices are held unchanged, with Royalite coal oil selling at 17c per gallon and Palacine and Electroline at 20c. Gasoline is still 32½c. It may be that there will be some little congestion when the season opens, as the deliveries of heavy booking of lubricating oils will tax the capacity of local oil concerns. There is a good outlook.

Wire Nails And Wire Have Been Selling

Montreal.

WIRE AND CUT NAILS AND WIRE.—The usual amount of routine business is being done among the trade and orders are better and more frequent from the country than from within the city. There have been a fairly good lot of orders from merchants for spring shipment, and these will be filled, think the jobbers, without any delays as the season advances. Cut nails are still based at $5.60; wire nails at $5.25; and smooth steel wire is selling at the base price of $6.25.

Sheets Are Selling In Fair Quantities

Montreal.

SHEETS AND PLATES.—There is

very little of new interest in the local situation with regard to sheets. The supply of certain gauges is sufficient to meet the trade requirements, which are reported to be just fair and seasonable. It would seem that the range of prices will maintain for the immediate future on some lines, and the existing prices are much more favorable than those prevailing for many previous weeks and months. The situation regarding future deliveries is elsewhere dealt with, and this will be found a very interesting feature to those buying future supplies. Prices rule as follows:

BLACK SHEETS—		100 lbs.
10 gauge	$8 00	$11 50
12 gauge	8 65	10 50
14 gauge	8 80	7 90
16 gauge	9 00	8 00
18-20 gauge	9 25	7 80
22-24 gauge	9 40	7 85
26 gauge	9 45	7 90
28 gauge	....	8 00
10¾ oz (28 English)	10 55	10.75
GALVANIZED SHEETS—		
10¾ oz.		$10 00
28 ga.		9 65
26 ga.		9 25
22 and 24 ga.		9 05
20 ga.		8 85
18 ga.		8 85
16 ga.		8 70

Bar Iron And Steel Hold In Quiet Market

Montreal.

IRON AND STEEL.—The iron and steel markets are naturally somewhat quiet. Fair demand obtains from the outside, where business has continued to remain in a fairly satisfactory state, as indicated by repeat orders received during the winter months. Prices are expected to hold without change, and for the week there have been no revisions one way or the other.

MONTREAL—	
Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20-0 21

Fashioned Lead Bends And Products Unchanged

Montreal.

LEAD PRODUCTS.—Although there is a firmer tone to the market for ingot lead, the manufactured lines are held without change. It is not suggested that there will be any upward revision at the present time, although it is expected that there will be a firming of these prices for the present. Supplies are ample for the somewhat limited trading that is being done. Prices are as follows:

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 12½	0 13
Lead sheets, 4 to 8 lbs. sq. ft.	0 11½	0 12½
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, strictly, lb.	0 41½	0 47
Solder, commercial, lb.	0 42½	0 45
Solder, wiping, lb.	0 42	0 42½
Zinc sheets, casks	0 26	0 30
Do., broken lots	0 28	0 32

Old Materials Are Quiet, But Are Firm

Montreal.

OLD MATERIALS.—No new features have been applied to the market this week and prices are held without change, excepting that tea lead is higher, and also scrap zinc. It is expected that the better weather will permit of the marketing of supplies that have accumulated here and there. For some of the old metals there will probably be a better demand, and this will perhaps be the case with reference to old rubbers. Steel and iron are in strong position among the scrap metals, but prices have not been changed. Tea lead and scrap zinc are firm.

MONTREAL—		
Tea lead	$ 0 05	$0 06½
Heavy lead pipe	0 06¼	0 06½
Yellow brass	0 13½	0 14
Red brass	0 20	0 21½
Light brass	0 08	....
Scrap zinc	0 05½	0 06
Heavy copper	0 22	0 23
Wrought iron, No. 1, per gr. ton	25 00	....
No. 1 machinery scrap	27 00	....
Heavy melting steel	18 00	20 00
Pipe scrap	15 00	17 00
Stove plate, per ton	17 00	19 00
Old rubbers, boots and shoes.	0 08	0 08½
Overshoes, lumbermen's rubbers		
boots	0 07	....
Bicycle tires	0 04¼	....
Auto tires	0 04½	0 05½
No. 2 busheling	....	13 00

Ingot Tin As High As $1; Pig Lead Is Stronger

Montreal.

INGOT METALS.—The feature of this week has been the continued strength of tin, and this has advanced again. Some are selling it at as high as $1 per pound. Pig lead is very firm, too, and is higher.

COPPER.—The position of copper is held unchanged, and there is stated to be a better supply in sight of the Canadian product. Prices are held still at 33c to 34c per lb.

LEAD.—In view of the strength of lead in the primary markets the prices have firmed here and the range is higher this week at 10c to 10½c per lb.

TIN.—Some uncertainty exists as to the future treatment of Canadian dealers and importers. It is stated that there is a strong probability of the market being closed for a time. Following this suggestion, tin has recorded a new high level, and is selling at 95c to $1 per lb. Reference to this is made elsewhere.

SPELTER.—There is a fair demand for spelter, and the prices are held unchanged at 10½c to 11c per lb. Stocks are light, it is stated.

ANTIMONY.—Position unchanged. There is a fair business being transacted on the basis of 19c per lb.

ALUMINUM.—The trading in aluminum is small. There is really very little interest and the prices range from 55c to 57c per lb.

TORONTO MARKETS

TORONTO, March 7.—Binder twine prices have been set and are on the basis predicted by HARDWARE AND METAL, the 500 ft. being 23½c per pound delivered. Other price changes though by no means numerous have been in an upward direction and include solder, belting, tin roofing caps, curtain stretchers, saw vises, etc. A very firm situation is revealed in wire nails and all lines of waxed products are reported very scarce with prices on an upward trend.

The strike during the past week of Grand Trunk freight handlers has resulted in shipments being delayed and it is reported that the C.P.R. has stopped picking up which will mean further delays in retailers securing their stocks.

Business is reported good and spring orders are being prepared to go forward when the railways are in a position to accept shipment.

Cotton Duck Belting Goes Higher

Toronto.

BELTING.—An advance of about 7½ per cent. has gone into effect on Maple Leaf cotton duck belting, and the discount now in effect is 20 per cent. as against 25 per cent. formerly quoted. The demand for leather belting is good and a firm undertone is evident in the market. No changes have been recorded, the discounts holding as follows: Extra at 35 per cent. and standard at 40 per cent. Tap soles and heels show no change for the week.

Tire Tools, Valve Lifters Change

Toronto.

TIRE TOOLS, VALVE SPRING LIFTERS.—Many lines of Perfect handle tools have undergone revision upward during the week, and this not only affects the auto accessory lines particularly but has extended to many of the standard items as well. Increased costs of raw materials and all phases of production have led to this latest revision which is affecting Perfect handle tools as listed herewith:

Tire Tools—List, $1.70. Discounts, 25%; 12, 30%; 48, 35%.

Screw Drivers—No. 609, 4 in., 60c; 6 in., 85c; 8 in., $1.15; 10 in., $1.40; 12 in., $1.70; No. 610, 4½ in., $1.70; 5½ in., $1.75. Discounts, 25%; 24, 30%; 96, 35%.

Valve Spring Lifters—No. 650, $2; Hammers, No. 616, $1.70; Getatit Pliers, No. 646, 80c. Discounts, 25%; 6, 30%; 24, 35%.

Garage Equipment On New Discount

Toronto.

GARAGE EQUIPMENT.—A slight change has been made in the list and discount of Weaver garage equipment, including jacks, bucket pumps, towing poles, tire spreaders, etc. The new prices established represent an advance which in some instances is less than 5 per cent. The complete list of items with discount applying is appended herewith:

Auto Twin Jacks—Regular set of 2, $30; single, $18; heavy, set of 2, $54; single, $30.
Auto ambulance jack, $47.75.
Body extension for extra heavy jack (per set of 1 jack), $12.75.
Universal tire changer, $86.50.
Bucket pump, $19.50.
Towing pole, $15.85.
Garage press, $117.
Tire spreader, $31.75.
Auto hoist, $158.
Discount now applying on all of the above is 10 and 10%.

Vulcanizers Up 10%; Patches Higher

Toronto.

VULCANIZERS, PATCHES.—A revision upward in the price of some lines of Adamson vulcanizers has gone into effect. The cheapest and most expensive lines remain unchanged, while three intermediate models show advances of about 10 per cent. The lists and discounts now prevailing are: Model E, $1.50; M, $1.75; T, $2.50; U, $3.50; S, $15.00. Discounts, 25 per cent.; in lots of 12, 30 per cent.; in lots of 48, 35 per cent.

Some revision in cementless patches has been made, and lists now prevailing, which represent higher values in each instance, are given at 50c, 75c, and 95c per box of 10, with a discount of 25 per cent.; in lots of 24, 30 per cent.; in lots of 96, 35 per cent.

Demountable Rims, Brake Lining Up

Toronto.

DEMOUNTABLE RIMS, BRAKE LINING.—New prices have been issued on demountable rims, quotations being based on shipment from Windsor, Ont. No change in the freight differentials for the various points have been made. The new prices represent advances, the quotations being for Ford rims, as follows:

Natural—Small lots, $22; lots of 10, $21; lots of 50, $20.
Black—Small lots, $21.30; lots of 10, $20.30; lots of 50, $19.30.

A change in the list on Fordoid brake lining shows price on this line materially reduced. New list just issued is $3.00 against $5.00 per set, with discount unchanged at 20 per cent., and in lots of 12 or more sets, 20 and 5 per cent.

Rubber mats have also come in for revision during the week, an advance of about 20 per cent. being put into effect. New list established is at $2.25, with a discount of 20 per cent.; in lots of 6, 20 and 5 per cent.

Pocket Meters Advance; Storage Batteries

Toronto.

STORAGE BATTERIES, POCKET METERS.—Practically all lines of Eveready storage batteries have undergone slight revisions in list prices. These have not been sufficiently great to really influence the net prices as it will be found that only one or two cents difference in the list is revealed, while the discount remains unchanged at 33 1-3 per cent.

Eveready pocket meters have advanced from 10 to 12 per cent. on all lines as represented by a straight ten cent advance over former figures on each line. The present selling prices are:

Ammeters—Small lots, 90c each; 25 to 49, 85c each; 50 to 99, 80c each.
Volt-Ammeters—Small lots, $1.10 each; 25 to 49, $1.05 each; 50 to 99, $1 each.
Voltmeters—Small lots, 95c each; 25 to 49, 90c each; 50 to 99, 85c each.

10% Higher Prices On Curtain Stretchers

Toronto.

CURTAIN STRETCHERS. — New prices have been issued on curtain stretchers which represent an advance of about ten per cent. This is the first change to be reported for some little time, but follows the previous trend which has been upward. Supplies are fair and demand reasonable. The present prices are: No. 3, $28.50 per dozen; No. 6, $27.00 per dozen; No. 8, $18.00 per dozen.

Saw Vises Revised; Tin Caps Higher

Toronto.

SAW VISES, ROOFING CAPS.—An advance was recorded in saw vises last week, but a further change in the prices quoted on the No. 80 and 105 lines has been made, whereas No. 81 remains unchanged. The corrected quotations now issued are as follows: No. 80, $7.70 per dozen; No. 105 at $13.50 per dozen, and No. 81 at $12.65 per dozen.

Tin roofing caps advanced over 10 per cent. during the week, when the new price of $6.75 per 100 lbs. was put into effect as against $6.00 formerly quoted.

BINDER TWINE PRICES ADOPTED

As announced in HARDWARE AND METAL last week, prices on binder twine, which are reproduced herewith, show a decided advance per pound over the opening price of last year. In dealing with the situation HARDWARE AND METAL stated: "The opening price for binder twine in April last year was 15⅞c for 500-foot length. This price was later advanced to 19½c per pound. Indications seem to point to a price in the neighborhood of 7¼c per pound higher than the opening price of last year, or from 3½c to 4c per pound higher than the price at the close of the selling season last year."

The opening price for the 500-foot length this year is 23½c per pound, which it will be seen is 7⅝c higher than prices issued in April of last year, and is right in line with the conditions outlined in these columns last week.

The prices adopted are as follows on a delivered basis:

500 ft., per lb.	$0 23½
550 ft., per lb.	0 25¼
600 ft., per lb.	0 26½
650 ft., per lb.	0 28

5 ton lots, ⅛c off; 10 ton lots, ¼c off.

It is indicated that supplies will be sufficient to take care of requirements.

Binder Twine Prices Issued; Higher

Toronto.

TWINE, CORDAGE.—Prices on binder twine have been set and follow along the basis predicted in HARDWARE AND METAL last week. In last week's issue it was stated that prices would likely be about 7¼c per pound higher than the opening price last year, and this is confirmed in the present quotation on 500 foot of 23½c per pound, while last year's opener was 15⅞c. The opening prices, which embrace delivery charges, are as follows: 500 ft., 23½c per lb.; 550ft., 25¼c per lb.; 600 ft., 26½c per lb.; 650 ft., 28c per lb. In 5-ton lots ⅛c discount from above; 10 tons and upwards, ¼c discount. Freight paid. The outlook is that sufficient supplies of twine will be available.

In respect to the established price of 26c fixed by the United States Department of Food Control on fair current Manilla fibre, it has been pointed out that whereas this is 2½c lower than the prevailing price on fibre at time price was established, the decline will not affect prices on rope. This is explained in that the price of hemp advanced far more rapidly than the manufactured article, cordage by no means keeping pace with the primary market. If prices had not been established at this big reduction, advances would have had to be made in cordage, and even on the present basis manufacturers state that rope is not yet on a level with the hemp. However, indications are that prices will hold steady at figures shown.

In spite of high prices now prevailing on sash cord, twines, etc., there is a possibility that another advance may be put into effect. From the States comes advice that the Government there has bought very heavily in sash cord and that has firmed the market materially. This may result in high prices being put into effect in the States, and this will undoubtedly have some influence on the Canadian markets. The cotton market is unusually strong, and new records for high prices have been established which will be reflected in many lines if maintained. Quotations on sash cord to-day are: No. 6, 67c to 69c lb.; No. 7, 66c to 68½c lb.; Nos. 8, 9, 10, 12, 65c to 67½c lb.

Paraffine To Advance; Waxed Products Scarce

Toronto.

OILS, GASOLINE.—Of great interest for the week is the shortage of waxed products, and higher prices are expected to become effective. Paraffine remains at 21c, but increased prices will likely occur soon, which will, mean advances on fancy candles, trench candles, plumbers' candles, etc., and stocks of matches, waxed paper, etc., are likely to be seriously affected. Reports indicate that the scarcity is great, and particularly in higher melting point quality. A very firm market exists in all lines of oils and gasoline, though no changes in price have become effective. No excess of supplies is available, and some fear is expressed that the present shortage may become acute. Transportation is playing no small part in bringing about existing conditions, and whereas some easier movement is reported there is by no means sufficient stock moving to take care of demands.

Very Firm Market On Wire Nails

Toronto.

NAILS, WIRE.—A very firm market exists for wire nails, though no change in prices is reported during the week. That conditions are such that higher quota-

tions may be put into effect has been intimated, but no definite announcement is forthcoming that advanced prices will be made. The present base of $5.20 per hundred pounds is being maintained, and a fair volume of business is reported. Wire products held firmly during the week and some shipments are going forward. The base on smooth steel wire is unchanged at $6.25 hundred pounds; prices on other lines will be found in the current market quotations. Cut nails show no disposition to change in price and are being sold at $5.65 base per hundred pounds.

Stoves & Enamelware Holding Firm

Toronto.

STOVES, ENAMELWARE.—Business in stoves is reported fair, and the outlook is that a shortage in some lines will exist. The advanced prices put into effect last week are not expected to curtail sales to any extent, and manufacturers are somewhat doubtful as to whether they will be able to produce sufficient to take care of requirements. Immediate business only is being solicited, and it is felt that merchants would be well advised to buy as heavily as they can and take delivery early. Enamelware sales are in large volume though shortages in many lines are reported. No change in price has taken place during the week.

Iron And Steel Continue Improvement

Toronto.

IRON AND STEEL.—Continued improvement in iron and steel is reported, but the railway situation is by no means back to normal, and until some semblance of regular service is attained some uncertainty must exist in this market. Raw materials and coke are moving a little more freely, and that the situation is generally easier is evident from shipments which Canadian mills are now making. A very fair demand exists for iron and steel locally and the prices held firm on the following basis:

TORONTO—	Per 100 lbs.	
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	6 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Shipments Of Steel Sheets Improving

Toronto.

SHEETS, PLATES. — Nothing new has developed during the week in relation to the steel sheet situation although shipments are reported to be coming along a little better. Stocks of both galvanized and black sheets are in very fair condition although inquiries have been made for 10 gauge black sheets and 3/16 and ¼ inch plates which are extremely scarce and hard to get. Supplies will be limited until decided improvement is effected in freight service and mills are operating at capacity output once more. This happy condition wil not exist for several weeks yet, it is thought. Prices remain unchanged at figures given herewith:

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$10 00	$12 00
12 gauge	7 55	10 10
14 gauge	7 45	8 40
16 gauge	7 30	8 50
18-20 gauge	7 30	8 05
22-24 gauge	7 35	8 10
26 gauge	7 40	8 15
28 gauge	7 50	8 25
3/16-inch plate	10 25	....
¼-inch boiler plate	10 00	....
GALVANIZED SHEETS—		
10¾ oz.	$9 25	$9 50 $10 50
U.S. 28	8 95	9 20 10 20
U.S. 26	8 65	8 90 9 90
22 and 24	8 50	8 75 9 75
18 and 20	8 35	8 60 9 60
16	8 20	8 45 9 45
14	8 10	8 35 9 35

Corrugated Sheets In Firm Market

Toronto.

CORRUGATED SHEETS, EAVETROUGH.—The market remains firm and demand fair as regards corrugated sheets. It is indicated that when present stocks are depleted there will be extreme difficulty in replacing. Eavetrough and conductor pipe underwent no change in price and the spring demand is becoming more evident with the milder weather. Prices on these will be found in the current quotations. Corrugated sheets are given below:

TORONTO—	Per 100 Sq. Feet	
	Galvanized	Painted
No. 28 gauge	$ 8 25-$ 8 75	$6 75-$7 25
No. 26 gauge	9 00- 9 50	7 75- 8 25
No. 24 gauge	13 00-	10 50
No. 22 gauge	16 00-	13 25
No. 20 gauge	19 00-	16 50
No. 18 gauge	23 00-	20 00

Discount 7½%.

Wrought Pipe And Boiler Tubes Steady

Toronto.

WROUGHT PIPE, BOILER TUBES.—Shipments of boiler tubes are reported as rolling toward Canada and receipt of these will ease the situation considerably. Stocks are at present limited but the approach of milder weather will relieve any anxiety, for the present at least, over any delays which may occur in getting shipments through

Wrought pipe is holding steady and no change in price is reported over those made on some of the larger sizes last week. Prices are given in the current quotations. Boiler tubes are quoted herewith:

	Cold Drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Solder Climbs Still Higher

Toronto.

LEAD AND ZINC PRODUCTS.—Added strength in the tin and pig lead markets resulted in a further advance in solder, some prices being made showing a 5c advance over quotations made last week. The spread is somewhat greater, too, than prevailing formerly. Guaranteed now ranges from 48¾c to 53c per pound, strictly 44¾c to 48c, commercial 40¼c to 47c, wiping 38¾c to 43¼c, wire 48½c to 56½c, tinker's up to 53c. No change has yet been made in lead pipe or traps and bends though the market is very firm. Zinc sheets remain stationary at 26c per pound. Business is reported excellent, shipments going forward freely.

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 16
Lead sheets, 3 to 3½ lbs. sq ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.		0 12½
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 48¾	0 53
Solder, strictly, lb.	0 44¾	0 48
Solder, commercial, lb.	0 40¼	0 47
Solder, wiping, lb.	0 38¾	0 43¼
Solder, wire, lb.	0 48½	0 56½
Zinc sheets, per lb.	0 26	....

More Interest Manifest In Old Materials

Toronto.

OLD MATERIALS.—A slight improvement is manifest this week and more action has become evident. The demand is better and with embargoes being lifted from day to day, interest will be revived materially. A very strong undertone to the market is evident and some advance in price may go into effect. Prices for the week held firm on the following basis.

Tea lead	$ 0 04½	....
Heavy lead pipe	0 07	0 07½
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 06	0 06½
Heavy copper	0 22	0 22½
Stove plate, per ton	17 00	18 00
Old cast iron, per ton	25 00	26 00
Overshoes, trimmed Arctics	....	0 06¼
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Probability Of Waste Advancing Soon

Toronto.

WASTE, OAKUM.—A strong undertone to the waste market is reported and that an advance is almost sure to be made effective in the near future has been gathered. In some quarters, it is felt that present prices are too low. Stocks are reported to be in good shape and equal to heavy demands which may soon develop. At the present time, shipments are limited.

Oakum held steady and no change is anticipated at the present time. Prices are given in the current market quotations.

Higher Woodenware Prices Probable

Toronto.

WOODENWARE.—A decidedly strong undertone prevails in woodenware and

advances approximating 15 per cent. are now being considered. Wood tubs, pails, etc., will be affected and new prices will likely be available within the next week or two.

Ingot Tin, Pig Lead Move Upward

Toronto.

INGOT METALS.—The metal market was featured during the week by further strength in tin, higher prices having been established in this commodity. Pig lead also advanced in some quarters though the range of prices is somewhat wider than that prevailing last week. The commercial demand on practically all metals is greatly restricted just now, though the war demands are large and often result in creating shortage for commercial uses.

COPPER.—No excitement was evident in copper which remains steady owing to the fixed prices established by the United States Government. Locally quotations range from 30c to 32c per pound. Exports during January combined with government orders amounted to about 170,000,000 pounds which left but 16,000,000 for ordinary commercial use, so some idea as to how the production is being distributed may be gathered.

TIN.—Quotations on tin are higher this week on the basis of from 95c to $1 per pound. Licenses for export from Great Britain are now required, which has strengthened the market. How orders will be distributed is as yet uncertain and so no forecast can be made as regard future supplies. A good demand for Banka and Chinese tin has become evident in New York. With decreased shipment from London, trade is switching to the Pacific where it is thought a proportionate increase in Chinese trade may be expected. The primary markets are strong and active.

SPELTER.—A moderate demand prevails on spelter with prices unchanged at 9¾c to 10½c per pound. No change is anticipated in local quotations though slight vitality in the primary markets has been evident and resulted in slightly higher prices.

LEAD.—Pig lead shows an upward tendency though some quotations are lower than those given last week. The range of prices now runs from 9¼c to 10c per pound. Little lead is available for immediate distribution in the primary markets and with uncertainty as to shipments a stronger tone has developed. The demand locally is light.

ANTIMONY.—Quiet prevails in the local market and quotations are unchanged at 16c to 18c per pound. The primary markets continue quiet and no change in the prices prevailing has been made over the previous week.

ALUMINUM.—A very firm tone to the market is evident though no changes in prices have been put into effect. The basis of 60c per pound locally was maintained. A fair inquiry is reported in the primary market with prices holding steady.

PIG IRON.—Increased receipts of coke are reported and furnaces are enabled to maintain operations. Traffic conditions in the United States are substantially improved and a heavier iron production is expected to develop. Foundry iron is quoted at the same figures prevailing for last week, namely $49.50 per ton.

LONDON MARKETS

LONDON, March 7.—Business in London continues seasonably good. Cross cut saws and axes are still moving and the sale of sap supplies has started in strong. Merchants here have their stocks in good shape for spring trade which is expected to be good. Prices all continue very firm.

Washing Machines Take New Discount

London.

WASHING MACHINES.—A revised discount has been put into effect on washing machines of 40 per cent. Increased difficulty in securing necessary supplies of cypress along with advanced prices have resulted in this change being made effective. Net prices on some of the best sellers figured on the new discount basis are as follows:

Dowswell, $5.40; Hamilton, $6.60; New Century A, $9.90; New Century B, $10.80; New Era, $10.80; Patriot, $11.40; New Century Junior, $10.80; Champion, $10.20; Ideal Water Power, $16.80 each.

Canvas Belting Now Quoted At 25 Per Cent.

London.

CANVAS BELTING.—A revision in canvas belting has been made during the week and the new discount established of 25 per cent. provided for an increase of about 7½ per cent. on this line. The primary market on cotton is very strong and this has undoubtedly influenced this upward trend on belting.

Oil Heaters Continue In Good Demand

London.

OIL HEATERS.—An active demand still exists for oil heaters and the advance recorded last week has had no influence in restricting sales. The heavy sale throughout the winter months is being maintained in good volume even now. Prices hold firm at the figures given last week: No. 525 at $6.50 each; No. 530 at $7.25 each, with a discount of 25 per cent.

Lawn Rakes Up; Roofing Pitch, Too

London.

LAWN RAKES, ROOFING PITCH.—New prices for spring delivery of J. D. lawn rakes have gone into effect and reveal an upward tendency. The 15 inch are now quoted at $7.80 per dozen and the 20 inch at $9 per dozen.

Roofing pitch has also taken a jump in price and is being quoted at $1 per 100 pounds.

Split Rivets Record An Advance

London.

SPLIT RIVETS.—For the first time in many months, a change has been made in the price of split rivets. The advance is a fairly substantial one and would seem to be warranted in view of the advances made in other lines of rivets. The present quotations are:

No 9	$0.90 dozen boxes
No. 6	2.50 dozen boxes

Harvest Tools, Snaths, Shovels Steady

London.

HARVEST TOOLS, SNATHS AND SHOVELS.—A firm market prevails on harvest tools and some shipments are being made with spring orders though the movement is by no means general. The discount of 25 per cent. remains unchanged and is likely to hold for some time.

Spades and shovels have experienced no change in price during the week, 1sts being quoted at 30 per cent., 2nds at 20 and 2½ per cent. and 4ths at 5 per cent. List prices are given in the current market quotations.

Snaths are holding steady and no immediate change is anticipated over the following prices: No. 00 patent, $12.50 per dozen; No. 1, $12 per dozen; No. 2, $11.50 per dozen; No. 3, $10.50 per dozen.

Poultry Netting Shows No Change

London.

POULTRY NETTING.—Hexagon netting 1 and 2 inch mesh remains steady at the discount prevailing for some time past of 15 per cent. A fair amount of booking business has been secured and shipments will soon be going forward.

Blue ribbon poultry fence, which is put up in 10 rods rolls, also remains firm at previous quotations which are repeated herewith: 24 in. x 14 strand, $4.30 per roll; 36 in. x 17 strand, $5.50 per roll; 48 in. x 20 strand, $6.50 per roll; 60 in. x 23 strand, $7.65 per roll; 72 in. x 26 strand, $8.75 per roll.

Wire Nails and Rope In Firm Market

London.

WIRE NAILS, ROPE.—A fair demand is in evidence on wire nails and the market is very firm. Prices remain

unchanged at $5.20 base per 100 pounds though an advance in price would not be altogether a surprise. Cut nails are being quoted at $5.60 base per 100 pounds.

The fixing of the price of hemp in the primary market will have a tendency to hold rope on the present basis, although it is said by the manufacturers that the price established on hemp would justify an advance which may be forthcoming at a later date. The market locally is: Pure Manila, 39c per pound; British Manila, 33c pound; New Zealand hemp, 33c pound; sisal, 27½c pound.

Lawn Mowers Hold At 40 Per Cent.

London.

LAWN MOWERS, GRASS CATCHERS.—Prices prevailing on lawn mowers for some time past are still in vogue. Booking on these is progressing favorably and it is said this is the only way to be reasonably sure of securing stock. Shipments will not be long in moving out to retailers. Quotations are being made at 40 per cent. discount from lists herewith:

Daisy, 12 in. $8.25, 14 in. $9.00, 16 in. $9.70 each.

Star, 14 in. $10.70, 16 in. $11.40 each.

Woodyatt, 14 in. $11.80, 16 in. $12.50, 18 in. $13.20, 20 in. $13.90 each.

Empress, 14 in. $15.25, 16 in. $16.00, 18 in. $16.65, 20 in. $17.35 each.

Grass catchers are being quoted for the galvanized bottom, medium weight, 16 ga., $15.50 per dozen and heavy weight 10 ga., $20 per dozen.

Lawn Hose, Bands And Couplings Firm

London.

LAWN HOSE, BANDS, COUPLINGS, NOZZLES.—Other lines of interest with the approach of spring are lawn hose, hose bands, hose couplings and hose nozzles all of which are quoted at firm prices as follows:

Lawn hose, corrugated, ½ in., 15¾c ft.; ⅝ in., 18¾c ft.; ¾in., 21½c ft.; 1 in., 31½ ft. Less 5 per cent .in full roll of 500 ft.

Hose bands, ½ in., 27c dozen; ⅝ in., 27c dozen; ¾ in., 27c dozen; 1 in., 60c dozen.

Hose couplings, ½ in., $1.70 dozen; ⅝ in., $1.75 dozen; ¾ in., $1.80 dozen; 1 in., $3.50 dozen.

Hose nozzles, gem, $6.00 dozen.

Screen Wire And Spring Hinges Unchanged

London.

SCREEN WIRE, SPRING HINGES.—Greater interest is being taken in screen wire and spring hinges and it is of note that no further changes in prices have been recorded of late. The market is firm on these commodities and shows no evidence of higher prices at present. Screen wire, black, in 100 foot rolls is quoted at $3 per 100 square feet, while the bronze is 14c per square foot. Spring hinges for screen doors are selling at $17.75 gross for the No. 20 and $20.20 per gross for the No. 7-11 steel.

Bicycles, Horse Clippers And Cultivators

London.

BICYCLES, HORSE CLIPPERS, CULTIVATORS.—Orders are being accepted for Victor bicycles with 20, 22 or 24 inch frame at $33.50 each, net cash in 30 days from April 1. A good sale of bicycles is expected this coming season and this should stimulate the accessories as well.

Stewart power horse clippers No. 1 are still $8.25 each, while two models of hand clippers, the Handicap at $1.50 each and Newmarket at $2 each maintain prices on the basis ruling for some time past.

The sale of hand cultivators is expected to improve with the increase of the town and city farmer and the Buco, 5 prong type are being quoted at $11.25 dozen.

Window Glass Registers Big Advance

London.

WINDOW GLASS.—As predicted in HARDWARE AND METAL, prices on window glass have been advanced and a new list established. The new list is slightly lower than that formerly ruling, and the discount has been changed from 40 per cent. to 25 per cent. on full cases, which represents a jump of between 20 and 25 per cent. Cut lights are quoted at a discount of 10 per cent. No change has been made in plate-glass, though the indications are that higher quotations will be put into effect. The new list appears in the current market quotations.

Linseed Oil Makes Big Advance

London.

LINSEED OIL, TURPENTINE.—High prices for seed, with increased difficulty in securing supplies for the crushers, is influencing linseed oil to decidedly high prices, and an advance of 23c per gallon has been recorded during the week. There has been a fair demand, but business is not being solicited owing to shortages of stocks. Quotations are now being made as follows:

	Raw.	Boiled.
1 to 2 barrels, per gallon	$1 96	$1 98
3 to 5 barrels, per gallon	1 94	1 97
6 to 9 barrels, per gallon	1 92	1 95
5 gallon lots, add 10 cents gallon.		

Turpentine is holding in a steady market, and no change locally has been made in quotations, which are as follows:

1 barrel lots, per gallon	$0 72
2 to 4 barrel lots, per gallon	0 71
5 gallon lots, per gallon	0 82

White Lead In Oil And Putty Firm

London.

WHITE LEAD IN OIL, PUTTY.—A stronger undertone in the primary market in lead is noticeable, and this has a tendency to firm white lead in oil materially. However, prices have remained unchanged, orders being accepted for pure at $15.70 per 100 pounds in ton lots and $16.05 per 100 pounds in less than ton lots; pure Elephant is quoted at $16.20 per 100 pounds in ton lots and in less than tons, $16.55 per 100 pounds.

Putty has held steady during the week, the standard in 25, 50 or 100-lb. drums being quoted at $5.15 per 100 pounds. For pure putty an extra of $1.75 per 100 pounds is charged.

Arsenate of lime, a preparation used on potato plants, is being quoted at $1.75 per dozen in ½-lb. packages, $3 in 1-lb. packages; 23c per pound in 5-lb. bags.

WINNIPEG MARKETS

WINNIPEG, March 7.—Prices for the past week are again upward and show advances on the following lines: Fibre tubs, pails, cross-cut saws, buck saws, buck saw blades, hand saws, cross-cut saw handles, clinch rivets, tubular rivets, wood planes, bull snaps, Westcott wrenches, washing machines, Dover sad irons, mangles and linseed oil.

Business continues brisk in all hardware lines with all jobbers rushing out spring cars.

Higher Prices Likely On Picks, Mattocks

Winnipeg.

PICKS, MATTOCKS.—Prices on clay picks, mattocks, crowbars, etc., continue firm. However, a further advance can be expected within the month, as new prices are being issued by manufacturers. Prices in the meantime remain as follows: Crowbars, $8.50 100 lbs.; pick mattocks, $10.00 doz.; long cutter mattocks, $10.00 doz.; clay picks, 6-7 lbs., $9.60 doz.

Fibre Tubs And Pails Up 5 Per Cent.

Winnipeg.

FIBRE PAILS AND TUBS.—A further revision has taken place in the prices ruling on fibre tubs and pails which move up another 5 per cent. Although no change is recorded in wood tubs or pails, an advance in the neighborhood of 10 per cent. is to be expected. To-day's market prices on fibreware are as follows: Fibre tubs, No. 3, $12.60; No. 2, $14.80; No. 1, $17.80; No. O, $20.75 doz.; Star fibre pails $4.55 doz.

Buck and Cross Cut Saws, Etc., Higher

Winnipeg.

BUCK SAWS, CROSS-CUT SAWS.—New prices have just been issued by the saw manufacturers, and show fairly heavy advances which they attribute to higher producing costs. The principal lines affected being cross-cut saws, buck saws, buck saw blades and frames, while hand saws show but few changes. Prices now ruling are given herewith:

Cross Cut Saws—"Common," one man, 55c ft.; two man, 52c ft.; Volunteer, one man, 63c ft.; two man, 60c ft.; Improved Racer, two man, 4½ ft., $4.95; 5 ft., $5.25; 5½ ft., $6.20 each.

Buck Saws—Prince Rupert, $13.40 doz.; Maple Leaf, $10.90 doz.; Watch Spring, $10.40 doz.; Happy Medium, $10 doz.; Happy Medium, lance tooth, $10.90 doz.

Buck Saw Blades—Prince Rupert, $8.10 doz., Maple Leaf, $5.70 doz.; Watch Spring, $5.80 doz.; Happy Medium, $5.60 doz.; No. 1 Lance Tooth, $7.20; No. 2 Lance Tooth, $5.70 doz.

Hand Saws—Perry, No. 10 x 26 inch, $11.70 dozen.

Cross Cut Saw Handles Advance

Winnipeg.

CROSS CUT SAW HANDLES.—Cross-cut saw handles also come in for a considerable advance and are quoted to-day as follows: No. 3, 45c pr.; No. 2 Lion, 45c each; No. 107 Boynton, 70c pr.; One man, No. 126, 35c each; supplementary, $2.40 dozen.

Clinch Rivets Go Up 25 Per Cent.

Winnipeg.

CLINCH, RIVETS, TUBULAR RIVETS.—The price on slotted clinch rivets, which has remained the same since the commencement of the war, has just been revised and moves up 25 per cent., while tubular rivets advance about 15 per cent. Prices are given below. Slotted clinch, assorted, $1 carton.

Tubular rivets, 4-16 in., $1.65; 6-16 in., $1.75; 8-16 in., $2.00; 10-16 in., $2.25; 12-16 in., $2.75.

Wood Planes Advance 15 Per Cent.

WOOD PLANES, BULL SNAPS.—Monty wood planes this week show the first advance in price since 1915, which is due to higher manufacturing costs. New prices just issued, however, show only a moderate increase, which is approximately 15 per cent.

Prices quoted to-day are as follows on a few of the standard lines: No. 4, $1.05; No. 16, $1.25; No. 18, $1.35; No. 24, $1.85; No. 40, $2.20 each.

Further advances by the manufacturers makes necessary another advance in bull snaps, which move up 50c doz. and are quoted to-day at $9.50 doz.

Westcott Wrenches Again Up 7½ Per Cent.

Winnipeg.

WESTCOTT WRENCHES.—Probably few lines of hardware have shown such consistent advances as Westcott wrenches. Advice has just been received showing a further increase of approximately 7½ per cent., which becomes effective at once. To-day's ruling prices are 20 per cent. advance on list, making the net prices as follows: Westcott nut, 6 in., $9.60; 8 in., $12.00; 10 in., $14.40; 12 in., $18.00; 14 in., $25.20 dozen. Westcott pipe, 6 in., $10.00; 8 in., $12.50; 10 in., $15.00; 12 in., $18.75; 14 in., $26.25 dozen.

Washing Machines 10 Per Cent. Higher

Winnipeg.

WASHING MACHINES.—Washing machine manufacturers have just announced a further increase of 10 per cent., due to the difficulty of securing supplies of southern cypress and the high prices ruling for same. Reports also indicate that deliveries of raw material are very uncertain owing to the freight congestion in the eastern and southern states. As Winnipeg stocks are fairly well assorted the only lines affected are the Dowswell and Snowball, which advance 25c and 50c respectively. As soon as new stocks of other lines are purchased, prices will have to advance. Price now ruling on the Dowswell is $5.00 each, and Snowball is $9.00 each. Other lines remain unchanged. Following the advance in washing machines, new prices have also been issued on mangles, and show an increase of 10 per cent. over former prices. To-day's price on the Royal mangles is $25.50 each.

Dover Sad Irons Advance in Price

Winnipeg.

SAD IRONS.—Dover sad irons, which some time ago declined in prices, have again advanced, showing an increase of from 5 to 10 per cent. over previous quotations, and are quoted to-day at the following prices: No. 70, not polished, $28.50 doz sets; No. 10 not polished, $4.50 doz.; No. 60 polished, $21.00 doz. sets.

Iron Pipe Is Now In Firm Market

Winnipeg.

WROUGHT IRON PIPE.—Prices on wrought iron pipe continue firm, with good demand. Deliveries from the mills however are not up to standard as raw material for certain sizes is hard to obtain.

Prices ruling to-day are as follows:

	Black	Galvanized
¼	$ 6 08	$ 8 42
⅜	6 16	8 50
½	7 83	9 63
¾	9 95	12 38
1	14 67	18 27
1¼	19 88	24 75
1½	23 76	29 57
2	32 04	39 78
2½	51 30	63 59
3	67 05	83 16
3½	84 92	.....
4	100 62	.....
4½	116 10	.....
5	135 00	.....
6	174 60	.....

Linseed Oil Higher By 8c Gallon

Winnipeg.

LINSEED OIL, TURPENTINE.—The price of flax seed continues to soar, and in consequence linseed oil has again advanced 8c per gal., this being the third advance during the month.

Lack of transportation and reported shortage seem to be the main causes for the strong market. To-day's ruling prices are herewith given: Raw, $1.84 gal.; boiled, $1.87 gal. Turpentine continues firm as formerly quoted. Reports from Eastern points seem to indicate a weaker market. Prices now ruling are as follows: Barrels, 80c gal.; ½ barrels, 83c gal.; 5-gal. lots, 85c gal.; 1 gal. lots, 85c gal., plus the usual extras for containers.

ENCOURAGEMENT FOR SHEET STEEL AND TINPLATE USERS

Interview With Mr. Beverly Robinson, President of B. & S. H. Thompson, of Montreal, on the Steel Situation in the United States

That there will be an improvement in the conditions obtaining in the tinplate and galvanized and black sheet shipments ere long was indicated in an interview given HARDWARE AND METAL by Mr. Beverly Robinson, president of the importing firm of B. & S. H. Thompson, Montreal. Mr. Robinson just returned from New York this week.

"There is a very large tonnage of galvanized sheets, steel sheets and tinplates manufactured and ready for shipment at the mills of our principals, the United States Steel Products Company, which has accumulated owing to transportation conditions. We are informed that the situation in the United States has very much improved lately, and the mild weather is enabling the railways to operate much more freely. In the course of the next week or two, if the present weather continues, the mills expect to have large tonnage in transit to Canada," he said.

WILL INGOT TIN BE DEBARRED?

It is very evident that the position with regard to ingot tin is one of much concern at the moment. As pointed out in last week's issue of HARDWARE AND METAL, the export of tin to Canada was problematical, and it is asserted by one importer this week that there is absolutely no tin leaving England. As a matter of fact another large dealer stated that shipments had been held up, and that in some cases certain lots had been taken from the boats and returned to the warehouses in Britain.

The matter has been taken up with Ottawa and representations have been made and cables despatched to ascertain just what the position is. Up to this writing the position is about as follows, and as reported from two sources:

Said one importer: "Exports to Canada are absolutely shut off from Britain. Representations are being made in the matter and the position is serious. As a direct result of this we have been asked as much as $1 per pound for tin in the Canadian market."

Another jobber said: "It is reported that all export has been shut off to Canada for the next four months, and that this has been done in view of the suggestion that there are large supplies in Canada."

Other jobbers and importers would neither confirm or deny the situation, as there seemed to be a dearth of news in the matter, but it is conceded that there is some ground for the position that is embodied in the foregoing.

Chinese tin, made on the shores of Southern China, has arrived at New York, and this is quoted at 86c, an advance of 3c being made on the strength of the position with regard to the export of Straits from England. This, however, will not be available in Canada owing to the embargo.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, March 6.—The feature of the week that is causing much concern is that of the price of linseed oil. This has advanced very materially and is selling as high as $1.87 for raw and $1.89½ for boiled. In many cases there is no inclination to sell any at all, and some are offering a few lots only in single barrels. The delivery of seed has continued light, although a few cars have come forward. Just what the situation will develop cannot be foreseen, although it is felt that the weather will almost immediately permit of a somewhat better movement of supplies. Indeed, there has been an expression from several quarters that the car situation is much better on some roads, and this improvement should be maintained right along. One of the interesting features of the week has been an advance in the price of window glass, and this approximates nearly 20 per cent. This was a very definite forecast in the columns of HARDWARE AND METAL last week, and it has been suggested in several recent reports. Turpentine, putty and white lead in oil are held unchanged, although white lead in oil is very firm. Business is seasonably good.

Supplies Of Flaxseed Small; Oil Again Higher

Montreal.

LINSEED OIL.—There is little relief in sight regarding linseed oil, and none expected until relief from the congestion of traffic permits better delivery. Seed reached the high-water mark of $3.86 this week, and this is 25c higher than last week's price, and it is the highest price ever known, say the crushers. Some seed has been exported, and this will be a matter of interest to many. It is hoped that shipments to the United States will not be continued in large volume, for some are satisfied that all the seed that we have is needed for the present and the future demands of the Canadian trade. In the meantime a few lots are coming forward, and the mills are crushing some seed. Orders are not being taken at all by some of the jobbers, while in the cases where it is possible to accommodate a customer on single barrel lots as high as $1.87 is being asked for raw. All express the hope that there will soon be some relief. Paint men are proceeding with the manufacture of their spring needs as well as conditions will permit.

Linseed Oil—	Raw, Imp. gal.	Boiled, Imp. gal.
Single barrels only	$1.80-$1.87½	$1.82-$1.89½
5 to 9 barrels	....	....
10 to 25 barrels	....	....

Turpentine Continues To Hold Without Change

Montreal.

TURPENTINE.—The local market holds without any change, and it is stated that there is a fairly good supply to meet the present needs. Sales are very limited for immediate delivery. The opening of the season will probably see a depletion of stocks to some extent, although it is expected that there will then be little difficulty in replenishing these. Certain small lots are going forward with other deliveries of spring orders, and, aside from these, the usual small sorting lots are asked for from the country. Prices are as follows:

Turpentine—	Per Imp. gallon
5 bbls. and over	$0.69-$0.72
1 barrel lots	0.72- 0.75
Small quantities	.... - 0.83

Putty Remains In Quiet Market And Held

Montreal.

PUTTY.—The putty demand is really quite small these days, and little interest is manifested. It is likely to hold in a firm position, in view of the fact that oil is such a high price and likely to remain high for some time. Whiting supplies are also of some interest—that is, in so far as future deliveries are concerned. Odd lots are going forward with mixed shipments of paint and lead, etc. Prices are quoted herewith as applying to this market:

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$3.75	$3.90	$4.10
Do., ½ barrels	3.90	4.05	4.25
Do., 100 lb.	4.60	4.75	4.95
Do., 25 lb.	4.60	4.75	4.95
Do., 12½ lb.	4.85	5.00	5.20
3 and 5 lb. tins	6.60	6.75	6.95
1 and 2 lb. tins	7.10	7.25	7.45

Pure linseed oil putty—$1.75 per 100 lb. advance on above prices.

Glaziers' putty—$1.35 per 100 lb. advance on above prices.

White Lead In Oil May Go Higher

Montreal.

WHITE LEAD IN OIL.—The market for white lead in oil is very firm. This is in sympathy with the position on pig lead, and this is ruling strong. One large paint maker said that he would not be at all surprised to see a higher quotation for lead in the near future, and it is generally felt that the various factors which have a direct bearing on this commodity may mean a move upward for lead before a great while. On one thing all seem agreed, and that is that there will be little likelihood of a decline. Five-ton lots are still selling at $15, ton lots at $15.50, and small quantities at $15.85 per 100 pounds.

What Will High Price For Oil Mean On Paints?

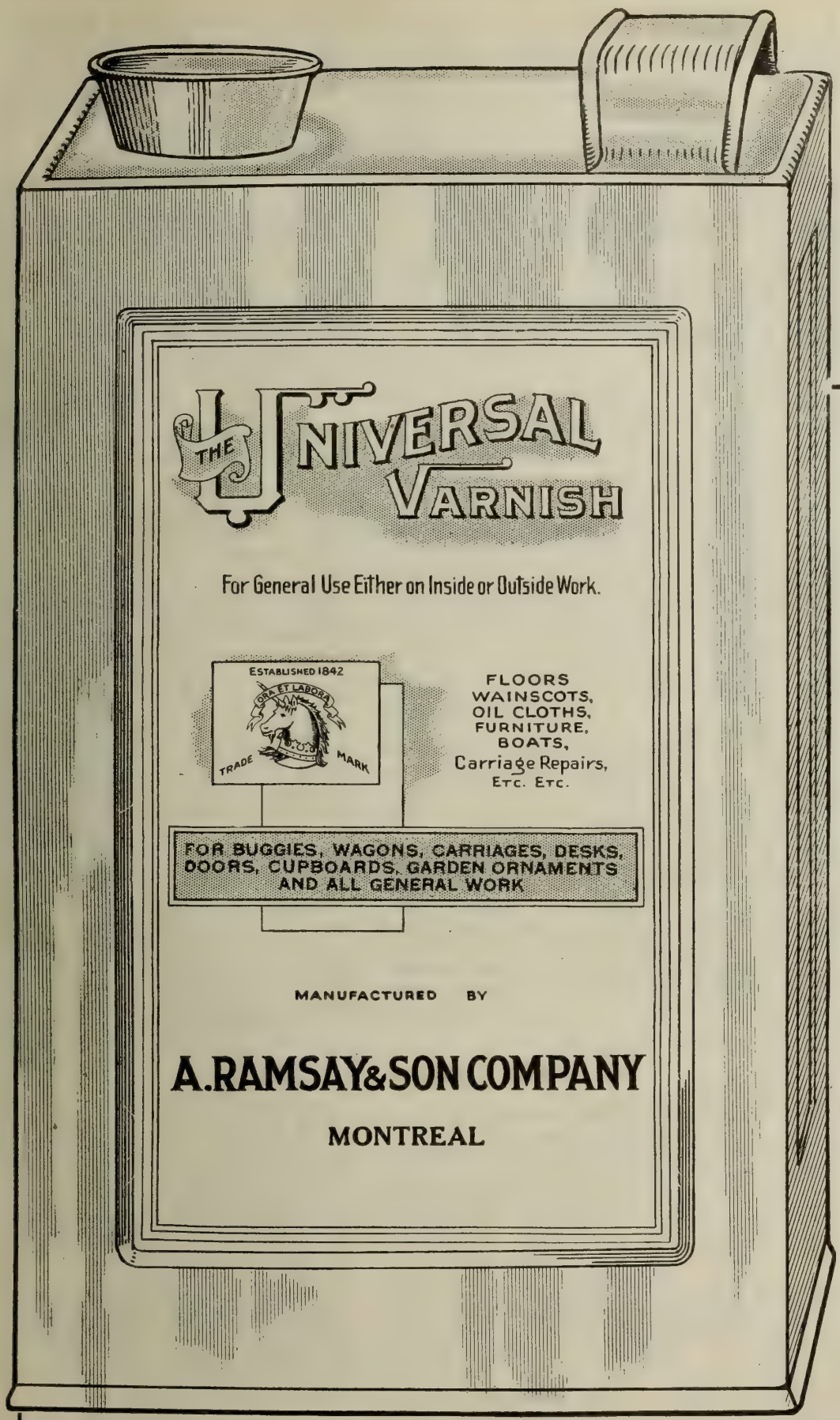
Montreal.

MIXED PAINTS.—The only feature of the week of interest is that which has been reported regarding the delivery of spring orders. These are still moving out well, and there is every reason to feel that a large portion of the trade will have their supplies this year earlier than they had them last. Some are suggesting that in view of the fact that oil is and will be scarce for some weeks at least, a revision may be necessary of paint prices, and that this would be a matter of necessity, rather than of choice, if the price of oil continued to soar. However, it is generally agreed that dealers have placed their orders well in advance, and all that is possible will be done to take care of the large business that has been booked.

New Price List on Glass; Advance About 20%

Montreal.

GLASS.—The expected advances have been arranged and made effective on glass. This applies to the various weights of boxed glass and will go into effect at once. The change of list is very considerable, and the discount has been increased and net prices advanced about 20 per cent. This tendency has been very definitely pointed out in the columns of HARDWARE AND METAL for some weeks, and this action was contemplated as heretofore outlined. In addition to the revision on 16 and 21-ounce weights, a new net price list has been issued for 26-ounce, and these prices are as follows: For 100-foot boxes up to 25 inches, $19.86; 26 to 40 in., $21.48; 41 to 50 in., $25.86; 51 to 60 in., $26.52; 61 to 70 in., $28.14; 71 to 80 in., $30.36; 81 to 85 in., $33.30; 86 to 90 in., $35.76; 91 to 95 in., $36.48; 96 to 100 in., $42.78; 101 to 105 in., $47.58; 106 to 110 in., $53.16. These prices are net to the trade. Revisions upward on fancy glass have also been made.



A General Purpose Varnish of High Quality You Should Carry This in Stock

A. RAMSAY & SON COMPANY

Makers of Paints and Varnishes since 1842

Toronto MONTREAL Vancouver

If interested, tear out this page and keep with letters to be answered.

TORONTO

TORONTO, March 7.—Linseed oil as regards price and scarcity is the disturbing element in the paint and oil trade during the week, the present situation being extremely acute. Improved weather conditions while effecting an improvement in transportation has not resulted in immediate relief as regards receipts of seed. Turpentine is by no means strong though prices remain unchanged locally. A new list has been adopted for window glass and the discount changed which provides for an advance of between 20 and 25 per cent. Shipment of goods is being held up for some districts owing to the strike existing on the Grand Trunk and if this extends over another week will result in a further congestion of freight, which the railroads cannot well stand.

Linseed Oil Advances Twenty-Three Cents

Toronto.

LINSEED OIL.—Movement of Argentine seed which it had been hoped would relieve the situation in this country to some extent will be further restricted owing to a regulation which has gone into effect providing that only sailing vessels can be used in this service. This advice has firmed up the market decidedly, as shipments cannot now be expected from the Argentine in less than four months' time. The cash price of seed on the Winnipeg Exchange has risen steadily during the week being quoted 24½c per bushel higher at $3.83½ on Wednesday against $3.59 per bushel on Wednesday of last week. Shipments to the East have been practically nil and the situation is reaching a very acute stage. It is practically impossible to buy any linseed oil and although an occasional barrel is released, inquiries for 5 barrel lots are not entertained at all. Prices on oil advanced 23c gallon during the week to $1.95 for raw and $1.98 for boiled, while some dealers have withdrawn all quotations. Present stocks are away oversold and indications are that prices may be maintained on a firm basis until relief is afforded.

	Raw, Imp. Gal.	Boiled, Imp. Gal.
1 to 2 bbls.	$1 95	$1 98
3 to 5 bbls.	....	....
6 to 9 bbls.	....	....

Less than barrel lots 10c per gallon higher than single barrel price.

Turpentine Is In Weak Tone

Toronto.

TURPENTINE.—A decidedly weak tone is evident in the primary market on turpentine. It is said this is selling below the actual cost of production and the law of supply and demand seems to be exerting little influence on quotations with this commodity. With regard to shipments, advice is to hand indicating that goods are rolling but no heavy receipts have been recorded. In placing an embargo on shipment of turpentine by coastwise ships to New York and Boston, a further burden is placed on the railways and shipments to the Canadian market will be further restricted. A car of rosin which was shipped on December 12 has not yet reached Toronto, so some idea as to how long it takes to get goods through may be gathered, since this is not an isolated case. Prices on turpentine remain unchanged locally with the demand light which is seasonable.

	Imp. gal.
1 barrel	$0.70-$0.72
2 to 4 barrels	0.69- 0.71
5 gallon lots	0.80- 0.82

Paint And Varnish Are Active

Toronto.

MIXED PAINTS.—Although some paint manufacturers report that continued oil shortage will restrict manufacture to some extent, spring orders have been pretty well provided for and are going forward freely. Spring bookings are practically completed and the volume of business is reported as quite satisfactory. The freight congestion has been accentuated by the strike of freight handlers and is being felt in the accumulation of orders in manufacturers' and jobbers' warehouses.

Demand Light For White Lead In Oil

Toronto.

WHITE LEAD IN OIL.—The demand for white lead in oil is by no means heavy and stocks are more than ample to take care of present requirements. A firm undertone in the primary lead market is revealed during the week and with the heavy advance in oil, this has served to put a decided measure of firmness in market locally. With the satisfactory condition of stocks at present and the light demand, it is not likely an advance will be made in present prices which appear in the current market quotations.

Glass Registers Big Advance

Toronto.

GLASS, PUTTY.—A new list and a new discount have been issued on window glass during the week. The discount is now 25 per cent. in full boxes and 10 per cent. for cut lights, which on the new list provides for an advance of about 20 to 25 per cent. The agitation which it is said has been conducted for many, many months to standardize the glass list at Quebec and Ontario points has borne fruit and the new list, which appears in the current quotations, has been adopted at Montreal, Toronto, Hamilton and London. This should simplify the glass situation as regards quotations to the retailer materially, as in the past it was not always easy to determine which list to work from. In comparing quotations now there will be no difficulty on this nature crop up. Plate glass is in very firm tone though no change locally is reported. Advances have been put into effect in the United States and it is quite likely a higher price will shortly rule here.

Quotations on putty have been firmly maintained and prices appearing in current quotations are correct.

Advance In Brushes Is Possible

Toronto.

BRUSHES, BROOMS.—A strong undertone exists in the brush market for the week and although no change in prices has become effective, an announcement that prices were being revised and would range from 10 to 25 per cent. higher was given out. Just when this will go into effect is not yet certain. Business is reported good, spring orders being prepared for shipment now.

A distinct shortage exists in brooms and the scarcity of broom corn provides for a very firm situation.

BIG FIELD IN RUSSIA FOR HARDWARE

(Continued from page 30.)

Constituent Assembly was called in Petrograd it was found that the Mensheviks had 273 members against a showing of 140 Bolsheviks. But the Bolshevik section had the arms with them, and a man with a gun is a great power in Russia just now."

Mr. Pickard has seen Kerensky on several occasions. He did not impress him as a man who was big enough for the job he undertook to handle. He is not likely to come to the top again, although it is possible he may be heard from in a minor capacity in some future government.

A Good Place to Leave

"Everything was done by the card system in the cities of Russian long before I left there," said Mr. Pickard in conclusion. "Street fighting was not at all uncommon. In fact it got to be more of a matter of routine than exception. Armored motor cars were seen in action in the streets. The troops simply went mad. Very few people ventured out after eight in the evening. The daily allowance of bread was 3½ ounces. It was made of rye, wheat, oats, and barley, with the husks and all ground in with it. It looked for all the world like a straw ball. The allowance of butter is ¼ of a pound every third week. Meat is served in small quantities only twice a week. The cattle have been so poorly fed that the meat is of very poor quality. You can get nothing without a card. But in spite of all that I want to go back to Russia. I would like to make my home in Moscow. It may seem strange," said Mr. Pickard, "but it's a fact that I am homesick for Russia. I like the land and I like the people."

Hamilton, Ont.—The Canadian Cartridge Co. has been awarded a contract for the manufacture of brass cartridge cases for the United States, which will keep the plant in operation for several months.

In this advertisement we give all our dealers full particulars of the new 1918

B-H
Outdoor Advertising Helps

THIS Spring's Selling Campaign will comprise every known form of profitable advertising. But the most important plans centre around B-H Dealers. The huge success gained for B-H Paints is due not only to their quality, but also to the B-H Agents who sell them. Recognizing the importance of our Agents, we supply them with the following Outdoor Sales Helps. Write to us for them at once, if you have not done so already. Or, if our salesman is now near you, ask him about them.

THE *B-H flange metal sign*, measuring 12" high x 16" wide will at once identify your store as the B-H headquarters for your town. It is enamelled in three colors. It shows the three tins of paint—blue, yellow and red,—on which is lettered "B-H Paints for Sale Here."

ANOTHER sign of value to Dealers is the B-H Store Entrance Sign, measuring 5' deep x 2½' wide. This prominently displays the guarantee given B-H English Paints, "70% Pure White Lead and 30% Pure White Zinc, making 100% Pure Paint." This sign can be attractively placed in most B-H stores. It reads, "We Sell Brandram-Henderson celebrated B-H 'English' Paints." It will help you to turn store visitors into paint customers.

Store Front Sign

THIS measures two feet deep by twelve feet long. It will at once point the way to your store. It will make you better known to the people around you. This sign is made of steel and will bear up against all weathers for a number of seasons.

Two Attractive B-H Field Signs

ONE measures 5 feet by 3 feet and the other 5 feet by 8 feet. Their dimensions are very adaptable for placing along roadsides and in fields. They will prove a constant reminder to the farmers that *your* store is the *right* store from which to purchase their paint requirements.

THIS publicity, as well as posters, painted signs, newspapers, magazines, form the largest paint campaign launched in Canada.

Dealers should lose no time in becoming acquainted with our profitable B-H Paint Proposition.

Send for it to-day.

Our next advertisement in this series will give details of the novel manner in which our paint dealers will get some new publicity.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG CALGARY EDMONTON VANCOUVER

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT DEPARTMENT

Painting a Real Necessity Now

Dealers Should Inculcate This Idea Into the Minds of Their Prospective Customers —With Building Materials at High Figure Those in Existence Should be Preserved

MANY hardwaremen have been asking themselves the best method of inducing their customers to buy paints as freely now in a time of high prices as they did in the days when paints were low-priced. HARDWARE AND METAL sought the opinion of an expert paint salesman on this point. "We have, it may be, been appealing to the aesthetic taste of the paint consumer and talking color schemes, sanitation and cheerful surroundings and not leaning strongly enough on the absolute necessity of the use of paint for conservation of property holdings," said the paint expert in question.

This is a time when people are making expenditures in large measure because those expenditures seem to be a good investment. In the instance of painting they perhaps cannot be moved to buy through the appeal to brighten up. But perchance they can be reached when the question of painting is laid before them as a plain business proposition.

That is what painting amounts to at the present time. Comparatively the cost of paint is higher than it was in pre-war times. But undoubtedly the value of buildings has increased when compared with the amount it would take to replace those buildings at the present time when building materials of all kinds are so high.

"People to whom the appeal of cheerful surroundings, sanitation and other arguments might be reached in normal times are now taking a certain amount of pleasure out of wearing sackcloth and ashes these days, and they really think because they are abstaining from decorating their houses and are not spending money that way that they are performing a patriotic duty," continued the paint expert in question. "They are inclined to draw a comparison between their living conditions and the living conditions of the brave chaps who are doing so much for us abroad. And they are therefore inclined to be satisfied with living conditions which they would not be at any other time.

"Bread and Butter" of Paint Business

"It seems to me that when a state of mind like this exists that it is all the more necessary to get right down to the bread and butter of the paint business and drive home the argument that paint is an absolute essential. The nation's greatest asset is in its manhood and womanhood. Next to this comes the property holdings of that same manhood and womanhood.

"This asset consists of buildings of all kinds, such as industrial institutions, stores, dwellings, outbuildings, schools, churches—in fact every class of structure.

"The buildings have all been erected from most expensive materials. Even those erected in recent years could not be replaced to-day at less than 50 per cent. added to their original cost. Many of these buildings which were erected ten years ago could not be replaced to-day at less than double their original cost," concluded the paint expert.

Cheaper to Conserve Than to Build

In this talk of this paint expert there is the basis for an excellent argument on the part of paint salesmen who have to combat the fear of high prices in their customers. It is largely a psychologic state of mind that the consumer gets into. It needs sound logic to make him see the matter in its true perspective. It is cheaper for him to paint his building than it is to let it disintegrate through the wearing process of wind and weather. The amount of damage done to a building that is in need of a preservative coat is immeasurable in a year. Those who value their property will see that it does not get down to such a state that it will make little difference whether or not a coat of paint is placed thereon. The time to stop disintegration is before it starts. It is no time to lock the barn door after the horse has been stolen.

Talk Paint Economy

Here is a line of talk that the paint salesman can adopt to advantage. It is not a matter of merely making a house or barn look bright. It is a matter of economy. If it is allowed to run far past the time when painting should be done the chances are that more than the cost of the paint will be taken out of the building in the shape of wear and tear caused by weather conditions.



"Delta" Files
--they'll make you many friends

When you pass a "Delta" File across your counter you offer your customer the best file service he can get anywhere. If he knows "Delta" he'll warm up to you right away. If he has never been fortunate enough before to meet up with a "Delta" you'll be introducing him to a degree of file quality which he has thought impossible of attainment. Whether he's an old "Delta" user or a new one he's going to gain a new conception of the quality of your stock and of your general business ability. The complete satisfaction which "Delta" Files give him will be reflected in his attitude towards you and your entire stock. He'll actually purchase other goods from you on the strength of "Delta" quality. Do you know our proposition?

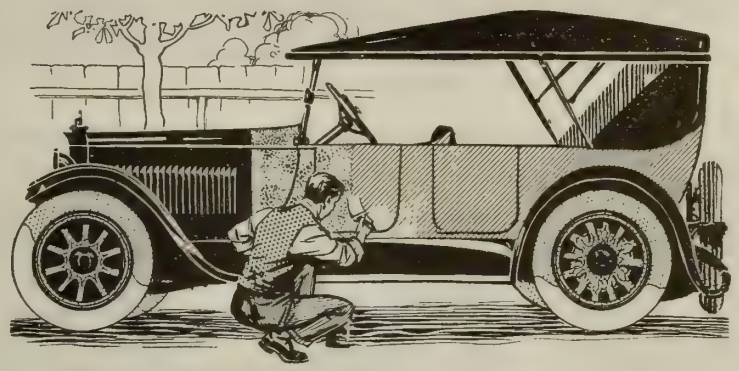
TRADE MARK
DELTA

DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg.

ALL LEADING JOBBERS



Get Your Share of this New Business

From fifteen to twenty million dollars is usually spent every year in refinishing motor cars. No one likes a shabby car, but many will be neglected this year from economical reasons unless owners adopt the *"Berry way,"* which makes the cost nominal.

Berry Brothers'
Auto Color Varnishes

enable the unskilled varnisher to refinish his car in his own garage and produce a handsome, durable finish in any color combination for the mere cost of the material.

We furnish an attractive cut-out for counter display, and folders telling how much varnish it takes for a car, how easily an amateur can use it, and showing in colors how cars look when refinished. A selling help of real value.

Ready to Ship Assortments

We have already put up, well selected assortments of colors that we can ship promptly. Order one to-day and get in the field early. You will sell it quickly and want more. Write for further particulars anyway.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Walkerville, Ont. (656)

15 cents **VOLPEEK**
MENDS POTS & PANS



Tell your customers how easily they can repair leaky kitchen utensils with VOL-PEEK. They require no tools. VOL-PEEK can be applied with the fingers and the mended article will be ready for use as good as new—in two minutes or less.
VOL-PEEK is wanted in every home. Show it in your store and get a share of the demand. Put up in attractive display stands. Order from us direct or ask your wholesaler.

H. NAGLE & CO., Box 2024, Montreal

If interested, tear out this page and keep with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 10% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W. and 5, and 5½, 100, in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½% to 60 and 5%. London, 60%.

Ford's Auger Bits, 35 to 27½%.

Gilmour Auger Bits, 55 to 60%.

Gilmour Car Bits, 37½%.

Gilmour Eye Augers, 37½%.

Gilmour Ship Augers, 12½%.

Rockford Auger Bits, 50 and 10%.

Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.

London, 22½%.

F.O.B. Toronto, Montreal London and Hamilton.

AXES

	Single Bit	Double Bit
Sager	$15 00	$20 00
Dominion Pride	14 50	19 50
St. Clair handled	15 50	....
Sager Boys	12 50	....
Kitchener Boys	12 00	....
Sager Hunters	11 50	....
Kitchener Hunters'	11 00	....

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.

Standard Quality, 40%.

Side Lace Leather, lb. $1.40-$1.75

Cut Lace Leather, lb. 1.60- 1.95

F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb	$4 00
No. 2 x 50 lb	5 00
No. 3 x 60 lb	7 50
No. 4 x 100 lb	10 00

F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅝ in. dia. and smaller, 10%.

Carriage Bolts ($1 list), 7-16 dia. and larger, net list.

Machine Bolts, ⅝ in. dia. and smaller, 10%.

Machine Bolts, 7-16 in. dia. and larger, net list.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 25%.

Skein Bolts, 20%.

Square Head Blank Bolts, net list.

Bolt Ends, net list.

Plow Bolts, net list.

Elevator Bolts, 5%.

Fancy Head Bolts, net list.

Shaft Bolts ($3 list), net list.

Step Bolts, large head ($3 list), net list.

Whiffletree Bolts, net list.

Nuts, square, blank, add to list $1.50.

Nuts, square, tapped, add to list $1.75.

Nuts, hexagon, blank, add to list $1.75.

Nuts, hexagon, tapped, add to list $2.

Stove bolts, 55%.

Tire bolts, 35%.

Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 14-14½

F.O.B. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base $0 43

Rods, base ½ to 1 in. round 38-40

Tubing, seamless base 45½-50

Tubing, iron pipe size, base ¾ in. and up to 3 in 45½-50

Copper tubing, iron pipe size, base ¾ in. up to 3 in 47½-53

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal. extra heavy $14.50-$17

30-gal. Standard 14 00

F.O.B. Montreal and Toronto.

BOARDS (Wash)

	Tin Plate	Zinc
Pony, Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4.45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (glass)	....	5 50
Western King (enamel)	....	6 25
Wood, double faced	....	2 20

Subject to small discounts for quantities

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.

Triplex Spring Hinges, 20-10-5%.

Chicago Mortise Floor (5000), 33 1-3%.

Chicago Relax Floor (6000), 25-10-10-7½%.

Chicago Premier (4000), 16 2-3%.

Chicago Ajax (3000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.

Chicago Screen Door (2000), 40-7½%.

Chicago Screen Door (3000), 16 2-3 and 5%.

Non-Hold Back Screen Door, on application.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

	Montreal Fire Welded Proof Coil B.B.	Montreal Fire Welded B.B.B.
3-16 in.	$20.50-$22.25	....
¼ in.	15.00- 16.50	$20.25
5-16 in.	12.50- 14.00	17.75
⅜ in.	10.75- 12.25	14.50
7-16 in.	10.50- 12.00	14.40
½ in.	10.35- 11.75	14.10
9-16 in.	10.35- 11.75	....
⅝ in.	10.20- 11.60	13.90
¾ in.	10.00- 11.40	13.80
⅞ in.	9.90- 11.30	13.60
1 in.	9.75- 11.15	13.50

	Montreal Electric Welded B.B.	B.B.B.
3-16 in.	$14.00	....
¼ in.	10.40	$11.50
5-16 in.	9.85	11.00
⅜ and ¾ in.	9.00	10.00

Toronto.

	American Proof Coil Chain B.B.	B.B.B.
3-16 in.	$16.75	....
5-16 in.	12.00	$12.75
⅜ in.	11.00	11.90
7-16 in.	10.75	11.70
½ in.	10.50	11.60
⅝ in.	10.35	....

Electric Welded B.B.B.—Chain, ¼ in., $11.80; 5-16 in., $11.30. F.o.b. Toronto

Canadian coil chain, 40 and 10% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.60, in carlots; $3.15 bbl. in small lots.

Paris plaster, five-barrel lots, $3.25; single barrel, $3.25.

F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—Montreal	Toronto
No. 0 $15 20	$15 20
1 18 80	18 80
2 23 95	24 00
3 30 35	30 35

Russwin—

No. 0	$17 70
No. 1	21 70
No. 2	24 95
No. 3	34 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. length	5 40
18—6-strand, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in	$42 50	$43 00
Plain sheets, base 16 oz. and heavier	46 00	35-44
Copper sheet, tinned, 14x60 in., 14 oz.	48 00	....
Copper sheet, planished, base 16 oz. and heavier	57 00	36-45
Braziers' in. sheets, 6x4 base	45 00	44 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	67-69
No. 7, lb.	66-68½
Nos. 8, 9, 10, 12	65-67½

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

	Montreal	Toronto
Prices nominal.		
Ordinary, 52 sheets.	$11 75	$ 8 50

	Galvanized Apollo	Crown	Gorbals
18x24x52	....	....	....
60	....	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base (nominal)	32 00
IXX, 20x28 base (nominal)	36 00
IXXX, 20x28 base (nominal)	40 00

F.O.B. Toronto

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	$40 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets 25 00

F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—

14x20 IC, base	$17 00
20x28 IC, double box	34 00

F.O.B. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50

F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, $8.50 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%

Rd. Shk., 30 to 37½%.

Wood Drills, 37½%.

DOORS, SCREEN

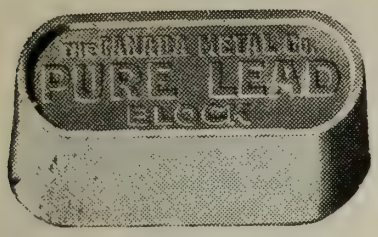
Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.60 doz.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.











Get Our Prices on

BAR SOLDER
WIPING SOLDER
INGOT METALS
BATTERY ZINCS
FUSE WIRE
LEAD PIPE

"MURESCO"

The Best Wall Finish

Leads All Other Finishes



The Best Wall-Finish

Its ease of application

Next to beauty and sanitation, ease of application is the strong factor in sales of "Muresco." It is well to lay stress on this feature. The tint card with samples of the sixteen delicate tints is evidence of beauty, and anyone can readily understand that clean, tinted plaster is more sanitary than wall paper. So once you have convinced your customer that "Muresco" is easy to apply and easy to renew, a sale invariably results.

Always draw attention to the "Directions for Use" on the "Muresco" carton which show how easy it is to mix and apply.

Benjamin Moore & Co., Limited
WEST TORONTO

If interested, tear out this page and keep with letters to be answered.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.O.B. Toronto, Montreal, London, and Hamilton.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick.	1.90-2.00
Under 40 lbs.	2.00-2.50
Bi-Treadle, each	5 90

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$9.10-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12.50- 13.85
Hand sewn, no shank, 1 in.	16 20
Hand sewn, no shank, 1¼ in.	18 00

Halters (Sisal).

7-16 in. gross, $25; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All handles, neckyokes, whiffletrees and doubletrees, hay rakes and horse pokes, 35%.

Maple and ash pike poles, 35%.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$8 15-8 45
Atlas, No. 1	8 95-9 25
Atlas, No. 2	10 40-10 75
Stearns, 4 in.	7 40- 7 65
Stearns, 5 in.	10 25-10 65
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz.	10 25-10 65
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
½-inch, dozen pairs	$3 00	$ 2 55
⅝-inch	3 70	3 20
¾-inch	4 90	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5-in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	8
Extra hooks for above, ¾ in., per lb.	7¾

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 45	$4 00
No. 3, per doz.	4 00	4 50
No. 4, per doz.	4 60	5 10
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
Light iron	0-7	$6 25	$6 50
Long heel light iron	3-7	6 25	....
Medium iron	1-8	6 25	6 50
Heavy iron	6-8	6 25	....
Snow	1-6	6 50	6 75
New light "XL" steel	1-6	6 70	6 95
Featherweight "XL" steel	0-4	8 10	....
Special countersunk	0-4	8 60	....
Toe weight (front only)	1-4	9 10	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$15 75
Corrugated, ⅝ in., 100 ft.	18 75
Corrugated, ¾ in., 100 ft.	21 50
Corrugated, 1 in., 100 ft.	31 50

Less 5% for full reels, 500 ft., F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1.70-1.75
Mrs. Potts, No. 50, nickel-plated, set	1.80-1.85
Mrs. Potts, handles, japanned, doz.	$1.15-$1.30
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons, each	3 75
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.	Per ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	21c ft.
34 to 44 ft.	24c ft.

London—32 ft., 18c; 34-44 ft., 20c.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	17c ft.
18 ft. to 22 ft.	18c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

	Per doz.
Short Globe, doz.	$12 50
Jap'd Dash, doz.	15 00
Search Dash, doz. X-ray	15.75-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.	18.25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen	
Cold blast, short	1 00	1 10
Cold blast	1 00	1 10

3 doz. cases, 90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby	4.00-4.20
Cold blast, common ruby	4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, doz.	$3.85-$4.50

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 40%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	8 40
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	2 00
Crescent, doz.	2 00
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1913.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1½ inch	$1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.20 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.25 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory points, carload freight allowed, $5.32½.

Sault Ste. Marie, Port Arthur, Fort William, $5 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.65 base; London, $5.60; Hamilton, $5.65. No equalization of freights.

Roofing Nails — American, large head, keg, $8.25. London, $7.70. F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand	Per box of 25 lbs.
No. 3		$19 50
No. 4		9 50
No. 4½		8 25
No. 5		4 50
No. 6		4 25
No. 7		4 00
No. 8		4 00



If you were selling paints for only one season—

If you didn't expect to sell paints after next season

If you just wanted to make all the sales possible this Spring

And didn't care whether or not the paints satisfied those who used them—

You wouldn't read anything about Jamieson's Pure Prepared Paints.

You wouldn't be interested in a paint that has steadily grown in favor during a period of over half a century.

You wouldn't want to handle a paint that would make you keep on selling paints year after year—

A paint that satisfies so thoroughly that users *insist* on that *same paint* always.

But since you want your paint sales of this season to be the cause of greater sales next season—

You'll surely be sufficiently interested to ask us to tell you just what our paint proposition is.

We can tell our story in a few words—and make it interesting.

R. C. Jamieson & Co., Limited, Montreal

Branches at Calgary and Vancouver

ESTABLISHED 1858 **Owing and Operating P. D. Dods & Co., Limited**

If interested, tear out this page and keep with letters to be answered.

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.
F.o.b. Montreal, Toronto, Hamilton. London

"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$19 00
4	1¾"	9 00
5	1 15–16"	4 00
6	2⅛"	3 75
7	2 5–16"	3 50
8	2½"	3 50
9	2 11–16"	3 25
10	2⅞"	3 25
11	3 1–16"	3 25
12	3¼"	3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY
List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾-inch mesh and 20 ga. wire)

24 inch...	$10 50	36 inch...	$15 00
30 inch.....	12 75		

½-inch mesh and 22 ga. wire)

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.
Toronto, London, Canadian netting 15% off list.
Montreal, 15% off list.
American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls
F.o.b. Montreal.

OAKUM

Best (American)	$21 50
U.S. Navy (unspun)	20 75
Clipper (unspun)	21 50
U.S. Navy, Eng., unspun	20 00
U.S. Navy, Eng. (spun)	21 00
Plumbers (spun)	$8 50 $10 50

F.o.b. Montreal, Toronto

OIL	Montreal	Toronto
Royalite	0 18	0 17
Paiacine	0 21	0 20
Gasoline, gal.	0 32½	0 31½
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 18	0 15½
Cylinder Green, med.	0 55	0 56
Capital cylinder	0 50½	0 49½
Machine oil, regular grades	25½-42	29½-30
Standard gas engine oil	38½	38½-37½
Paraffine	0 21	0 21
XXX machine	0 24½	0 28
Fuel oil, bbls.	0 14½	0 13½
Fuel oil, tank cars	0 13	0 12

OLD MATERIALS
See weekly report.

PACKING	Per lb.
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 70
Surprise Fibre	0 66
Tarred felt, per cwt	3.30-3.35
Asbestos sheeting (per 100 lbs.)	$12-$15
Carpet Felt, 16 oz., per 100 lbs.	$4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$8 40	$ 9 25
6 to 7 lbs., doz.	9 00	9 75
7 to 8 lbs., doz.	9 60	10 50
8 lbs. only		10 75
Rock—		
5 to 6 lbs., doz.		9 00
7 lbs., doz.	$9 60	10 50
8 lbs., doz.	10 20	10 75

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT
Effective Feb. 26, 1918.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld.		
⅛ in.	$ 6 00	$ 8 00
¼ in.	5 16	7 29
⅜ in.	5 16	7 29
½ in.	6 55	8 12
¾ in.	8 28	10 41
1 in.	12 24	15 39
1¼ in.	16 56	20 82
1½ in.	19 80	24 89
2 in.	26 64	33 49
2½ in.	42 72	53 53
3 in.	55 85	70 00
3½ in.	70 84	87 86
4 in.	83 93	104 10
Standard Lapweld.		
2 in.	29 60	36 08
2½ in.	44 46	54 70
3 in.	58 14	71 53
3½ in.	72 68	90 62
4 in.	86 11	107 37
4½ in.	97 79	122 56
5 in.	114 00	142 82
6 in.	147 80	185 28
7 in.	192 80	241 57
8 L in.	202 50	253 75
8 in.	233 30	292 32
9 in.	279 50	350 18
10 L in.	259 20	324 80
10 in.	333 70	418 18

Terms 2% 30 days, approved credit.
Prices—Ontario, Quebec and Maritime Provinces.
While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES
4" and under, 40-45%.
4½" and larger, 40%.
4" and under, running thread 25%.
Standard couplings, 4" and under, 35%.
4½" and larger, 15%.
Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Discount 10%.
F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD
See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	35, 2½	35, 2½
8" soil pipe	30	30
Medium and extra heavy fittings, 6" and under	40, 2½	40, 2½

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	40%
Cistern Pumps	40%
Set Lengths	40%
Brass Lined Cylinders	40%
Brass Body Cylinders	40%

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS
Iron rivets, blacked and tinned, 15%; Iron Burrs, 15%.
Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.
F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	1 30
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	$5-$5.50
Roofing Pitch, 80 to 90c per cwt.	

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	0 65 0 70½
5-32 in.	0 64 0 69½
3-16 in.	0 60 0 66¼
¼ in. and up	0 59 0 66½

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER
B. & A. sandpaper, 15% to 20% on list.
B. & A. emery cloth, 5% to 20% on list.
B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge.
F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS
Net list.

SCREWS
Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
Premier Galvanized

	Per 100 lbs.
10¾ oz.	$9 50
U.S. 28	9 20
U.S. 26	8 90
22 and 24	8 75
18 and 20	8 60
16	8 45

F.o.b. Hamilton and Toronto.
Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 8 35
16 gauge	12 05	8 45
18-20 gauge	10 30	8 60
22-24 gauge	10 45	8 75
26 gauge	....	8 90
28 gauge	....	9 20
10¾ ozs.	11 05	9 50

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$ 8 70
18-20	12 55	12 55	8 85
22-24	12 25	12 25	9 05
26	12 25	12 25	9 25
28	13 00	13 00	9 65
10¾ oz.	....	....	10 00

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES	Per sq.
Standard galvanized	$10 25
Shipping weight, 90 lbs.	
Standard painted	8 00
Shipping weight, 80 lbs.	

Discount 7½%.
F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$8 75
Standard painted	7 00

Discount 7½%.
F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS
Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR
See Weekly Report.

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	5 00

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 525 (125), each	6 50
No. 530 (130), each	7 25
No. 630 (230), each	9 25

Discount 25% off list.
F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn. U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts Boiler Rivets, Tinners' Rivets, Etc.

TRADE MARK

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL



The Peterboro Lock Mfg. Company, Limited

Peterboro, Canada

Established 1885

MANUFACTURERS OF

BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	.....	net list
Hollow Back No. 2 Shovels	30%	.....	5%
Hollow Back Sand Shovels and Coal Shovels	30%	.....	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	—Per Dozen—		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	17 80	.....	14.80
Coal Shovels, No. 3 Black	22.00	.....	14.50
Sand Shovels, No. 3, black	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19 50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black	19.00	18.00	17.00

For polished goods the following net extras apply:
Full polished .....$1.00 per dozen net
Half polished .....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET — Bissell's

American Queen, nic'd trim, ball bearing, Doz.	$39 00
Club, nic'd trim., "Cyco" bearing	32 00
Champion, nic'd trim	30 00
Champion, Jap'd trim	27 00
Elite, nic'd trim., B.B.	41 00
Grand Rapids, nic'd trim., B.B.	36 00
Grand Rapids, Jap'd trim., B.B.	32 00
Parlor Queen, nic'd trim., B.B.	42 00
Princess, nic'd trim., B.B.	37 00
Standard, nic'd trim	32 00
Standard, Jap'd trim	29 00
Universal, nic'd trim, "Cyco" bear.	34 00
Universal, Jap'd trim., "Cyco" bear.	30 00

F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim	$1 00
Household, Jap'd trim	67 00
Superba, nic'd trim	96 00

F.o.b. Toronto, Hamilton, London.

TACKS — Discount

Wire Tacks	60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917—Net list. List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount.
Samson, 20% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10		

Discount 10%.
F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) — Doz. with chain

Victor No. 1	$2 05
Jump, No. 1	2 65
Hawley & Norton, No. 1	3 15
Newhouse, No. 1	4 30

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder) — Per lb.

500 ft.	$0 23½
550 ft.	0 25¼
600 ft.	0 26½
650 ft.	0 28

In 5-ton lots ½c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs and over to nearest station.
F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb.	52½-65½
4-ply wrapping, lb.	56 -72½

F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz.	$16 50
No. 1, per doz.	14 25
No. 2, per doz.	12 00
No. 3, per doz.	10 50

F.o.b. Newmarket

VALVES — %

Ground work	50
Compression work, standard	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	net
Radiator valves, standard	15
High grade	7½
Globe, angle and check valves, standard	10
Do., high grade	7½
Patent quick opening valves	35

F.o.b. Toronto

WARES, ETC.
Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 30%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list ,plus 25%.
Railroad Cans, list, plus 20%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, steel, 25%; cast iron, 17½%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 60%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON
Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.
F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 75
Sectional, ½ lb., per 100 lbs.	4 45	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS
Navvy, steel wheel, doz. 37.50-51.50
Garden steel wheel, doz. 51.00-75.00
Light garden, doz. 37.00-54.00
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS
F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Hay Wire in Coils

No. 13	6 10
No. 14	6 15
No. 15	6 25
No. 16	7 20

Smooth Steel Wire.
Nos. 0-9 gauge, base 6 25
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire
List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net
List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. — Toronto

Barb	$5.50-$6.20
No. 9 pl. galv.	4.70- 5.90
No. 12 pl. galv.	4.85- 6.00
No. 13 pl. galv.	4.50- 6.15
No. 9 coil sp.	5.00- 5.90
No. 12 coil sp.	- 6.20

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright	$5 50
Fence staples, galvanized	$6.25-6.50

In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list	$12 00

Less discount of 12½%.
Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus	10%
Brass wire, 3 to 24 gauge, add	40%
25 to 36 gauge, add	25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls	$3 00
In 50-ft. rolls	3 05
Bronze, sq. ft.	0 14

F.o.b. Toronto, Hamilton, London

Wire Goods
Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	135 00
Favorite 511E	105 30
Unexcelled, 1041E	120 00
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$14 00	18 in.	$31 20
10 in.	15 60	24 in.	45 25
14 in.	21 85		

Coes—	Doz. net		Doz. net
6 in.	$13 00	15 in.	$31 20
8 in.	15 60	18 in.	41 60
10 in.	18 20	21 in.	50 70
12 in.	23 40		

Stillson—	Each	Dozen	Net
6 in.	$1 10	$12 00	$12 50
8 in.	1 25	13 50	14 00
10 in.	1 40	15 00	15 60
14 in.	1 95	21 00	21 85
18 in.	2 75	30 00	31 20
24 in.	3 95	43 50	45 25
36 in.	....	81 00	84 25
48 in.	....	....	124 80

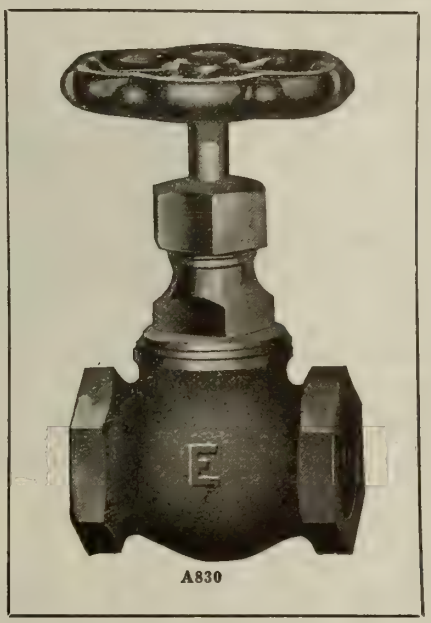
ZINC
For zinc products and zinc sheets See weekly report.

EMPIRE MFG. CO., LIMITED

LONDON - - TORONTO

Brass Valves, Bibbs, Basin Cocks, Steam Stops, Plumbing material for country homes.

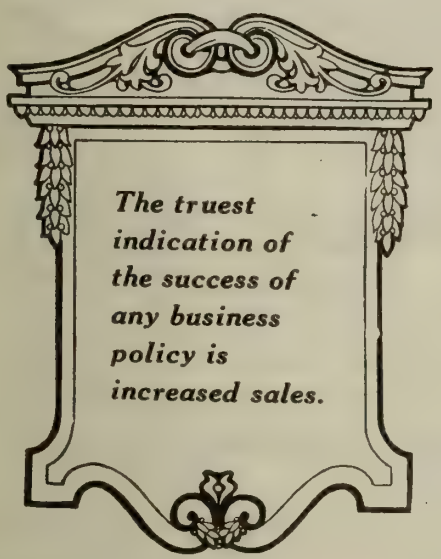
Water Closets,



Bath Tubs, Wash Basins, Soil Pipe and Fittings, Iron Pipe, Iron Fittings.

Full Stock carried in London and Toronto.

SEND FOR OUR CATALOGUE ON RURAL PLUMBING.



TAKING our sales of Electrical and Automobile Supplies as a criterion we have indisputable evidence that our policy of giving exceptional service meets with the approval of dealers everywhere.

To many our service—painstakingly exact, prompt and sure—has proven a revelation. To all it has been a means of making more sales, and of giving, in turn, an improved service to the consumer.

You, too, can benefit by this highly developed service by simply sending us your order.

Great West Electric Co., Limited
Winnipeg

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $1.50. Toronto, London.

BEESWAX

	Per lb.
Small quantities	$0 45
Larger quantities	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID
Bronzing liquid, No. 1 $1.50-$2.00
Banana oil, gal. 3.50- 4.25
F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each	$1.35 $2.00
Weighted, 20 lbs., each	1.60- 2.25
Acme, 15 lbs., each	1 75
Acme, 20 lbs., each	2 00
Acme, 25 lbs., each	2 25

F.o.b. Toronto.

COATING

Cement Coating	$3 00 $3 75

F.o.b. Montreal, Toronto.

COLORS (DRY)

	Per lb.
Raw Umber, 100-lb. kegs	7-15c
Burnt Umber, 100 lbs.	7-15c
Raw Sienna, 100-lb. kegs	7-15c
Burnt Sienna, 100-lb. kegs	7-15c
Imp. green, 100 lb. kegs	0 23
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k.	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	2½-3¼
Spruce ochre, 100-lb. kegs	4c-6c
Canadian red oxide, bbls	2 -2¼
Super magnetic red	2¼-2½c
Vermilion	0 40
English vermilion	0 50

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure	0 15
Indian red	20-26
Chrome yellow, pure	45
Golden ochre, pure	22
French spruce ochre, pure	16-18
Chrome green, pure	18-26
French permanent green, pure	24
Signwriters' black, pure	25
Marine black, 5 lb. irons	0 17
Lampblack	0 24

F.o.b. Montreal, Toronto.

ENAMELS (White)

	Gal.
Duralite	6 15
Albagloss	6 05

GLUE

	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs.	$28 00
Case No. 8—100 ½-lb. pkgs.	31 00
Case No. 9—200 ¼-lb. pkgs.	38 00

Discount.
French medal (prices withdrawn)

English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	24

GLASS
Discount from pane list 15 and 5%

Ontario Prices.

Per 100 ft.	Single Thick B.S.	Double Thick B.D
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 84	....	45 45
85 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 25%.
Cut lights, 10%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE
Discounts below apply to plate glass list.
Montreal city price, 10% off list; country, 5%.
Toronto, Hamilton, London, 20%.
For shipments of glass outside of Toronto, Hamilton or London, 10% discount from the list. Freight charges paid to destination, provided the gross list value of the glass is $75 or over. Under $75 in value, 10% discount from the list, f.o.b. Toronto. These prices apply to glass under 90 inches in height. Over 90 inches, then special flat car rates apply.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE
(Ground in oil.)
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	$15 50	$15 70
Crown Diamond	15 50	15 70
Crown Pure	15 50	15 70
Green Seal	15 50	15 70
Tiger Pure	15 50	15 70
Ramsay's Pure	15 50	15 70
Moore's Pure	15 50	15 70
O.P.W. Dec. Pure	15 50	15 70
Red Seal	15 50	15 70
Decorators' Pure	15 50	15 70
O.P.W. English	15 70	15 90
Elephant Genuine	16 10	16 20

B.B. Genuine Lead, less than tons, $17.40 Toronto; $17.20 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.	14 75	15 50
Less quantity	16 00	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

	Dry, Pound	Paste, Pound
Barrels, 600 lbs.	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52½	0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO
Tints, 5-lb. packages, per 100 lbs., $7.80; white, 5-lb. packages, $7.20.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report

PAINTS, PREPARED
Price per gallon

Elephant, white	3 70
Elephant, colors	3 30
B.H. English, white	3 80
B.H. English, colors	3 55
Minerva, white	3 65
Minerva, colors	3 50
Crown Diamon, white	3 55
Crown Diamond, colors	3 30
B.H. Frescouette, white	3 30
B.H. Frescouette, colors	3 10
Moore's House Colors, white	3 50
Moore's House Colors, colors	3 40
Moore's Egyptian Paint, all colors	2 75
Moore's Floor Paint	2 90
Moore's Sani-Flat	3 00
Jamieson's Crown Anchor	3 30
C.P.C. Pure, white	3 80
C.P.C. Pure, colors	3 55
O.P.W. Can. Brand, white	3 35
O.P.W. Can. Brand, colors	3 10
O.P.W. Can. Brand, floor	2 70
O.P.W. Flat Wall, white	3 05
O.P.W. Flat Wall, colors	2 85
Ramsay's Pure, white	3 65
Ramsay's Pure, coors	3 35
Martin-Senour, 100%, white	3 80
Martin-Senour, 100%, colors	3 55
Martin-Senour, Porch Paint	3 55
Martin-Senour, Neutone, white	3 35
Martin-Senour, neutone, col.	3 10
Senour's Floor Paint	3 00
Sherwin-Williams, white	3 80
Sherwin-Williams, colors	3 55
Flat Tone, white	3 30
Flat Tone, colors	3 10
Lowe Bros. H.S., white	3 80
Lowe Bros. H.S., colors	3 55
Mellotone, white	3 35
Mellotone, colors	3 20
Sanitone, white	3 30
Maple Leaf, white	3 80
Maple Leaf, colors	3 55
Maple Leaf, floor	3 00
Maple Leaf, flat wall	3 10
Pearcy's Prepared, colors	2 75
Pearcy's Prepared, white	3 15

F.o.b. Montreal, Toronto.

PARIS GREEN

	C.P. Berger's Per lb.
In barrels, about 600 lbs.	0 60¼ 0 61
In arsenic wegs, 250	
In 50 lb. and 100 lb. drums	0 61¼ 0 62
In 25 lb. drums	0 62¼ 0 63
In 1 lb. packets, 100 lbs. in case	0 64¼ 0 65
In ½ lb. packets, 100 lbs. in case	0 66¼ 0 67
In 1 lb. tins, 100 lbs. in case	0 66¼ 0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY

	Standard Montreal	Less than tons Toronto
Bulk, in casks	$4 10	$4 30
Bulk, 100-lb. drums	4 95	5.05-5.15
Bulk, 25 lb. drums	4 95	5 15
Bulk, 12½-lb. irons	5 20	5 40
Bladder, in bbls.	5 20	5 40

Ton lots standard are 20c per hundred pounds less.
Pure Putty, $1.75 cwt. advance.
London and Hamilton prices same as Toronto.

SHELLAC
Pure White, gal., $4.40-$4.50.
Pure Orange, gal., $4.15-$4.25.
Gum Shellac, TN, 70-74c lb.; finest orange, 83-86c; bone dry white, 80-83c.
F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 00
B.H. Vanisher	$2 75
Cumoff	3 00
Takof	3 25
O.P.W. Presto	2 65
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

TURPENTINE
See weekly report elsewhere in this issue for prices.

SLATING

	Gal.
Liquid Slating, B.B.	$2 20

VARNISHES

	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.45
B.H. Stovepipe Varnish, ½ pints, per dozen	1 54
Depend-on, list	3 25
B.H. Maritime Spar, list	7 90

Everlastic, Depend-on and Maritime Spar subject to discount of 40%.

Elastilite	2 90
Granitine	2 90
Hydrox Spar	3 65
Sun Varnish	2 64
Sun Spar	4 59
Sun Waterproof Floor	3 02
Asperite Interior and Exterior	2 64
Jasperite Pale Hard Oil	1 92
Jasperite Floor Finish	2 64
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 86
Elastic Interior	2 64
Mar-not	3 52
Quick Action House	2 47
Rexspar	4 62
Sear-Not	3 34
Kyanize Spar	4 95
Kyanize Cabinet Rubbing	3 85
Kyanize Interior	3 85
Luxeberry light	3 30
Luxeberry granite	3 52
Luxeberry spar	4 95
Ramsay's Universal	2 64

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $6.50; colors	7 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 20
XX Quality	0 18
X quality	0 17

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 21
X Grand	0 19¾
XLCR	0 18½
X Empire	0 17¼
X Press	0 16

WASTE, COLORED WIPING

Quality I	0 15
Quality 1A	0 12
Quality IB	0 11
No. 5	0 16
No. 7	0 14
Japanese	0 15

WIPING WASTE, COLORED

Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	..

This line subject to trade discount for quantity.

WAX

	Per lb.
C. & B. Floor Wax	$0 35
B.H. Wax	0 35
Ronuk Floor Wax lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 30
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 45-0 55
Johnsons	0 45-0 55
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 40

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls	$2 50
Gilders, bolted, in bbls.	3 00

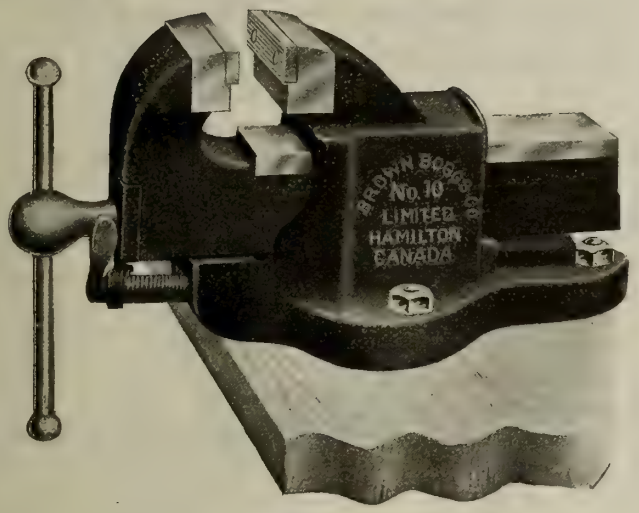
F.o.b. Montreal, Toronto, London

WOOD ALCOHOL

	Per gal.
In five gallons	$1.80-$1.90
In barrels	1.70

$4 extra for barrels
F.o.b. Montreal, Toronto, London

BB QUICK ACTING VISE



No. 10 Quick Acting Vise

Where rapid production is concerned this vise stands alone.

Operated by a simple push and pull motion instead of the slow acting screw.

Made in four different sizes as follows: 3¾ in., 4¼ in., 5¼ in. and 6 in. jaws.

Write for further particulars

THE BROWN, BOGGS CO., LIMITED

HAMILTON, CANADA

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regal Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $41; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Singl Bit	$14 50	$18 00
Double Bit	16 50	19 50
Broad axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	20%
Gilmour	60%

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.05 base; other sizes, $5.60 base; Swedish iron, $6.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 33 1-3%; over 6 in., 20 and 10%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOARDS—Wash

	Doz.
Improved Globe	$4 00
Diamond King, Glass	4 75
Western King, Enamel	4 75

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	35
3 x 3 in.	37
3½ x 3½ in.	38
4 x 4 in.	47
4½ x 4½ in.	68
5 x 5 in.	80

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; ¾, $7.25; Logging, 5-16, 11c; ⅜, 10c; ½, 9¾c; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 55

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks

8, 9, 10	66c lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.50; 10 in., $7.20; 12 in., $8.45.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

See Wares.

FILES

Globe	Discount 45%
Nicholson Gen.	Discount 35%

FITTINGS

Malleable	Black	Galv.
Class B	$ 26	$ 36½
Class C	17	26
Bushings	25%	..
Unions	35%	..
Nipples 4" and under	45%	..

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. barrels, 30c lb.; 100-lb. barrels, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$12 00	$17 50
26 to 40	13 25	20 00
41 to 50	16 75	23 00
51 to 60	17 50	23 50
61 to 70	18 75	25 00

GLASS (Plate)

5% off list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $7.25; No. 2 and larger, $7; snowshoes, No. 0 to No. 1, $7.50; No. 2 and larger, $7.25; steel, No. 0 to 1, $7.70; No. 2 and larger, $7.45; featherweight, $8.85.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED

	Apollo and "Fleur de Lis" Premier
10¾ oz. or 28 Eng.	$11 20
28 Am. or 26 Eng.	10 90
26 Am. or 26 spec.	10 60
24	10 45
22	10 45
18 and 20	10 30
16 Am.	10 20

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$1 80
Mrs. Pott's No. 50, set	1 90

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $2 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 00
3	2 70
4	4 75
Barn Door	
5	2 70
8	2 90
9	5 00

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 5 00
New Century B	10 15
New Idea	11 35
Snowball	9 00

MATTOCKS

Pick, $10; cutter, $10.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	4 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$7 75	$8 25
Empress	10 00	10 60
Daisy	6 15	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices Per Roll

1 in. mesh x 24 in.		$5 95
	30 in.	7 20
	36 in.	8 50
2 in. mesh x 24 in.		2 90
	30 in.	3 40
	36 in.	4 05
	48 in.	5 25
	60 in.	6 55
	72 in.	7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots, all styles, 1c less than above

OILS

"Buffolite," 22½c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 35c; Family safety coal oil, 23½c; "Engoline" engine coil oil, 19½c; Summer black oil, 22½c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 46c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $19; less quantities, 20c.

PICKS, Clay, 6-7, $9.60 per doz.

POLISH—

	Doz.
O-Cedar—	
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page.)

"SILKSTONE"

—that's the economical answer

SILKSTONE

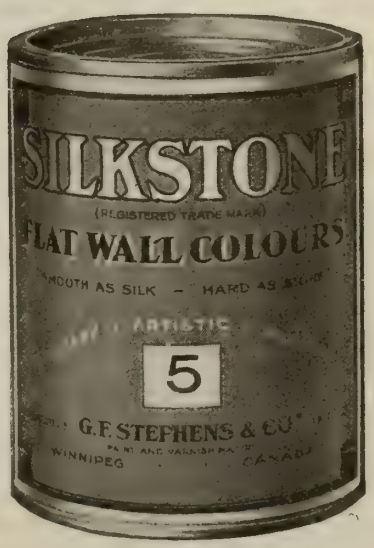
(REGISTERED TRADE MARK)

FLAT WALL COLOURS

It's March, and Housecleaning Time is just around the corner. When it arrives many a household will be faced with the problem of wall decoration. To paper or not to paper?

Don't leave them guessing, for whichever way they guess they're wrong. Tell them about "Silkstone"—tell them with window displays, with counter displays, with personal suggestions. Let them know that "Silkstone" is the correct answer to all wall decoration problems. Let them realize that "Silkstone" is cheaper than wall paper, more sanitary—more permanently beautiful. Tell them how "Silkstone" goes on easily and quickly and dries hard with a soft, silky finish that wears like the plaster on which it's laid.

This Spring, when economy is so much in the public mind, you should sell more "Silkstone" than ever before.



G. F. STEPHENS & CO., LIMITED

WINNIPEG AND CALGARY

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER, Paris, per bbl., $4.50.

PLATES, CANADA

18x21 per box, half polish, $10.25; full polished, $11.75; 18x24, half polished, $10.25; full polished, $11.75; 20x28, half polished, $10.25; full polished, $11.75.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$5 50
25-lb. irons, per cwt.	5 80
1½-lb. tins	0 10

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope, ¼ and over, 55c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
.....	0 67	12 75

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $10.00; Watch Spring, $10.40; Lance Tooth or Lightning Blades, $10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 loop	11 50
Bush	13 00

SWEEPERS, Carpet—	Each
Bissell's Grand Rapids, jap'd.	$2 85
Bissell's Grand Rapids, nick.	3 20
Bissell's Vacuum	8 00

STEEL SHEETS, BLACK

10 gauge	$8 50
12 gauge	8 50
14 gauge	8 40
16 gauge	8 50
18-20 gauge	8 80
22-24 gauge	8 85
26 gauge	8 90
28 gauge	9 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd Pt., $13.30; L.H., Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30. Black Cat and Crescent Scoops—No. 4, $15.80 doz.; No. 6, $16.80; No. 8, $17.80; No. 0, $18.80; Moose & Jones Scoops, No. 4, $16.90; No. 6, $17.80; No. 8, $18.70; No. 10, $19.60.

SOLDER. Per pound, 49 to 50c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95 ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $7.50; machine, $8.00 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.80 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $9.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TRAPS, GAME—	Doz. Victor	H.& N.	Jump
No. 0	$1 80	....	....
No. 1	2 12	$3 25	$2 75
No. 1½	3 17	4 88	4 12
No. 2	4 44	6 83	6 05
No. 3	5 90	9 10	8 05

TUBS—	Wood	Fibre
No. 0	$18 30	$20 75
No. 1	15 65	17 80
No. 2	13 20	14 80
No. 3	11 45	12 60

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply	$0 60
Cotton, 4-ply	0 65

Dozen

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.

Scotch Grey, 40, 12½% discount.

Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, 17½% discount.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.15; less than ton lots, $16.50.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Fort William, $5.10; Winnipeg, $5.50; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40, 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 00
8 in.	7 20
10 in.	8 40
12 in.	10 80
15 in.	14 40
Perfect Handle—	
6 in.	13 00
8 in.	15 60
10 in.	18 20
12 in.	23 40
15 in.	31 20
18 in.	41 60

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 13
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 60
36 in.	6 75
Trimo—	
10 in.	$1 45
14 in.	2 00
18 in.	2 90
24 in.	4 15

Dozen

Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Royal Canadian, $51.90 per doz., Eze, $56.10 per doz.; Bicycle, $6[illegible] per doz.; Ajax, $125.80 doz.

Write to our WAREHOUSE DEPT. regarding your needs

BOILER TUBES

We have a large stock of BOILER TUBES of all sizes for immediate shipment.

Reinforcing Bars for Concrete

Shipment from Mill or Stock.

BAR IRON

Carried in all sizes and lengths for immediate shipment. Special prices on certain sizes.

STEEL SHEETS

A complete range from 10 gauge to 16 gauge, for immediate shipment.

SMALL ANGLES

From ¾" x ¾" x ⅛" to 2" x 2" x ¼" in all sizes, thicknesses and lengths.

STEEL PLATES

All sizes from 3/16" to 1" thick, in stock now.

Now is the time to protect yourself against the ever-increasing prices.

We carry on hand, ready for immediate delivery, a 5,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

SEND FOR MONTHLY STOCK LIST.

Manitoba Bridge & Iron Works,

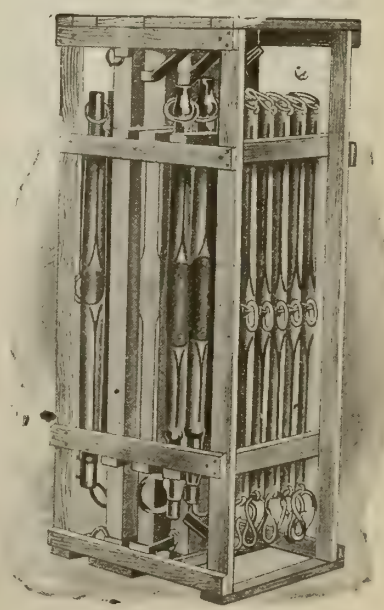
WINNIPEG MANITOBA LIMITED

Protected by the Westwo Guarantee

Selling Westwo Painted Wagon, Implement and Plow Sets is satisfactory and profitable. They are made from selected No. 1 quality Oak and Hickory, are carefully painted (2 coats), striped and varnished, and are absolutely guaranteed against defects in material and workmanship.

The best way to order Westwo Painted Sets is in crates of six sets. Then you're sure of getting them in perfect condition. —no bruised woods—no marred finish.

Send to-day for the Westwo folder that describes the various Westwo lines.



Guarantee

All Westwo Sets are guaranteed, and any defective part will be replaced free.

D. ACKLAND & SON, Limited

WINNIPEG
GALGARY

THE BUYERS' GUIDE

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Thos. Birkett & Son Co., Ltd., Ottawa.
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Caverhill, Learmont & Co., Montreal.
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Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. B. K. Morton Co., Montreal.
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Hoyt Metal Co., Toronto.
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Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian Carbon Co., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Empire Mfg. Co., London, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bends, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Bibbs, Basin and Bath Cocks, Fuller
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brass Castings and Goods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets and Rods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber. Ltd., Toronto.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
C. Kloepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boilers, Heating and Range
Empire Mfg. Co., London, Ont.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Bone Grinders
Toronto Lock Mfg. Co., Toronto.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Weston, Ont.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Fitchburg Mass.

Canada Cycle & Motor Co., Ltd., Weston, Ont.

Builders' Hardware
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.
The Stanley Works, New Britain, Conn.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.
Reeder-Weekes Mfg. Co., Ltd., Hamilton, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, IN.
Toronto Lock Mfg. Co., Toronto.

Chemical Specialties
Vol-Peek Mfg. Co., Montreal.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Faultless Caster Co., Evansville, Ind.
Landers, Frary & Clark, New Britain, Conn.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

Canadian Woodenware Co., St. Thomas, Ont.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

CARTER'S

Products-- Their Qualities

Carter's Genuine Dry Red Lead is a highly oxidized pure red lead, finely pulverized and free from metallic lead. Has the greatest covering capacity and spreads with a film of uniform thickness.

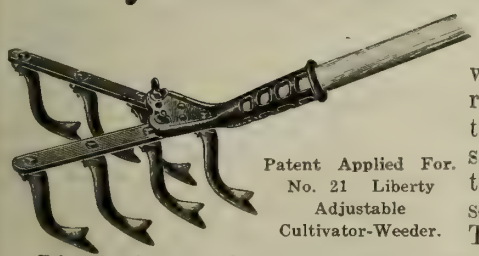
Carter's Genuine Powdered Litharge is finely powdered, freedom from grit, peroxide and metallic lead, chemically pure, bright canary color, dissolves rapidly, free from sludge. When dissolved gives a clear, cloudless solution and is the

BEST QUALITY ON THE MARKET

We also manufacture
Dry Orange Lead, and Dry White Lead
All for
Bridge Builders
Marine Engineering Firms
Color Makers
Varnish Makers
Pulp and Paper Manufacturers
Rubber Manufacturers, etc.

Manufactured by
The Carter White Lead Company
of Canada Limited
91 Delorimier Ave. Montreal

Every Amateur as well as Every Professional Gardener



Patent Applied For. No. 21 Liberty Adjustable Cultivator-Weeder.

will quickly recognize the labor-saving features of Gilson Garden Tools.

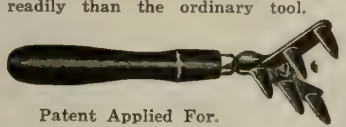
Take, for instance, the No. 21 Liberty Cultivator-Weeder, an implement of double efficiency, which cuts weeds and cultivates at the same time. It is adjustable, with a minimum width of 4 inches and a maximum of 10. The middle tooth can be quickly removed to allow of working on both sides of a row at once. Fitted with 5-ft. polished ash handle, shipped 6 to a crate, weight 24 lbs.

Our 5 and 7-point Scratch Weeders, with 6-inch and 14-inch handles, are ideal tools for close work in beds or for greenhouse work. The pointed tines are self-cleaning and will not clog in moist earth.

Every Gilson Garden Tool embodies some special feature, and for that reason sells more readily than the ordinary tool.

Regular advertising in Maclean's and Farmers' Magazines is working up a demand for Gilson Garden Tools. Cash in on this publicity.

Ask your jobber. If he cannot tell you, write us direct for information on all our lines.



Patent Applied For. 5 Pt. Scratch Weeder. 6-in. handle.

Canadian Distributors for
J. E. GILSON COMPANY
Port Washington, Wisconsin, U. S. A.

J. H. Ashdown Hdwe. Co., Winnipeg; T. McAvity & Sons, Ltd., St. John, N.B.; The Rogers Hardware Co., Charlottetown, P.E.I.; Wood-Vallance, Ltd., Winnipeg, Man.; Wood-Vallance & Adams, Ltd., Calgary, Alta.; Kennedy Hardware Co., Toronto, Can.; Lyons & Marks, Toronto.



TRANSPARENT FLOOR VARNISH
One of the
DOUGALL QUALITY LINE

A floor varnish that can be depended upon to stand up against extremely hard wear. Lasts an exceptionally long time and retains its beauty.

Well-cared for floors are a pleasure to the eye. Neglected floors are a constant source of annoyance.

You can make many pleased customers by pushing the sale of this high-grade varnish. Our guarantee stands behind you.

The Dougall Varnish Co., Limited
MONTREAL

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.
Conductor Pipe, Hooks, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.
Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Cordage
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., Toronto.
Crowbars
B. J. Coghlin & Co., Montreal.
Cultivators
J. E. Gilson Mfg. Co., Port Washington, Ill.
C. S. Norcross & Sons, Bushnell, Ill.
Cutlery
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
John Chatillon & Sons, New York, N.Y.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).
Culverts, Corrugated Metal
Winnipeg Ceiling & Roofing Co., Winnipeg.
Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.
Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.
Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.
Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.
Display Racks and Stands
Cameron & Cameron, Toronto.
Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.
Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.
Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.
Door Hangers
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.
Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.
Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.
Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Dusters
Channell Chemical Co., Toronto.
Dynamite
Du Pont American Industries, Wilmington, Del.
Dry Cells
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Spielmann Agencies, Ltd., Montreal, Que.
Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.
Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.
Electric Fixtures
Barton Netting Co., Windsor.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.
Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man.
Toronto Lock Mfg. Co., Toronto.
Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.
Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Electrical Toys
A. C. Gilbert Co., New Haven, Conn.
Electro-plating
Toronto Lock Mfg. Co., Toronto.
Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Emery Glass and Papers
John Oakey & Sons, London, Eng.
Expansion Tanks
Pease Foundry Co., Ltd., Toronto.
Explosives
Du Pont Powder Co., Wilmington, Del.
Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Extinguishers, Fire
Booth-Coulter Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.
Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.
Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.
Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.
Ferrules, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Files
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Fillers
Boston Varnish Co., Everett Station, Boston, Mass.
Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.
Fire Department Supplies
Booth-Coulter Co., Toronto.
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.
Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.
Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Force Cups
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Floor Stands
Jenkins Bros., Ltd., Montreal.
Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.
Flint Cloths
John Oakey & Sons, London, Eng.
Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co, Winnipeg.
Garden Cultivators and Weeders
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.
Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.
Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.
Galvanized Pipe
Canada Metal Co., Ltd., Toronto.
Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Glass Jars
Dominion Glass Co., Ltd., Montreal.
Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Glass, Window, Plate, Ornamental
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue, Sheet and Ground
Brantford Glue Co., Brantford, Ont.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.
A. Ramsay, Son & Co., Montreal, Que.

Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.
Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

The Practical Paint for the Farmer

The paint that works easiest, covers best, and is most durable and most economical is the paint that makes permanent customers of the farmers.

C. P. Homestead Liquid Red

is a practical paint prepared to give that protection against severe weather that farm buildings need. It's a paint worthy of the C.P. Trade-Mark—the mark of the highest quality in paint.

Impress this on those customers who want paint for barns, fences, water tanks, sheds, etc. Make it known to factory owners. Tell them about this paint and why it saves them money.

It all means more paint sales for you.

The C.P. Agency is an interesting and profitable proposition. Write us about it to-day.

The Canada Paint Company, Limited

Makers of the

Famous Elephant Brand White Lead

572 William Street, Montreal

112 Sutherland Ave., Winnipeg



If interested, tear out this page and keep with letters to be ***answered.***

THE BUYERS' GUIDE

Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Machinery & Supply Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Door and Track
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Hardware Specialties
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Louis McLain Co., Ltd., Winnipeg, Man.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hardware Fixtures
Duluth Show Case Co., Duluth, Minn.

Hardware Shelving
Duluth Show Case Co., Duluth, Minn.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.

Heaters
Beauchamp, J. E., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.

Horse Nails
C. Kloepper, Limited, Toronto, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ice Scrapers
James Bros. Co., Perth, Ont.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Enamels
Boston Varnish Co., Everett Station, Boston, Mass.

Iron Boards
J. E. Beauchamp & Co., Montreal.

Iron, Corrugated
Metallic Roofing Co., Toronto and Winnipeg
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron Sheets, Black and Galvanized
Dominion Sheet Metal Co., Ltd., Hamilton.

Iron and Steel Bars
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.

Jack Planes
National Machinery & Supply Co., Hamilton.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extension, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.

Lath, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Lanterns, Electric, Hand
Canadian Carbon Co., Toronto.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago, Ill.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.

Lace Leather
Wm. Taylor, Parry Sound, Ont.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Mantels and Grates
Barton Netting Co., Windsor.

Marine Brass Work
Empire Mfg. Co., London, Ont.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Metal Boxes and Drawers
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Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

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Toronto Plate Glass Importing Co., Toronto.

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Monel Metal
International Nickle Co., New York.

Mops
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Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

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Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oil Cups
Canadian Winkley Co., Windsor.

Letting You Into A Secret

THEY were talking about things in general—Jones and Brown. But it was easily seen by Jones that Brown talked with a positiveness and definiteness lacking in himself. Brown evidently had real knowledge about things and this gave him an assurance lacking in Jones. Jones found himself talking in generalities, and he had the sense to know that what he had to say wasn't very convincing. In the end he spoke up. "Brown, tell me, where do you get your information? You talk like one who knows. You use facts to fortify your opinions, and you seem to have a wealth of information about things Canadian. What's the secret of your greater confidence and knowledge?"

And Brown said: "I'll tell you, Jones, how I have strengthened myself in confidence and knowledge, as you put it. I read my newspaper in a new way now, and I make it a point to know a good deal about Canada, the land of my birth, residence and affection.

"For years—until I was forty—I read newspapers, as many others do—pretty thoroughly. I read about accidents, and meetings and fires, and everything else. One day I woke up,—was awakened up, to tell the truth—to discover that I was just frittering away time when I read everything.—Then I determined to concentrate my interest on matters Canadian—the things about Canada that really matter.

"I wanted direction. I needed a focal point, as it were. What should be skipped, and what should be read closely? I was floundering. I am not much of a politician, and I abominate party politics. I wanted to see things fairly.

"Then one day I made the acquaintance of THE FINANCIAL POST. It seemed to me to give me the direction I needed. I found it was sifting things for me, and giving current affairs their right proportioning. At any rate, it was a new kind of newspaper to me, and I read it with zest.

"I am a business man, and business in its larger aspects is the special field of THE FINANCIAL POST. I found the paper written in a readable way, and that it has a breadth of interest pleasing to me. So I subscribed for THE POST, and every Saturday and over the week-end this paper is pretty thoroughly read by me.

"I find that the reading of this paper helps me get out of my daily newspaper the meat in it. As a matter of fact, I read my daily newspaper and other papers with a new and informed interest which makes my reading a profitable thing.

"I read somewhere that an hour a day spent on any subject would make a man master of that subject in 10 years. Well, I do not know that I am seeking to be a master of Canadian affairs, but I do know that for the past two years or so I have been having a new joy in life. I am really trying to know my Canada.

"I clip a good deal, and my scrap book on Canada is a treasure house for me, I collate the material I put in that book, and whenever I want to read up any particular subject, I have before me, gathered up, a surprising amount of material obtained from many sources.

"I take luncheon at the Club daily. There are eight of us who gather daily at the same table. One is a wholesaler, another is a banker, another a publisher, another a manufacturer, another a manufacturers' agent—and so on. We have a representative gathering.

"We talk about many things, and about Canada most of all. I take great satisfaction from the knowledge that I am able to hold up my end of the conversation. To tell you the truth, it is this reputation that spurs me on to keep myself brushed up all the time. I own up, also, to practising a little subtlety. I guide the conversation in the direction of a subject that I am well informed on, and then I bide my time, letting others wrestle with it until they have told all they know. Then is my chance, and I am able to say something useful to a company that is attentive.

"Jones, if you want to improve the quality of your information, read purposefully, objectively. Cut out the reading of everything under the sun. You are a business man, the same as I am. Why not read definitely along the line of business? You will find it a most pleasurable kind of reading, and you'll find that you will acquire the sifting mind which will enable you to pass over a lot of stuff of no value to you, and seize on material of real value.

"I recommend THE FINANCIAL POST as a paper that will give your reading direction. It has helped me much, and I believe will help you. At any rate, it is easy to try it out."

IF JONES wants to try out THE FINANCIAL POST he can have it go to him by mail for four months for a dollar bill. One thing that ought to impress and please Jones is that THE POST is not a one-man paper. It is produced by many men, each a surpassingly well-informed man on the subject he writes. One man writes on matters pertaining to agriculture, another on the iron and steel industry, another on the food problems and milling and cereal subjects, another on insurance, another on textiles, and so on. The special contributed articles which are a regular feature of THE POST are by authorities or by men of position. Besides which, THE POST surveys many fields of interest, and this survey is world-wide. It is a meatful paper, in very truth, and assures those who read it regularly an amount, kind and quality of reading not commonly found in a single newspaper. If you would make your daily reading take on a new interest and value, we suggest that you should sign and forward the coupon opposite.

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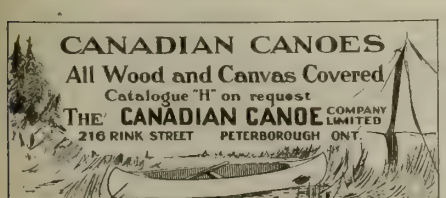
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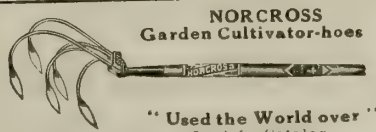


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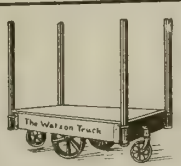
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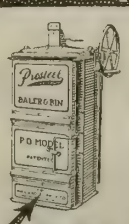


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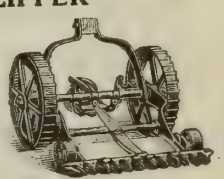


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Great West Electric Co., Ltd., Winnipeg, Man.
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National Equipment Co., Toronto
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Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber Co., Toronto.
McGraw Tire & Rubber Co., East Palestine, O.

Tools
Buck Bros., Millbury, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Toys
Buck Bros., Millbury, Mass.
J. E. Beauchamp & Co., Montreal

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Woodworkers'
National Machinery & Supply Co., Hamilton

Towel Bars
Kinsinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canada Foundries & Forgings, Brockville

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Turning Tools
Buck Bros., Milbury, Mass.
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Valves, Standard, Globe, Angle and Check
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
United Brass Founders, Ltd., Manchester, Eng.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
Jenkins Brass Co., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
United Brass Founders, Ltd., Manchester, Eng.

Varnishes
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston, Mass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

Ventillators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal

Washers
C. Kloepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Canadian Woodenware Co., St. Thomas, Ont.
J. H. Connor & Son, Ltd., Ottawa
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal

Waste, Cotton
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Canadian Woodenware Co., St. Thomas, Ont.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Water Supply Systems
Empire Mfg. Co., London, Ont.

Weather Stripping
Swan Mfg. Co., Winnipeg

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont

Whitewash Outfits
Collins Mfg. Co., Toronto

Weeders, Garden (hand)
J. E. Gilson Mfg. Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Rice, Lewis & Sons, Ltd., Toronto

White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal

Windows, Kalameined
Metallic Roofing Co., Toronto and Winnipeg

Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire
Canadian Tube & Iron Co., Ltd., Montreal
British Aluminum Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound Ont.
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton

Wrenches and Accessories
Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starratt Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Dowswell, Lees & Co., Hamilton.
J. H. Connor & Sons, Ltd., Ottawa
Lewis Bros., Ltd., Montreal

Zinc, Bar
Canada Metal Co., Ltd., Toronto

Advertising makes for a better product—

Not only does advertising create a good impression regarding the product advertised but it **makes for a better product.** There are added responsibility and written-printed claims to substantiate.

LONDON BAR IRON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS
Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia —McPherson & Teetzel, Vancouver

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OWL BABBITT METALS

YOU can successfully handle Babbit Metals if you always specify Owl Brand Made in the West.



OWL METAL COMPANY LTD.
WINNIPEG MAN.

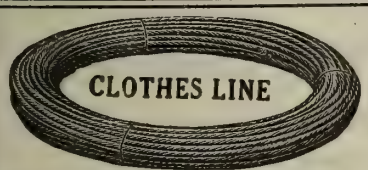
NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

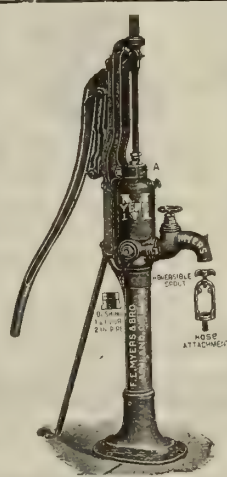


Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE

Smoothest and most pliable made.

Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT.



THE HIGH STANDING

in trade circles of the Distributors, whose names appear below, of MYERS PUMPS and HAY TOOLS is an indication of the high quality of the goods themselves.

Send your inquiries direct to them, or write us for the names of many other large jobbers who can also supply you the MYERS. Catalog on request.

J. H. ASHDOWN CO., LTD.
Winnipeg, Calgary & Branches
LEWIS Bros. Ltd.
Montreal
F.E. MYERS & Bro.
ASHLAND, O.

"Write for HARDWARE and METAL Electro Booklet"

SHARRATT & NEWTH'S

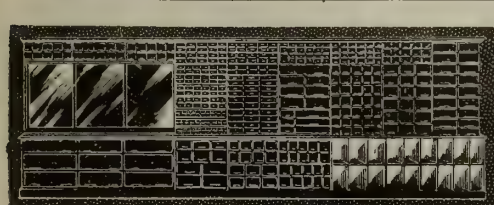
GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: **A. RAMSAY & SON COMPANY, Montreal**



Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL, Manufacturers
Toronto, Canada



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

If interested, tear out this page and keep with letters to be answered.

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

Acme Waste Mfg. Co.

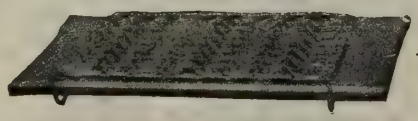
Cotton and Wool Waste Manufacturers

482 Wellington Street West, Toronto, Ont.
5 Queen Street, Montreal, Que.

Western Representatives:

P. A. C. McINTYRE & CO.
206 Scott Block, Winnipeg, Man.

Write to any one of these places when in need of waste.



ACME
PATENTED

This is the trade mark to look for in buying your Box Strapping, Corrugated Fasteners, Steel Mats, Running Board Mats, Clasp, Box Corners, Bed Fasteners.

Acme Steel Goods Co. of Canada, Ltd.
MONTREAL

AGENTS:
British Columbia, R. G. Bedlington & Co., Vancouver; Alberta and Saskatchewan, Frederic Sara & Co., Calgary; Manitoba, J. D. Macbeth, Winnipeg; Western Ontario, W. J. Grant, Toronto; Toronto City, Lynch & Manley, Toronto; Eastern Ontario, L. E. Adams, Toronto; Montreal City, J. M. Paquin, Montreal; Quebec City, Landry & Simard, Quebec; New Brunswick, St. John Sales Co., St. John; P. E. Island, Jas. D. Offer, Charlottetown; Newfoundland, Walter Clouston, St. John's.

Arctic Metal

ARCTIC METAL

QUALITY

should be the first consideration when purchasing Babbitt Metal. Order Arctic Metal and satisfaction is assured.

"We guarantee what we make"

Tallman Brass & Metal Co.
HAMILTON, ONT.

C. KLOPFER, LIMITED

Edward Halloran, Manager

44-50 Wellington Street East, TORONTO
And at Guelph

IRON and STEEL
HEAVY HARDWARE
AUTOMOBILE ACCESSORIES

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

LACE LEATHER

in

Sides, Backs and Cut;
Raw-Hide and Tanned

W. TAYLOR
TANNER
PARRY SOUND, ONT.

If interested, tear out this page and keep with letters to be answered.

BRANTFORD

The Superior All Round

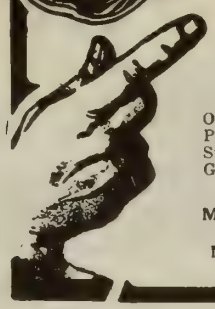
GLUE

You'll find that Glue sold in packages meets with much favor with the consumer—that's "Brantford" Glue. Very economical. Put up in ¼, ½ and 1 lb. packages. Buy from your jobber.

CANADA GLUE CO., Limited - - Brantford, Ontario.

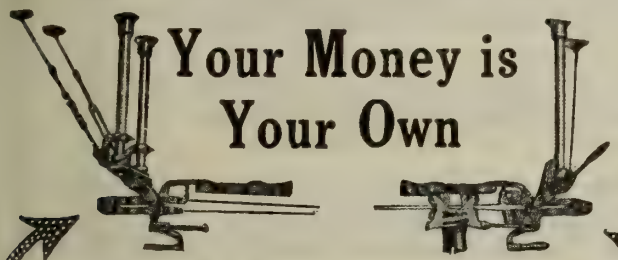
GERMANTOWN

LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA
Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.
Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.
Messrs P. A. C McIntyre & Co., Winnipeg, Agents for Western Canada



Your Money is Your Own

You may lose it or you may save it, and use it to make more money, and we wish to tell you plainly that in the three hundred working days of every year you can make money by saving it—saving the change that is given out, made wrong by your salesmen—perhaps every day. We've thought much about this matter—as much as anybody—and by our long experience and exceptional opportunities are able to advise you how to prevent these losses.

Write for our four-page circular which tells about it.

Level, Grade and Perpendicular Wire Cash Carriers, Parcel Carriers, Cable Carriers and Pneumatic Tubes.

GIPE-HAZARD STORE SERVICE CO., LTD.
113 Sumach St., Toronto, Can.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that the exact mark is on each blade

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

Make Money From Good Pumps--Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The
R. McDougall Co., LIMITED
GALT, CANADA

We have a large stock of
CARRIAGE and MACHINE BOLTS
and COACH SCREWS,
RIVETS, NUTS and
WASHERS

BOLTS

Orders Filled and Shipped Immediately

London Bolt & Hinge Works
LONDON, CANADA

If interested, tear out this page and keep with letters to be answered.

"We Are Oversold"

ONCE upon a time a certain manufacturer was urged by his retailers to cut out his advertising in consumer mediums because it was embarrassing them. This manufacturer was disposed to listen to his retailers because his product was heavily oversold. He half-welcomed the chance to save the money he was spending on consumer advertising in national mediums.

So he cut out his consumer advertising.

Then arose a competitor—a new man in the field. He went to the retail trade and got orders easily, for he was in a position to make immediate deliveries. He made a good article, and it was a "cinch" to open up connections with the retail trade. He got in strong and permanently, and to-day he is a formidable rival to the manufacturer who ceased his selling propaganda.

That oversold manufacturer admits that he has had a lesson for life. If retailers were to say to him to-day —"Please cut out your consumer advertising. You can't meet the demand you have created and the public's insistence for your article is causing us to lose sales"—if retailers said this, and they have said it, this manufacturer has his reply all ready. It is— "Never again! I stopped once, and I opened the door to a new maker. It has cost me many times what I thought I was saving to hold my own and to recover what I lost. I learned something three years ago when I yielded to the temptation to cut out my consumer advertising, and in future I'll keep on advertising to the public even though I may find myself heavily oversold."

To-day hundreds of manufacturers are oversold. Some have cut out their consumer advertising. Some have kept up their publicity campaign with little or no diminishment. These consistent and persistent advertisers are not regretting their policy. Some of the others are, and they admit freely their error. They are finding that the lost momentum and the new competition which has arisen will require a doubling and tripling of future advertising and selling effort to get back to old positions.

When war contracts were easy to get and looked plums, many manufacturers dropped making their usual line and went in for the fortunes which they thought could be made in a few months. If you ask some of these manufacturers to-day what they think of their cessation of making their usual line for which a big consumer demand had been created at great cost by national advertising, and which retailers were glad to distribute, because selling it was easy, you will be told by those frank enough to make honest confessions, "We made a mistake. We are finding it harder now to get back to our old place with the retailers and the public. We have lost ground. We regret the mistake we made. It will cost us much money to get back again, and in the meantime retailers and the public have learned to buy others' merchandise."

IF the firms who are oversold, and the firms who have lost something of value because of the stoppage of their advertising, find in the foregoing any message to them, let us say to them that they can do influential advertising of a national sort, effective on both consumers and distributors, by the use of two national mediums—MACLEAN'S MAGAZINE and FARMERS' MAGAZINE. The cost of strong campaigns in each of these magazines, and in them both, is as follows:—

	Circulation	Number of of issues per year	Minimum page rate	Cost of page in every issue
MACLEAN'S MAGAZINE ..	55,000	12	$147.00	$1,764.00
FARMERS' MAGAZINE	30,000	24	75.60	1,814.40
Both Magazines	85,000	36	$222.60	$3,578.40

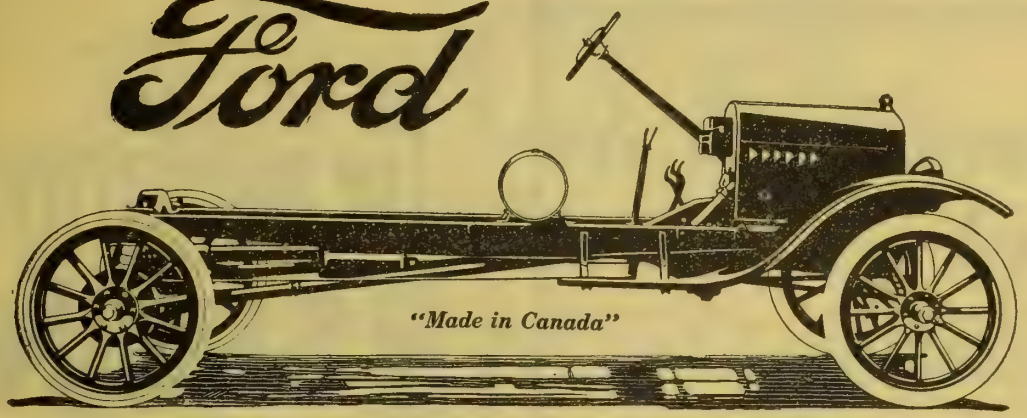
It means about $300 per month to cover urban and rural Canada. Let it be remembered that 85,000 circulation in Canada is the equivalent of 1,700,000 in the United States with its 20-times larger English-speaking population. That is, using MACLEAN'S and FARMERS' in combination gives an advertiser a circulation in Canada comparable to that of the *Saturday Evening Post* and with that of the *Ladies' Home Journal* in the United States.

We invite correspondence from all oversold manufacturers and others who want to break back into the public's favor. We would like the privilege—and solicit it—of talking over with them the whole matter of national advertising, looking forward to the preparation of a specific proposal based on their own special problems and conditions. And so we ask you to address a letter of enquiry to the General Manager of

The MacLean Publishing Co., Ltd., Toronto, Canada

With branches at: Montreal, Winnipeg, New York, Chicago, Boston and London, England

Ford



Deliveries by Ford One-Ton Truck

THE commercial car is looked upon today as a necessity by progressive business firms who have hauling and delivering problems to consider.

Wholesale or retail merchants who must deliver quantities of merchandise have found the horse-drawn delivery to be too slow, expensive, and entirely inadequate.

The Ford truck, with a single driver, will do more work and cover more ground than two teams and two drivers, for it travels in half the time. This truck will reduce your hauling costs. It eliminates one driver's salary and the care which horses always require. It will make your delivery service more efficient. It will widen your area of distribution. It will be constantly ready for work—day or night. It will show a profit on your investment.

There has been a popular demand for a Ford truck as is shown by the many uses, for commercial purposes, to which our standard chassis has been put. Now, after most careful designing and exacting tests, we are able to offer the Ford One-Ton truck to meet this demand.

The Ford truck is supplied as a chassis only. This permits the purchaser to mount any one of the many body styles specially designed for the Ford truck, and already on the market, and he can select it to meet the individual needs of his business.

Price $750 f.o.b. Ford, Ont.

See any Ford Dealer in Canada, or write for a catalog

Ford Motor Company of Canada, Limited
Ford, Ontario



Three of the many body styles that may be mounted on the Ford truck chassis

If interested, tear out this page and keep with letters to be answered.

Open with a Rush—

—that's the usual way the battery business starts in the spring and this year will be no exception, except that there will be a strong transportation handicap to get over.

We strongly urge our patrons to anticipate their needs and to book their orders as early as possible. In this way there will be less disappointment and needless worry at the last minute.

Book your orders now for

"Master" Batteries



and beat the transportation handicap.

CANADIAN CARBON CO.
LIMITED
96 King St. W.
TORONTO

The popularity of the "SPHINX"



affords an excellent argument why you should sell these world-renowned plugs.

You should sell them because they are guaranteed (without reservation or time limit) to give the fullest measure of satisfaction, remembering that satisfied customers are an asset.

To refer your customers to the Sphinx guarantee is to clinch the sale every time.

Write me, and I will quote you the trade prices which ensure abundant profit on every deal.

Sole Agent for the Dominion :

WM. T. EVANS
1684 St. Urbain St. Montreal

Manufacturers:

SPHINX MFG. COMPANY
BIRMINGHAM, ENGLAND



If interested, tear out this page and keep with letters to be answered.



DUNLOP AUTO TIRES

With so many low-priced so-called anti-skids obtainable, would that great host of motorists pay more for

"Dunlop Traction Tread"

if they could get its merits elsewhere?

Also, would that other large list of car owners buy

"SPECIAL"

if tires which somewhat resemble it in appearance resembled it in efficiency?

Dunlop Auto Tubes

Every Dunlop Tube is seamless—therefore, perfectly air-tight. The method of making them is automatic—cannot go wrong. Elasticity stays with Dunlop—so do countless motorists.

Dunlop Tire Accessories

Like Dunlop Tires and Tubes Dunlop Accessories are thoroughly dependable.

Besides being practical and readily adaptable, the range is wide to cover every need at prices no higher than what Auto owners have to pay for other kinds.

Ally yourself with the Dunlop Line

Dunlop Tire & Rubber Goods Co., Limited

HEAD OFFICE AND FACTORIES: TORONTO

Branches: Victoria, Vancouver, Edmonton, Calgary, Saskatoon, Regina, Winnipeg, London, Hamilton, Toronto, Ottawa, Montreal, St. John, Halifax.

Makers of High-Grade Tires for Automobiles, Motor Trucks, Bicycles, Motorcycles and Carriages; and High-Grade Rubber Belting, Packing Fire Hose and General Hose, Dredge Sleeves, Military Equipment, Mats, Tiling, Heels and Soles, Cements, Horse Shoe Pads and General Rubber Specialties.

If interested, tear out this page and keep with letters to be answered.

ANNOUNCING THE

H & R Self-Loading (Automatic) Pistol

Caliber .32 (7.65 M/M)



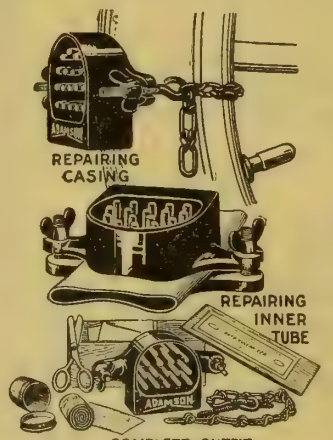
A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

LEADING HARDWARE AND SPORTING GOODS JOBBERS CAN SUPPLY.

HARRINGTON & RICHARDSON ARMS COMPANY

715 PARK AVENUE, WORCESTER, MASS., U.S.A.



For all casings and tubes.
Model "U" $3.50

ADAMSON

5-Minute Vulcanizer. Model E



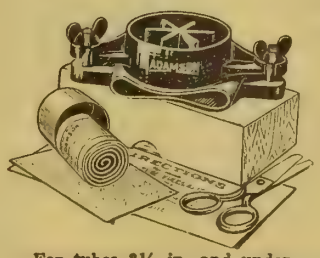
Meets the demand for a light and handy outfit for the quick repair of tube punctures.

Uses common gasoline—the most convenient and dependable fuel. Will vulcanize your tubes *anywhere* in five minutes.

Designed on the same proven principles that have made ADAMSON Vulcanizers the most practical and largest selling line in the world.

Sells complete with a box of a dozen "Adamson" 5-minute Repair Gum Patches, for $1.50. Extra box of 12 patches only 25c each.

DEALERS: This outfit will be a tremendous seller—Order now from your Jobber.



For tubes 3½ in. and under.

Sold by all Jobbers

ADAMSON MANUFACTURING COMPANY

Hamilton, Canada



Adamson Repair Gum.

If interested, tear out this page and keep with letters to be answered.

The Book That Means Money To The Hardware Dealer



The automobile is daily becoming a larger factor than ever in the economic life of the community.

It is now being used for almost every phase of the nation's industrial and social life.

They bring the town to the country; the village to the city; making distance and location of little moment. *People to-day realize that automobiles are no longer a luxury, but a necessity.*

This year there will be approximately 250,000 automobiles operating in Canada alone!

Mr. Dealer, do you realize what this fact means to you?

Are you fitted out to get your share of the accessory business?

Our 1918 Catalogue—containing 168 pages—is ready for the press, and within the next few days will be mailed to dealers everywhere. If you fail to receive yours, write for a copy.

This Catalogue is the most thoroughly representative one that we have ever issued. It is simply replete with all the quality lines. Get one and judge for yourself.

To those who are our patrons it will be sufficient for us to say that our 1918 Motto is, as heretofore—

PROMPT AND EFFICIENT SERVICE

To those who anticipate making this house their headquarters for automobile accessories for the current year, we will just say from past experience—that co-operation with "Hyslop Bros." insures large sales and quick turnovers.

DEALERS: If you fail to receive our new Catalogue, write for a copy. It will be mailed to you promptly, together with Wholesale Discount Sheet.

HYSLOP BROTHERS, LIMITED

QUALITY GOODS ONLY

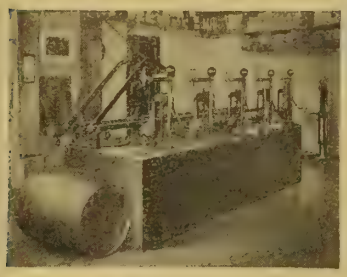
Shuter and Victoria Sts. - - Toronto, Ont.

If interested, tear out this page and keep with letters to be answered.

Study the Pictures



Loss—Danger—Inconvenience
Without the BOWSER.



Profit—Safety—Convenience
With the BOWSER.

No question about which is preferable

The two illustrations above are from actual photographs and vividly picture the advantages of a Bowser equipped oil room.

You can install this modern equipment and handle your paint oils with profit—safety—and convenience, and know that in the Bowser you get the best that money, expert workmanship and the experience of 32 years can produce.

Interesting literature will be sent on request. No obligation.

S. F. BOWSER & CO.
Incorporated
TORONTO, ONT.

Sales Offices In All Centres — Representatives Everywhere

BOWSER ESTABLISHED 1885

Paint Oil Storage Sysetms

Hardware Dealers

can make a "good thing" out of

BISHOPRIC
STUCCO BOARD

Stucco is the building material of to-day and to-morrow; Bishopric Stucco Board is the best and cheapest background for stucco, cement and plaster.

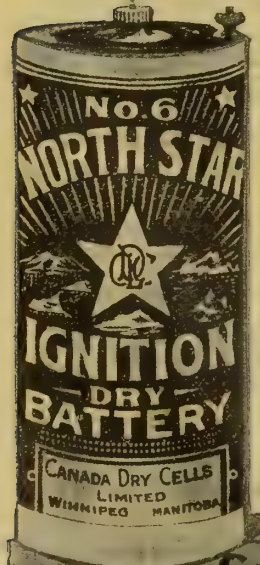
It makes a house wind and weather-proof—perfectly rigid—with no cracking or crumbling of stucco or cement.

Bishopric Stucco Board takes the place of Sheathing Lumber, Building Paper, Furring Strips and Metal Lathe—saving the cost of these materials, and fully 75% of the time in putting them on.

You can handle it with profit. Write for prices, samples and booklets.

THE
Bishopric Wall Board Co., Ltd.
Ottawa, Canada.





A Big Demand for Dry Cells Comes with Spring

You don't want any "IFS," "ANDS" or "BUTS" in the Battery you sell. Then consider the North Star Brand. North Star Batteries should be given prominence in your merchandising plans this year. If you are in business FOR BUSINESS, you need them now.

Where dependability counts they sell on merit. The North Star Trade Mark emphasizes the product. The trade mark North Star is the evidence and proof in the case. Evidence that your money has bought the quality you want, proof that you will get the service you have a right to expect.

The Western Battery for the Western Need. Order from your nearest jobber to-day.

CANADA DRY CELLS, LIMITED, WINNIPEG, CANADA

Advertisement pulls for five months, and still at it.

The Hobart Manufacturing Company, Toronto, makers of Store Equipment, received a reply the other day from a merchant in the British West Indies, to an advertisement of theirs in CANADIAN GROCER of October last. That merchant evidently keeps every issue of his business paper on file. He is not the only merchant who does so.

A Canadian merchant required a particular iron product. He remembered that it had been advertised by a certain firm TEN years before in the MacLean Business Newspaper to which he subscribed. He was able to turn up his files to that very advertisement, and he placed his order.

MacLean Business Newspapers add this extra long life to the advertisements that appear in their pages. The business men who subscribe to them read them thoroughly from first page to last.

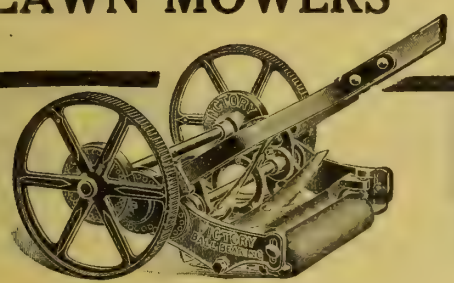
MacLean Business Newspapers are kept on file by their readers. They are continually being referred to for business facts. They are continually being referred to for particulars of advertised goods, and for addresses of advertisers. MacLean Business Newspapers reach the business communities interested in your goods. Write to-day for advertising rates of the Business Newspaper most interesting to the readers you want to reach.

THE MACLEAN PUBLISHING COMPANY

Publishers of MacLean's Magazine, Farmers' Magazine, The Financial Post, Canadian Grocer, Canadian Machinery, Hardware and Metal, Dry Goods Review, Men's Wear Review, Bookseller and Stationer, Sanitary Engineer, Power House, Printer and Publisher, Marine Engineering, Canadian Foundryman.

153 UNIVERSITY AVE., TORONTO

TOWNSEND'S
LAWN MOWERS



BUILT LIKE A WATCH

TOWNSEND MOWERS are superior in every feature of design and construction. In strength, durability and high character of work they do, they have no rivals.

No Noise but the Swish of the Blades

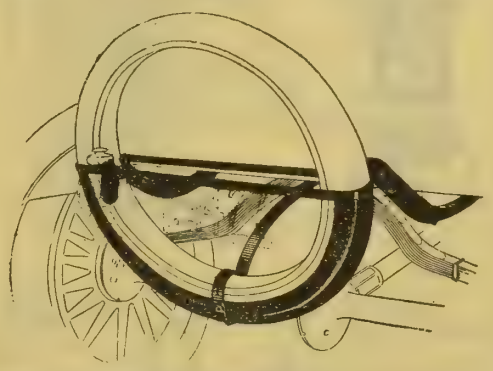
All Blades are of crucible steel, oil tempered. Ball Bearings originally adapted to lawn mowers by Mr. Townsend, insure easy, quiet operation. Triple Compound Gears permit of maximum strength with minimum weight. They are entirely enclosed and prevent dirt or grass clogging the pinions. Handsomely finished in colors and gold.

We manufacture a full line of mowers for use on Golf Courses. Send for complete illustrated catalogue and trade terms.

S. P. TOWNSEND & CO.

ORANGE NEW JERSEY

The "NIAGARA"
Rear Tire Carrier for FORD Cars



Quickly Attached, without drilling any holes.
Three Arm Support ensures rigidity.
No Chafing of Tires in Pressed Steel Basket.
Carries Demountable rim or plain tire.
Lock Furnished for safety.
Brilliant Finish in Baked Black Enamel.
Ample Clearance over the roughest roads.
Stocked by Jobbers—but insist on ours.

MANUFACTURED BY

Kinzinger Bruce & Co., Ltd.

Niagara Falls Canada

Ads That Pull

THE retailers who are securing best results from their newspaper advertising are those who are using illustrations in their advertisements. Just as a mail order catalog would be dead without illustrations, so is the average consumer advertisement when illustrations are omitted.

Canadian retail hardware merchants can secure attractive illustrations through HARDWARE AND METAL'S Electro Service. Mounted electros are supplied at a cost of 20c each. Booklet showing 365 electros will be supplied on request. Address below.



HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

143-153 University Avenue, Toronto, Canada

If interested, tear out this page and keep with letters to be answered.



"I want a 'Hammer the Hammer' Revolver"

EVERY day customers walk up to the revolver counters of the country and ask for a "Hammer the Hammer" revolver. They have forgotten the name, but the trade-mark and what the trade-mark stands for are *firmly fixed* in their minds. Some remember the name. All remember the famous Iver Johnson trade-mark.

That's how easy it is to sell Iver Johnson Revolvers!

If you would rather spend your time taking in profits than explaining the merits of the unknown, untested revolver, sell the Iver Johnson.

To-day order a complete line of Iver Johnson Hammer and Hammerless models with "Regular," "Perfect" Rubber and "Western" Walnut grips and get the profits that belong to your store.

IVER JOHNSON'S ARMS & CYCLE WORKS
330 River Street, Fitchburg, Mass.
New York, 99 Chambers St. San Francisco, 717 Market St.

IVER JOHNSON
Safety Automatic **REVOLVER**

Good Values in C.C.M. Accessories Catalog

Steel Balls
Cements, Titewad
Carbide
Enamels
Hack Saw Blades
Lamps, Bicycle
Lubricating Oil
Oilers
Pliers
Pumps, Bicycle
Patching Rubber

CANADA CYCLE & MOTOR CO. LIMITED · WESTON · C·C·M · CANADA · TORONTO MONTREAL WINNIPEG VANCOUVER

Spokes
Dunlop Tires
Tire Tape
Valves
Lock Washers
Built-up Wheels
Wrenches
Dry Cells
Batteries
Chains
Spark Plugs

See the C. C. M. Salesman or write for Catalog and full particulars to

Canada Cycle & Motor Co., Ltd.

Montreal Toronto WESTON Winnipeg Vancouver



Milbradt Ladders

will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write to J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Marshall-Wells Co., Ltd., Winnipeg, or direct for catalog giving prices of a large number of styles we manufacture, suitable for all kinds of shelving.

John Calander Mfg. Co'
155 E. 13th St.
St. Paul, Minn., U.S.A.

PLOW EVERY ACRE



WITH

Star Fitted Plowshares

Guaranteed perfect in material, workmanship and finish. The shares that stand for service, durability and satisfaction.

STAR MANUFACTURING COMPANY
CARPENTERSVILLE, ILL.

When in need of

Wrapping Paper

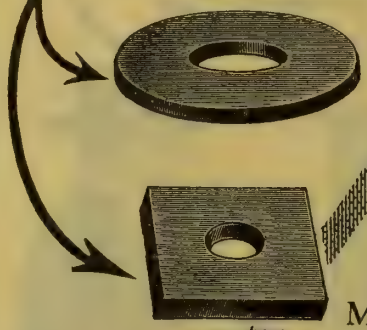
Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.
Hamilton and Winnipeg

Wrought and Steel Plate
WASHERS
of all descriptions



Annealed Rivet Burrs.
Felloe Plates.
Sheared and Punched Plates.
Malleable Washers and Cast Iron Washers.

Round & Square
Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

ATKINS
Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger profit*. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.
Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**



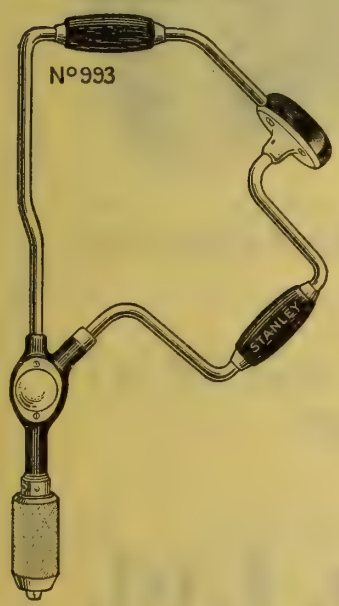
Stanley
Plumbs and Levels

are made of thoroughly seasoned and selected stock, and have many valuable features which will appeal to every lover of good tools. Made in all styles for **Carpenters, Masons, Plumbers, Machinists, Millwrights, etc.**

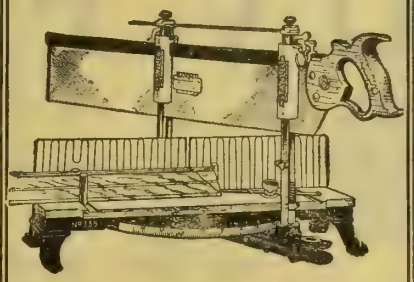
STANLEY-JERSEY VISES



STANLEY CORNER BIT BRACE



Stanley Tools



Mitre Boxes

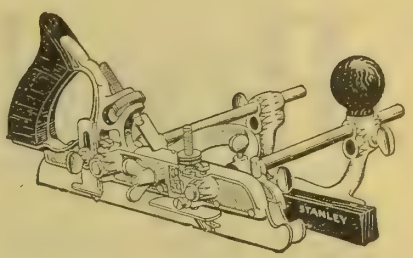
These Boxes are compact, strong, and durable; are quickly put together or taken apart for convenience in carrying; have the greatest strength with the least weight, and will do the widest range of work of any Mitre Box made.

Several new and important features have recently been added to these Boxes which will interest Carpenters, Cabinet Makers, and other workers in wood.

Made in seven sizes. With each Box a specially made Back Saw is furnished.

STANLEY IRON FRAME BREAST DRILLS





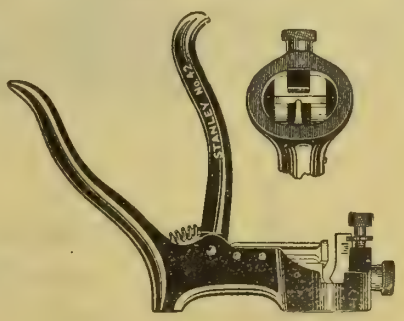
Stanley "Forty-five"

Seven Tools in One

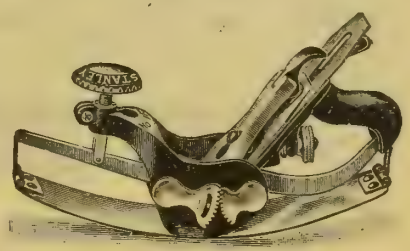
(1) Beading and Center-Beading Plane; (2) Rabbet and Filletster Plane; (3) Dado Plane; (4) Plow Plane; (5) Matching Plane; (6) Sash Plane; (7) A Superior Slitting Plane.

Extra cutters may be used to advantage by substituting specially formed detachable bottom Carpenters will find this tool almost invaluable.

STANLEY SAW SET



STANLEY CIRCULAR PLANE No. 113



Wholesale Distributors

Caverhill, Learmont & Co.

MONTREAL

Poultry Fence

U. S. Poultry fence finds favor and a ready sale everywhere. It is to be found in almost every civilized country on the globe, and has long since been recognized as the standard of quality.



It is the strongest, best braced, most scientifically constructed, practical and economical solution of the poultry fence or netting proposition. It is built to withstand use and abuse. It lasts longer, looks better and gives better satisfaction while it lasts than any other make.

Stocks now complete in all sizes. 2" mesh from 12" to 72" and in 1" mesh from 12" to 48"

Rice Lewis & Son, Ltd.

Victoria Street - Toronto

WANTED — RELIABLE, ENERGETIC hardware clerk, 8 to 12 years' experience. Capable of taking charge. Apply, stating salary and giving full particulars, to Box 170, Hardware and Metal, Toronto.

The firm who inserted the above advertisement in HARDWARE AND METAL showed good judgment.

Naturally, replies would only come from clerks who were in the habit of reading HARDWARE AND METAL—and every hardware merchant realizes that a clerk who reads HARDWARE AND METAL is the kind of clerk he wants, because he will be thoroughly informed on market conditions, new selling plans and the best methods of window display and advertising. The above advertisement brought in 23 replies. It cost only 67 cents.

USE THE WANT AD. PAGE.



Mayhew Punch 490 Series
ASSORTMENT

This display case contains 2 dozen of Mayhew's new embossed, hand forged, electrically tempered, patented, SOLID CENTRE, PRICK and PIN PUNCHES in ½" and 13/32" Body.

PRICE $4.50 per assortment.

Extra Punches may be obtained separately.



Sportsman's Balances
Brass, Nickel Plated

Length overall, 3¾", exclusive of hooks.

Put up six on attractive Display Cards. Weighs from ¼ to 15 lbs. and is indispensable for Housewives, Sportsmen, Physicians, etc.

PRICE $4.50 per dozen.

Lyons & Marks
38 Yonge Street, Toronto

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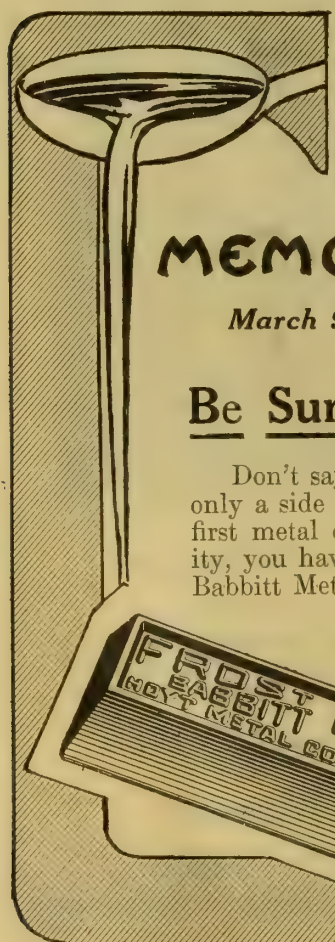
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HOYT METALS

MEMO

March 9th

for your Babbitt Metal file

Be Sure of Quality

Don't say, "Oh, well, Babbitt Metal is only a side line with me," and accept the first metal offered. Investigate for quality, you have a reputation to maintain in Babbitt Metals as in all other lines.

Dealers who handle Hoyt Babbitts—"Nickel Genuine," "Trojan" and "Frost King"—discover that the high quality of these tested metals helps to sell many other articles.

Test our Hoyt Metals in your store. Let your customers' appreciation be your guide.

HOYT METAL CO., Toronto

NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.

Wanted

SITUATIONS VACANT

WANTED—TINSMITH FOR COUNTRY SHOP —must be competent, reliable, exempt from military service. Good salary paid to right man. Apply Drawer A, Rocanville, Sask.

WANTED — GOOD HARDWARE CLERK AND window dresser at once; young married man preferred. Good town to live in. G. A. Outram, Port Hope, Ont.

GOOD LIVE EXPERIENCED RETAIL HARDware salesman for one of best stores in Toronto. Give all details in first letter. Apply Box 370, Hardware and Metal.

WANTED—AN EXCEPTIONAL OPPORTUNity for an intelligent and aggressive salesman, to represent a very reputable paint and varnish house in Ontario. Must be sober and industrious. Applications treated confidentially. Box 367, Hardware and Metal.

WANTED — FIRST-CLASS HARDWARE clerk and window dresser. Must be well posted and capable. Good position to the right man. Apply to The Bond Hardware Co., Guelph.

POSITION WANTED

TRAVELLING SALESMAN WITH SEVERAL years' experience with leading firms, desires road position in Ontario. Box 354, Hardware and Metal.

WANTED — POSITION AS HARDWARE clerk and salesman in hardware store. Exempt from military service. Seven years' general hardware experience; good references. Box 364, Hardware and Metal.

MARRIED MAN, RETAIL AND WHOLESALE hardware experience, desires position with reliable firm; retail preferred. State salary. Box 371, Hardware and Metal.

WANTED — POSITION AS HARDWARE clerk and salesman in hardware store. Exempt from military service. Seven years' general hardware experience; good references. Box 364, Hardware and Metal.

MISCELLANEOUS

WANTED—TO REPRESENT A GOOD LIVE proposition in Manitoba or Western Canada. Headquarters now in Winnipeg, where a good connection is already established. Fifteen years' experience in general hardware, stoves and paints, and can furnish first-class business and bank references. Apply Box 731, Hardware and Metal.

ADDING TYPEWRITER WRITE. ADD OR subtract in one operation. Elliott Fisher Limited. Room 314 Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

FOR SALE

HARDWARE STOCK AND BUSINESS FOR sale in live town of 800. First-class farmers' trade. Hydro just coming in. Apply Box 360, Hardware and Metal.

GOOD HARDWARE BUSINESS IN ONTARIO town of about 1,000 people, with good farm trade. Stock about $6,000. Apply Box 359, Hardware and Metal.

FOR SALE — HARDWARE BUSINESS IN large Eastern Ontario city; stock about $8,000.00. Price right for quick sale. Box 361, Hardware and Metal.

FOR SALE — HARDWARE, FURNITURE, stove and tin business. Good farm trade. R. McClanahan, Belwood, Wellington County.

FOR SALE, AT A LIBERAL DISCOUNT—2 National cash registers, cost $210.00 cash; 1 Taylor safe, cost $150.00; 1 oval glass counter show case, cost $30.00; 1 set of tinners' tools, cost $250.00. J. H. Millard, Melfort, Sask.

FOR SALE—BUILDING AND HARDWARE stock in good live Saskatchewan village. Stock on hand about $6,000. Living rooms above. Good opportunity and terms for right man. Box 726. Hardware and Metal.

FOR SALE — HARDWARE BUSINESS IN good Western Ontario city; stock five thousand; paying business; act quick. Box 365, Hardware and Metal.

HARDWARE AND TINSMITHING BUSINESS in a Western Ontario town of 800, with good farming connections. Stock, fixtures and tools, $12,000; can be reduced. Box 372, Hardware and Metal.

HARDWARE BUSINESS FOR SALE—IN A Northern Ontario town of 8,000 population. Stock of shelf and heavy hardware, in excellent condition. Stock can be reduced to about $15,000.00. Will sell or lease premises. Owner has been in business over twenty-five years and wants to retire. Box 730, Hardware and Metal, Toronto, Ont.

WANTED

WANTED—A COPY OF JANUARY 13th, 1917, issue of Hardware and Metal. If you have one you can spare send it to Box 600, Hardware and Metal.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.



WAKYTE · M'F'G Co. · WAKYTE · WINNIPEG · CANADA ·



ANNOUNCEMENT TO THE TRADE

Our new "WAKYTE" models are ready for distribution. Photographs and prices are in the hands of all wholesale hardware travellers, who are now booking orders for fall delivery on "WAKYTE" closets, chemical, barrel trucks, etc. We strongly recommend your placing your order without delay.

The quality of "WAKYTE" goods is not equalled at any price. They not only guarantee you a substantial profit, but enable you to give your customer more value for his money than he can get anywhere else. The 1918 "WAKYTE" products show a decided improvement over anything heretofore offered to the trade.

WAKYTE POWDER CHEMICAL:

To eliminate all loss and annoyance due to defective cans, etc., we are now putting our chemical up in powder form as well as liquid. We recommend your ordering "WAKYTE" POWDER CHEMICAL as it costs less money, goes further, and may be shipped under any weather conditions. It is packed in containers having same capacity as one-gallon cans.

"WAKYTE" BARREL TRUCKS:

You can save yourself considerable time and money by equipping your store with "WAKYTE" BARREL TRUCKS. They are inexpensive and will last practically a life-time. Prices and particulars from your jobber, or direct from us.

Our service this year will be better than ever. By placing your order now you are protected against any advance in prices, and are assured of getting the goods at the specified time to take care of your trade.

For the convenience of our customers, complete stocks of "WAKYTE" goods are carried at Winnipeg, Edmonton, Calgary, Saskatoon, and London, Ont.

WAKYTE MFG. CO., Limited, 259-261 Stanley Street, WINNIPEG

Butterfield

Carbon and High Speed Twist Drills



STRONG AND DURABLE — Butterfield Twist Drills meet the unprecedented conditions of manufacturing which exist to-day. Build a good-paying drill business on the Butterfield line. Write for dealers' proposition.

Thirty-eight years of success is the record of Butterfield Tools. In that time they have established their merits far and wide.

Every man who uses tools knows of the Butterfield line. They are the kind of tools he wants to buy—they are the kind you should have in your store at all times to meet the demand of particular tool users.

There's a Butterfield Twist Drill for every purpose.



Butterfield & Company, Inc.

Rock Island, Quebec, Can.

MENDETS

A PATENT PATCH

Mend Anything

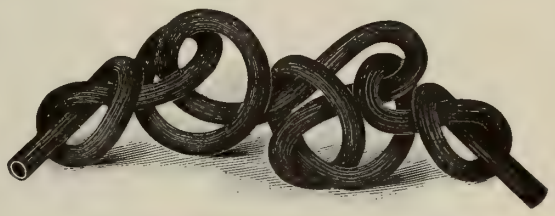
Impress upon your customers the fact that "Mendets" are effective almost anywhere there is a leak—in graniteware, tin, copper, brass and sheet iron — in hot water bags, tires—in fact all cooking utensils and rubber goods. There is work for "Mendets" in every house—and they'll do it effectively, quickly and cheaply. Put "Mendets" where they can be seen—they'll sell readily enough.

Wholesale Hardware Merchants Who Sell MENDETS:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Waber Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal, Que.; A. Chown & Co., Kingston; The Gray-Harvey Co., Ltd., Ottawa, Ont.; H. S. Howland, Sons & Co., Limited; Mills Hardware Co., Limited, Hamilton; Revillon Wholesale, Ltd., Edmonton, Alta.

Collette Mfg. Company, Collingwood, Ont., Canada

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY

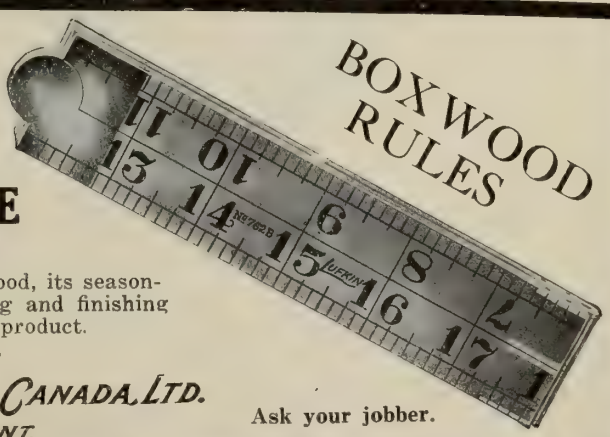
GUTTA PERCHA & RUBBER, LIMITED

Toronto, Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria

LUFKIN



BOXWOOD RULES



RELIABLE

in every way

From the selection of the boxwood, its seasoning, the assembling, graduating and finishing of the rule, a uniform and high quality product.
A complete line.

Send for catalogue.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Ask your jobber.

TINKER TOM'S TALKS



Talk No. One Hundred and Thirty-Nine

Did it ever occur to you that for some of your work good seconds in galvanized sheets would be O.K. and save you money? Get your name on our list and we'll keep you posted when we accumulate your sizes in seconds.

TINKER TOM

Look for Talk No. 140 next week.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA



GURNEY-OXFORD

A Success Sign

Here is true economy

Thousands of Canadian homes to-day are supremely thankful that their choice of a stove was the ROYAL OXFORD fitted with our famous "Economizer." This combination ensured that every pound of fuel used gave 40% greater heat-giving properties and cooking value than with ordinary stoves.



The Gurney Oxford "Economizer"

The dealers who sell this—or any other stove in the Gurney-Oxford line—have the firmest kind of friends in every home where they are used.

Gurney Foundry Co., Limited

Toronto, Canada

Montreal **Winnipeg** **Calgary** **Vancouver**

HARDWARE AND METAL

Vol. XXX No. 11 — PUBLISHED EVERY SATURDAY SINCE 1888 — March 16 1918

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

SHERWIN-WILLIAMS PAINT





THE

Business-Getter and Foundation

of a great many successful hardware stores is

S.W.P.

SHERWIN-WILLIAMS PAINT
(Prepared)

By being an S-W Agent you link your store with the Biggest Paint Firm in the British Empire.

SWP is the paint that covers most, wears the longest, looks the best. It is the Paint your customers know, and have confidence in. The Paint that is practically sold without any special effort on your part by the large and extensive National Advertising campaign continually being carried on.

Be up-to-date, be an S-W Agent. If not familiar with our proposition, write to-day for particulars.



THE SHERWIN-WILLIAMS CO.

of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

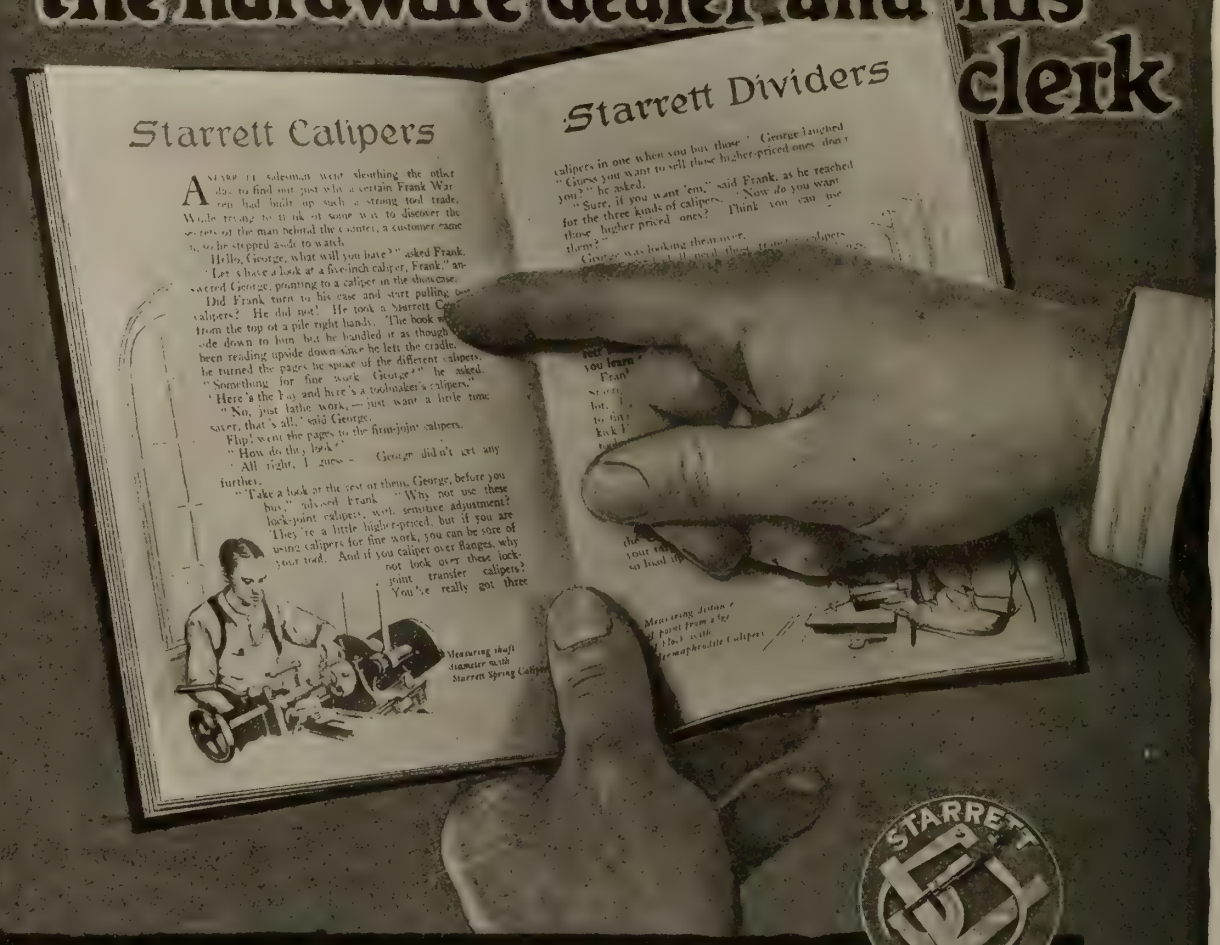
FACTORIES MONTREAL. TORONTO WINNIPEG LONDON, ENG.

OFFICES AND WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N.S., LONDON, ENG.



Circulation of Hardware and Metal has been audited by the Audit Bureau of Circulations.

For You— the hardware dealer and his clerk



The TOOLS MECHANICS BUY

This book was written for YOU, for of course you carry the Starrett line.

Each mechanic who enters your store presents a sales opportunity. It's up to you to cash in on that opportunity to the fullest extent. To help you in selling such customers we have prepared this book, which deals in a most helpful way with the psychology of selling precision tools to the mechanic and points out sales possibilities which you may have overlooked.

If you haven't already received a copy from one of our salesmen, just fill in and mail the coupon for a free copy.

The L. S. Starrett Co.

The World's Greatest Tool Makers

ATHOL, MASS.

Manufacturers of Hack Saws Unexcelled

NEW YORK **LONDON** **CHICAGO**

42-773

The L. S. Starrett Co., Athol, Mass.
Please send, without expense to me, a copy of your book "The Tools Mechanics Buy."

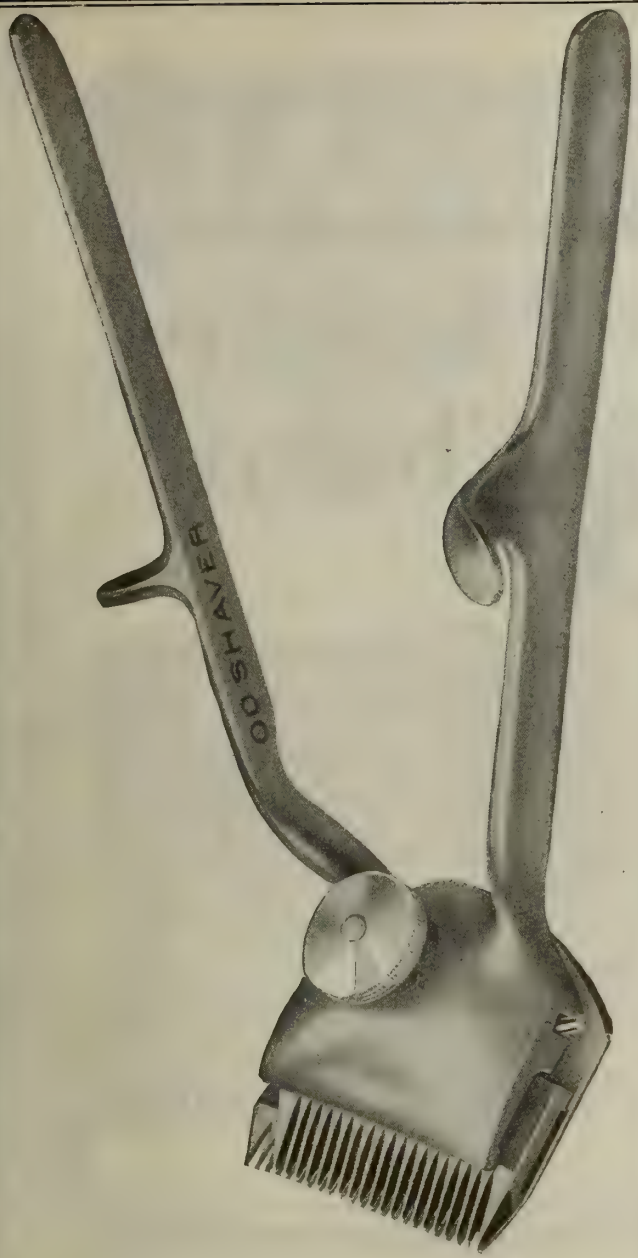
Name .....

Name of Store .....

Street .....

City .....

State ..... MA



Priest's Toilet Clippers

Making Clippers for fifty years has given us an experience that reflects in the quality of our line. Ask your jobber about Priest's Clippers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd.
New York City

Selling Agents

"P.&W. Co." SMALL TOOLS

Taps, Dies, Reamers, Milling Cutters, Drills

Highest Grade Materials—Expert Workmen—Quality absolutely guaranteed.

PRATT & WHITNEY CO., OF CANADA, LTD.

Dundas Ontario Canada

Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.

Y

Yale Products

YA

made in Canada

Padlocks

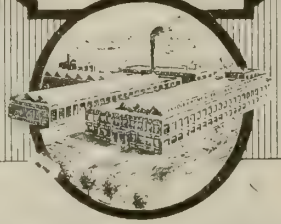
YAL

Door Closers

Night Latches

YALE

Builders' Hardware



You have the right to look to the manufacturer for satisfaction. And your customer has the right to look to you. When you stock and sell the Yale line you have done the utmost in guaranteeing your own interests and your customer's.

The name "Yale" helps make the sale.

Canadian Yale & Towne Limited, St. Catharines, Ont.

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL

Butter Merger and Churn



Makes two pounds of MERGED Butter from one pound of butter and one pint of milk.

WOMEN are ready to jump at the chance to have more butter at less cost. Show how the "UNIVERSAL" MERGER enables them to produce **two pounds** of Merged Butter for practically the cost of one pound of Commercial Butter, and you'll drive the point of economy squarely into their minds and purses.

The "Universal" Merger puts the greased skids under the high cost of butter. It is a practical, every-day money saver for housewives—as easy to sell as it is to use. Let it butter your business bread with golden profits.

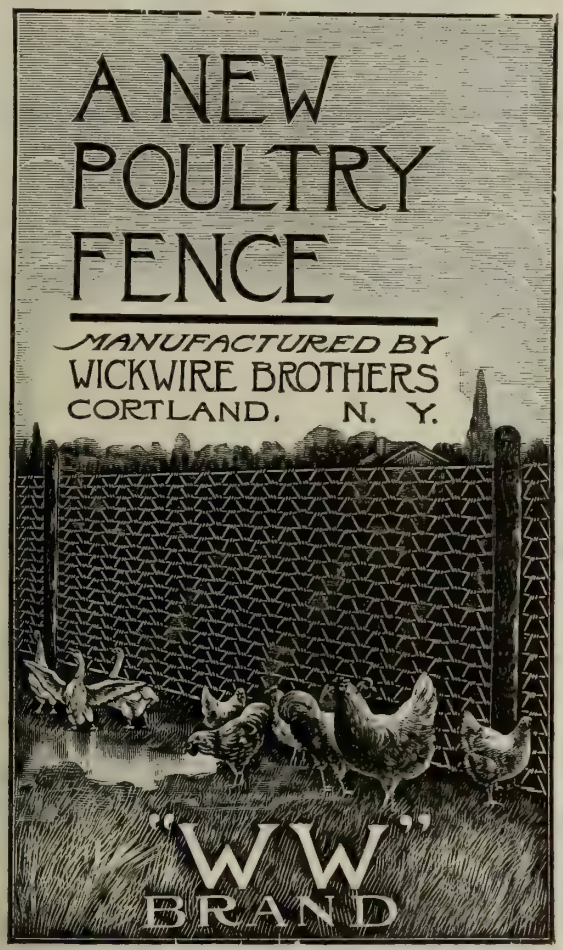
LANDERS, FRARY & CLARK

NEW BRITAIN, CONN.

Canadian Representative: A. MacFarlane & Co., Montreal

If interested, tear out this page and keep with letters to be answered.

"Its Popularity Grows"

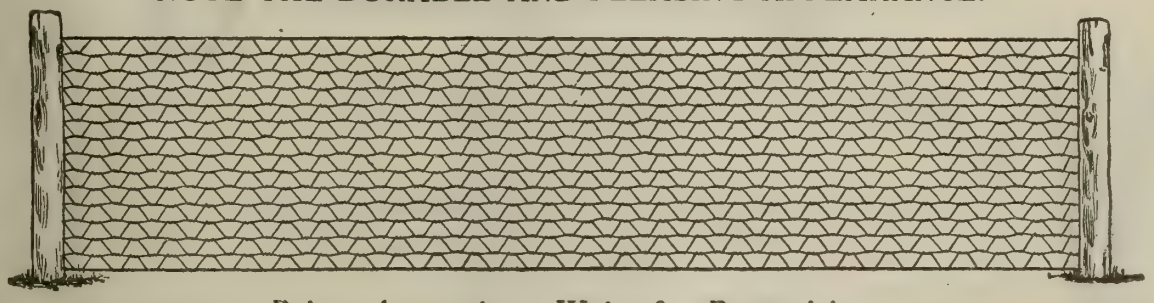


THERE'S more than one reason for the popularity and selling strength of "WW" Brand Poultry Fencing, but all of them can be traced back to the idea of giving the best value and highest quality possible. The manufacturers of "WW" Poultry Fencing mine their own ores, operate their own blast furnaces, open hearth mills, rod and wire mills, etc., in short they control every step in the manufacture and therefore can regulate the quality from the beginning to the end. Nothing but the best is allowed to pass.

Made in one and two inch mesh horizontal wires one gauge heavier than all other makes.

THE FEATURES: Horizontal wires in truss formation are two sizes heavier than cross wires. At intersections the wires are completely twisted, avoiding hinging tendencies and openings by unwinding that are common with other makes. Will hang straight and tight between posts without affecting width, not requiring rail or board at top or bottom.

NOTE THE DURABLE AND PLEASING APPEARANCE.

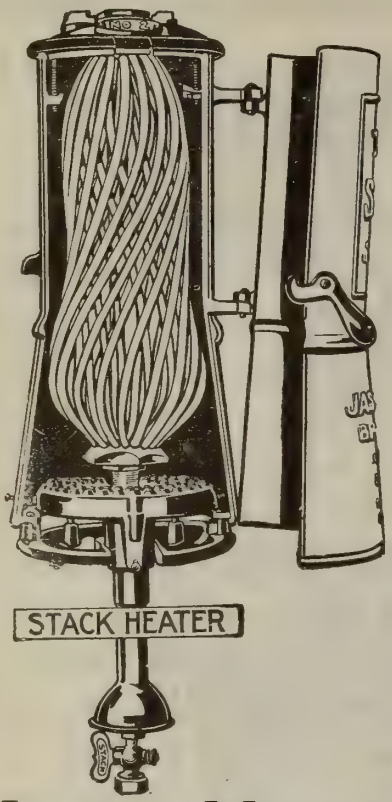


Prices Attractive. Write for Proposition.

LEWIS BROS., LIMITED, MONTREAL

WHOLESALE DISTRIBUTORS **EVERYTHING IN HARDWARE**
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

If interested, tear out this page and keep with letters to be answered.



STACK FACTS

From Recent Tests Made by Various Gas Light Companies

The STACK will heat 5 gallons of water 3 minutes quicker than the average heater.

The STACK raises the temperature of 5 gallons of water 28 degrees higher in 10 minutes than the average heater.

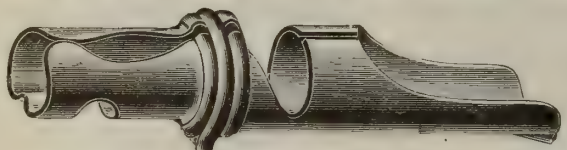
The STACK will heat 3 gallons more in 10 minutes than the average heater.

The STACK shows 15% greater efficiency than the average heater.

James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, TORONTO

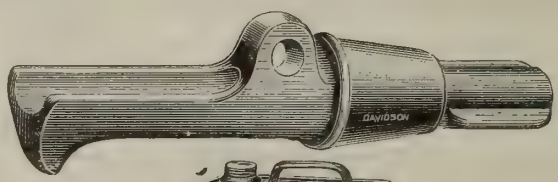
DAVIDSON'S SUGAR MAKERS SUPPLIES



"Eureka" Steel Spout



Perfection Spout



"Beaver" Sap Spout

Sap Buckets



Quarts
4, 5, 6, 8, 12

Order Now to be certain of prompt shipment

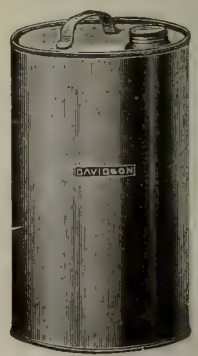


Square Syrup Gallons Special

Maple Cans
½, 1
8 lbs.

Gallons
¼
½
1

Prices forwarded on application



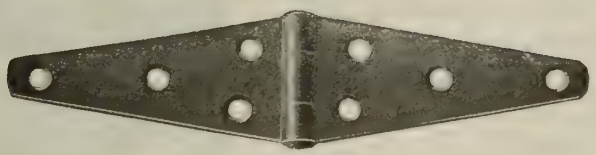
Round Maple Syrup Cans

The Thos. Davidson Mfg. Co., Limited,

TORONTO
MONTREAL
WINNIPEG

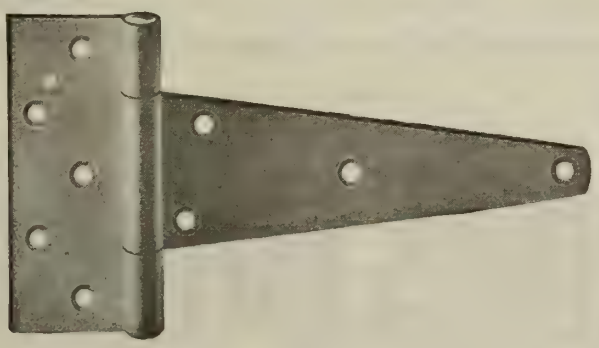
If interested, tear out this page and keep with letters to be answered.

You'll find "National" Hinges easier to sell



Place a "National" Strap or "T" Hinge alongside one of any other make and you'll quickly recognize the added selling value of the "National." The same evidence of care and attention to detail that has earned "National" Hardware the preference with competent builders everywhere is seen in these goods. They are well-balanced, easy working, nicely finished, and the screwholes are sharply cut and well counter-sunk.

The superiority of "National" Hinges is so apparent as to materially assist in the selling.

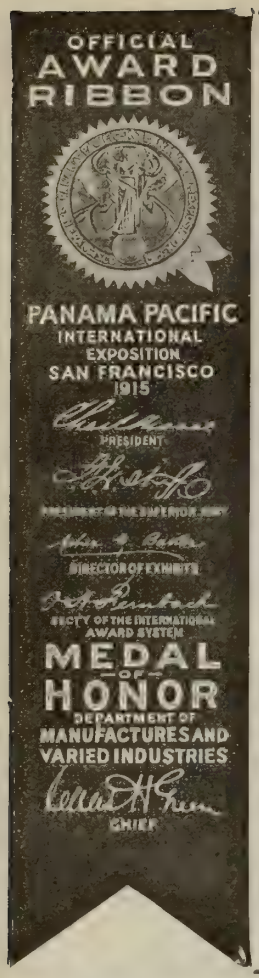


"National" Wrought Strap and "T" Hinges are made in four styles:—Plain Steel, Japanned, Sherardized and Sherardized with Brass Pin. Strap Hinges pack approximately from 10 dozen pair per barrel in the 14-inch size to 250 doz. pair in the 3-inch size. "T" Hinges pack approximately from 7 dozen pair per barrel in the 14-inch size to 200 dozen pair in the 3-inch size. Also packed, if desired, one pair in a box, with screws.

If you had a "National" Catalog you could find a number of good reasons why you should stock "National" goods.

NATIONAL MANUFACTURING CO., Sterling, Illinois

If interested, tear out this page and keep with letters to be answered.



TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



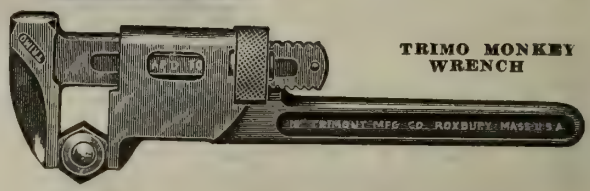
TRIMO PIPE WRENCH
WOOD HANDLE



TRIMO PIPE WRENCH
STEEL HANDLE



TRIMO PIPE CUTTER



TRIMO MONKEY
WRENCH



TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN

USED THE WORLD OVER

UNIFORMITY SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL TENAXAS TIN-TOUGHENED MASCOT ATLAS W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED
Large Stocks

THEY MAKE GOOD EVERYWHERE
Prompt Shipment

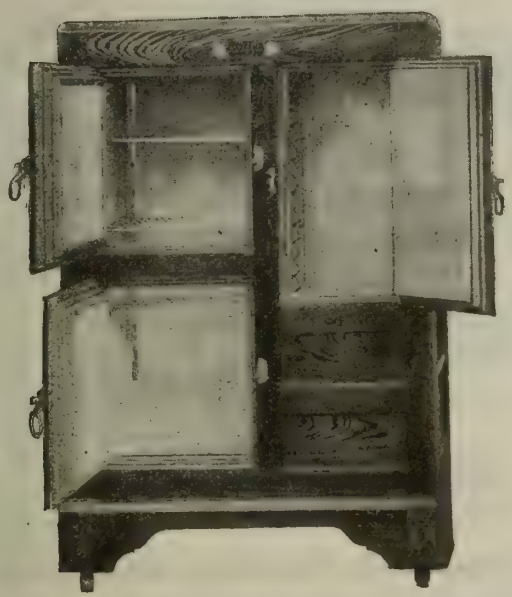
Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal **Works: Riverside Street, Montreal**

If interested, tear out this page and keep with letters to be answered.

A Convincing Test

"Not the slightest taint or odor was to be found in either milk or butter"



No. 3¼ made in ash, birch and oak; outside measurements: width 39", depth 21½", height 55½"; ice capacity 150 lbs.

"Onions, Fish, Salt, Matches, Milk, Butter, Fruit and Cigars were inspected and placed in one provision chamber at 12 o'clock on July 22nd. The doors were locked and sealed. After 24 hours, on examination, the temperature was 38 F. Not the slightest taint or odor was to be found in either the milk or the butter. The salt and matches were perfectly dry. The matches struck readily on the interior of the Ice Chamber.

(Signed) J. H. Edmison, Member of Provincial Board of Health.
" E. C. Bier, City Health Officer Board of Health.

If perfect preservation of foods sells refrigerators, this test shows you the road to good business results, meeting the growing demands for

Some Features:

A perfect syphon and air circulating system (patented). Eleven walls to protect ice and maintain low temperature.

Sanitary drainage.

Vitreous porcelain linings.

No moisture. As a proof, matches can be lighted on ice chamber walls.

Will preserve any and all foods, without mixing of odors.

The Barnet

We challenge comparison with any refrigerator on earth, in regard to results.

We want to tell you about our exclusive syphon circulation and ventilation system; also many other convincing advantages explained in our literature.

Write to-day for full particulars and attractive selling proposition.

The Barnet syphon system of refrigeration has no equal. It appeals to the very best trade, and necessarily commands a higher price. To provide a complete line, we also manufacture a low-priced refrigerator which gives satisfaction and is good value for the money.

The Renfrew Refrigerator Co., Ltd.

Head Office and Works, Renfrew, Ont.

If interested, tear out this page and keep with letters to be answered.

"YANKEE" TOOLS

PUSH DRILL No. 44

Saves Time at Every Turn

Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.



A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

Your Jobber Can Supply

NORTH BROS. MFG. CO.

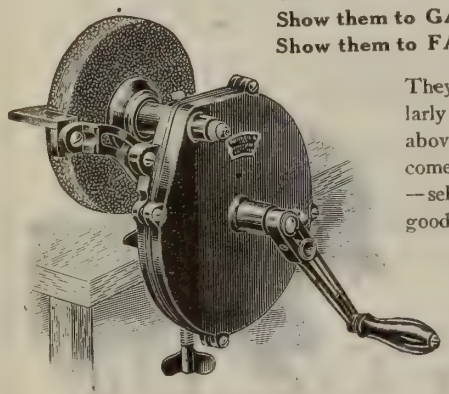
PHILADELPHIA, PA.



Now is the time for Canadian dealers to display in windows and stores

"AMERICAN SELF-OILING GRINDERS"

Show them to MACHINISTS
Show them to CARPENTERS
Show them to GARAGE MEN
Show them to FARMERS



They will appeal particularly to the needs of above classes. They come in different sizes—sell at fair prices—at good margin of profit.

Sold and catalogued by Leading Jobbers

Manufactured by

American Grinder Mfg. Co. - Milwaukee, Wis.

Western Agents:—Merchants Hardware Specialties Co., Calgary, Alta.: Eastern Agents:—John H. Graham Co., 113 Chambers St., New York City: Winnipeg and Manitoba Agent:—D. Philip, 138 Portage Ave., East Winnipeg, Man.

The Housewife who buys

MENDETS
A PATENT PATCH



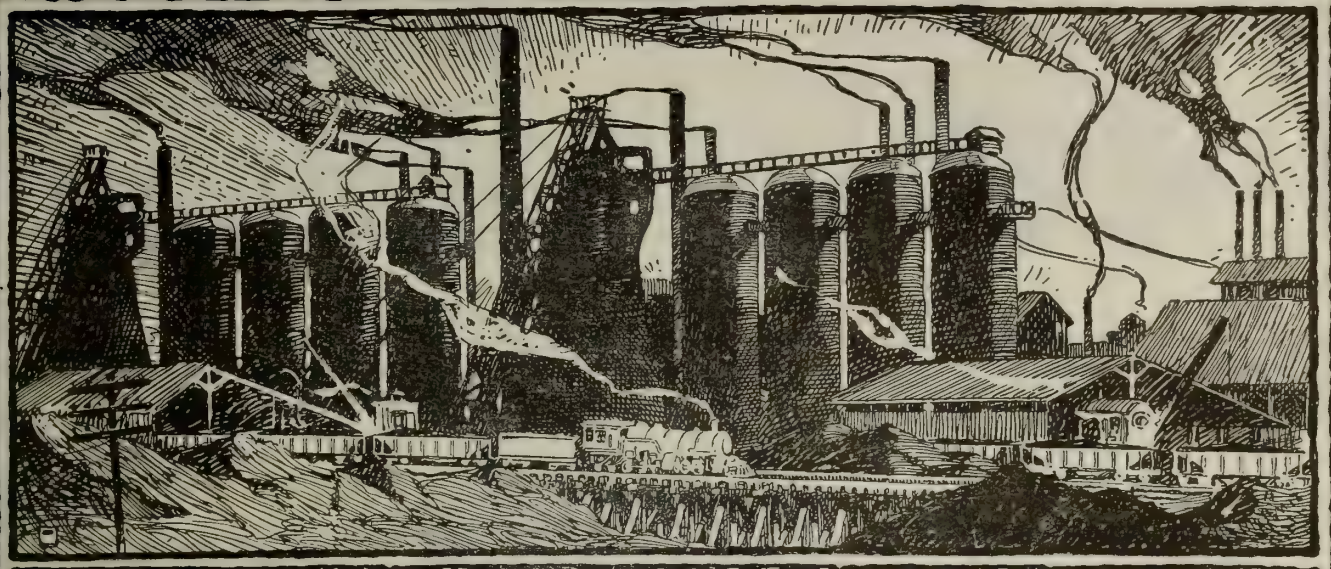
discovers for herself that they are the most effective repairers she has ever known. Consequently she is pleased that you recommend them and will come again to your store. "Mendets" do such effective work that they make friends for you everywhere.

The following wholesale hardware merchants sell Mendets: Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man., Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P. E. I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Frederic ton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, Nova Scotia; Caverhill, Learmont & Co., Montreal; A. Chown & Co., Kingston; The Gray-Harvey Co., Limited, Ottawa, Ont.; H. S. Howland Sons & Co., Limited, Toronto; Mills Hardware Co., Limited, Hamilton; Caverhill, Learmont & Co., Montreal; Revillon Wholesale, Ltd., Edmonton, Alta.

Collette Mfg. Company

Collingwood, Ont., Canada

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According to "Webster," Quality is "an excellence of character; natural superiority."

Service

Webster's definition of "Service" is; "The performance of labor for the benefit of another."

We use these words advisedly—fully understanding their definitions—and realizing the obligation we place upon ourselves by their continued use in connection with our products of Iron and Steel, and our attitude to the people we serve.

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STEEL COMPANY

OF

CANADA

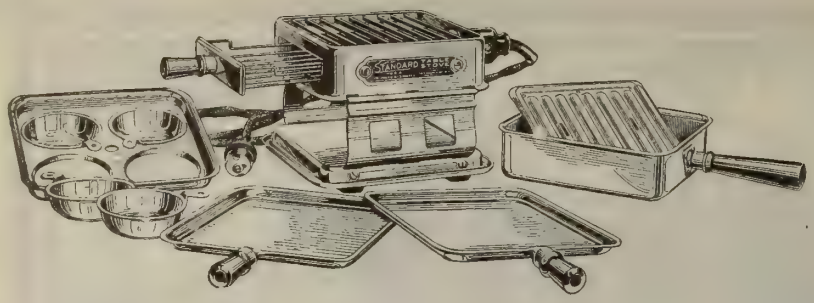
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Pig Iron,
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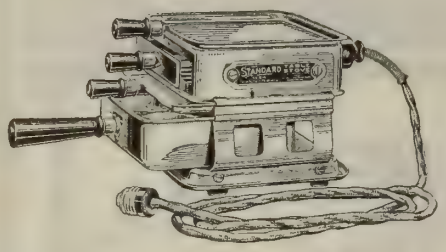
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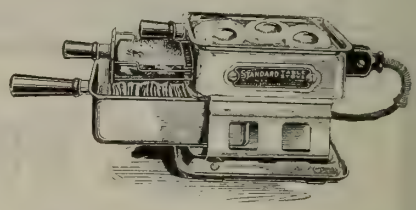


Prepares a full meal right on the table

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The Standard Table Stove makes an ideal Wedding Gift. Feature in your window and store displays.



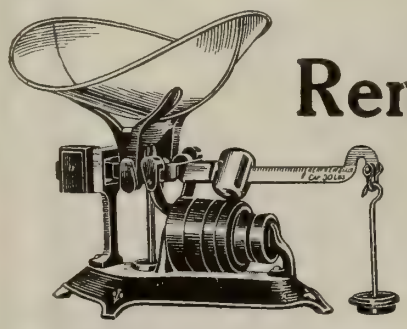
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Why should housewives take **all** the risk in regard to honest mistakes in weighing? It certainly is easy to convince her she shouldn't, and that a Renfrew scale will save not only risk but many actual losses. That builds up sales for **you.**

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The Renfrew is made in black finish, or in all-nickel finish suitable for candy stores or homes desiring something a little bit better. Write for literature and attractive selling proposition.



The Renfrew Household Scale

Guaranteed to weigh accurately Capacity: ½ oz. to 30 lbs.

The Renfrew Machinery Co., Limited

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Eastern Branch: Sussex, N.B.

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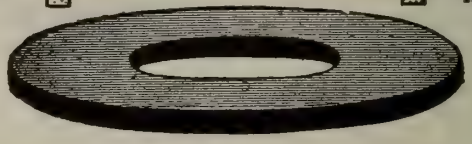
P. A. C. McIntyre & Co., 206 Scott Block, Winnipeg, Man. Foundry Products, Ltd., Calgary, Alta.; Crandall Co., Ltd., Vancouver, B. C.

Our other lines: "Renfrew" Cream Separators; 2,000-lb. farmer's truck scale, tractors, wood-saws, grain grinders, etc.

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PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

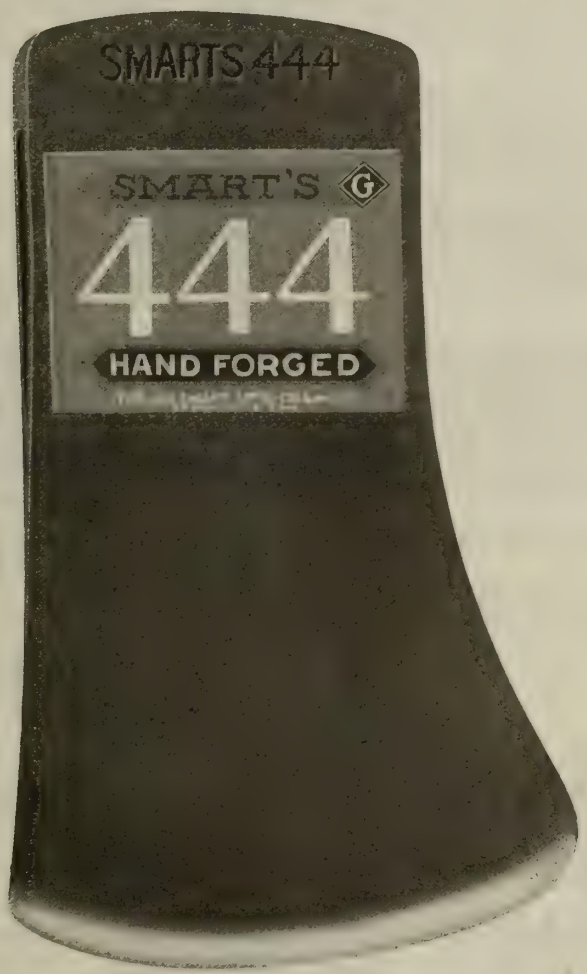
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AXES OF ALL DESCRIPTIONS:
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In Shapes and Weights that please.

PRODUCED AT

JAS. SMART PLANT

BROCKVILLE, ONT. WINNIPEG, MAN.

The Blacksmith, the Carpenter, the Local Garage and Every Manufacturer in Your Neighborhood Uses Files

These men will buy "Famous Five" files without question because they know them to be standard grade tools; hard, sharp, and well balanced.

That's why it will pay you to sell them.

Specify "Famous Five" when ordering from your jobber.

They are:



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Wire Bale Ties

LARGEST CAPACITY AND STOCK IN CANADA

Ask for one of our Souvenir nail puzzles.

WIRE MANUFACTURERS.

LAIDLAW BALE TIE COMPANY, Limited

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GOOD PROFITS

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

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Metal Hand or Motor Pumps — for Force or Lift use — every size, style, kind, in our big catalogue.

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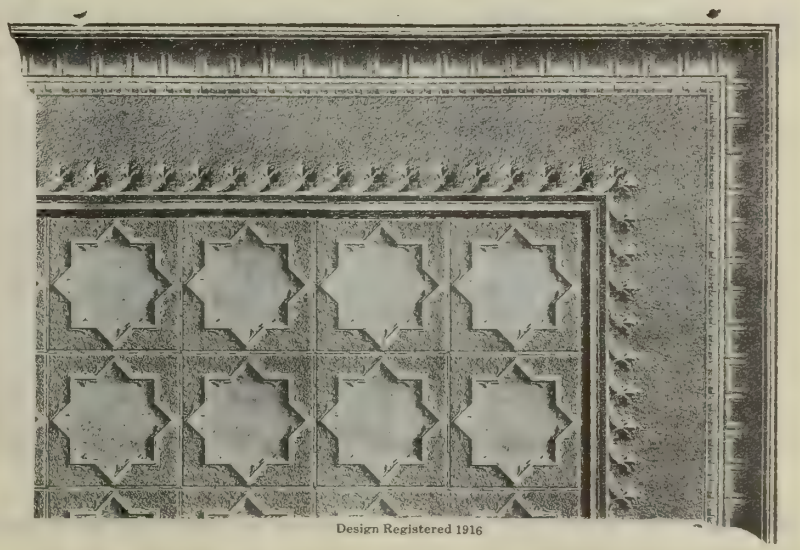
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

Head him off, quick

That repair or alteration job on the store across the road—don't let lath and plaster trim you out of an order for Metallic Ceiling and Wall plates. You can make a handsome profit and give a more durable, cleaner, smarter, quicker-installed job. We'll help you land the business.

Ask us how to-day and get our handsome catalogue and complete dealer-service information.

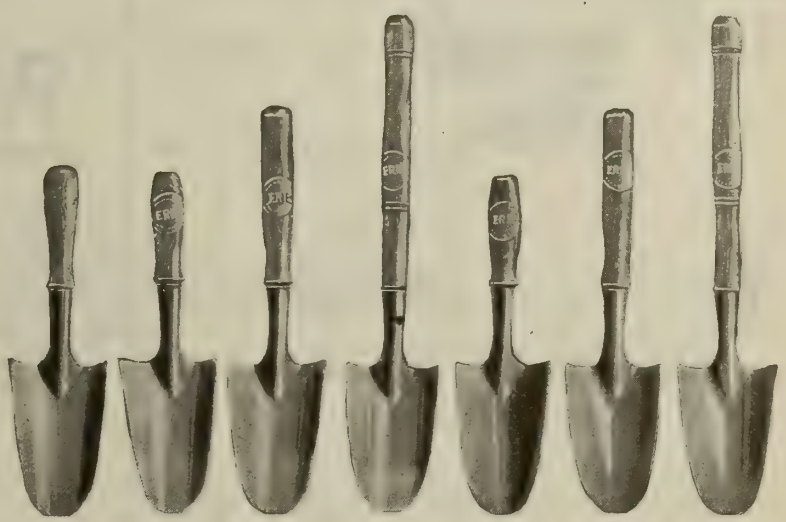
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Design Registered 1916

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

Are You Ready for These New Gardeners?



For all the new gardeners who will be working this spring be prepared with a line of tools that embodies new ideas and is up-to-date in every way.

Here is a line of nicely-finished, well-made tools that includes everything used by the best professional gardeners in Trowels, Transplanting Trowels and Forks, both twisted and straight tines. In addition there are Ladies' Spades and Spades suitable for carrying in an automobile. This line is constantly being added to and will be found always up-to-the-minute with new ideas.

We would like to tell you more about this line. May we?

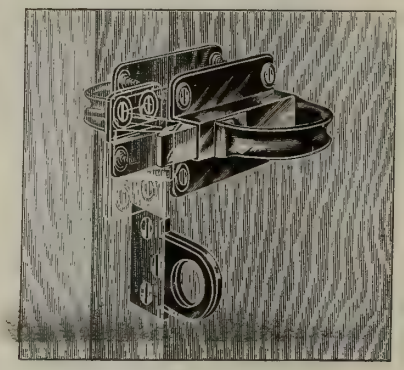
ERIE IRON WORKS, Limited, St. Thomas, Ont.

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WHY IS THIS THE BIGGEST SELLING LATCH IN CANADA?

BECAUSE---It combines so many distinct advantages that make it easy to sell. Its quality ensures satisfaction to the customer. It shows the merchant a profit worth while.

The Spring is made of Piano Wire and Sheradized; positively cannot rust.



Made entirely of Steel and all parts heavily japanned except lock bolt which is tinned.

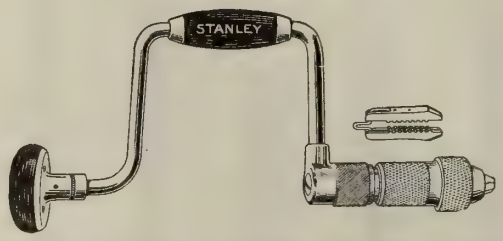
Mechanically made, attractively finished, packed quarter doz. in a box with screws and Padlock Eyes

THIS IS ONLY ONE OF THE MANY LIVE SELLERS MANUFACTURED BY

Canada Steel Goods Company Limited

HAMILTON, CANADA

Stanley Tools



Stanley Bit Brace No. 811

The ratchet mechanism is of the well-known Concealed Ratchet type, and the Brace is fitted with a ball-bearing chuck. The head is also ball-bearing.

This is an exceptionally fine tool, both as regards construction and finish.

Full details of same will be furnished upon application.

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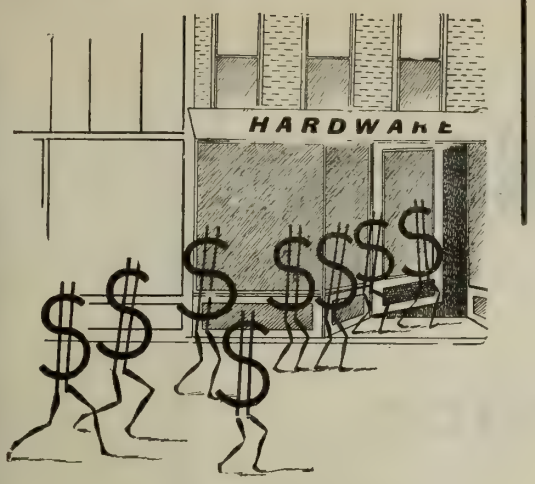
Wrapping Paper
Twines & Cordage

Brooms Brushes Baskets

Grocers' Sundries

Walter Woods & Co.
Hamilton and Winnipeg

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Put an Electric "Reliable" in your window

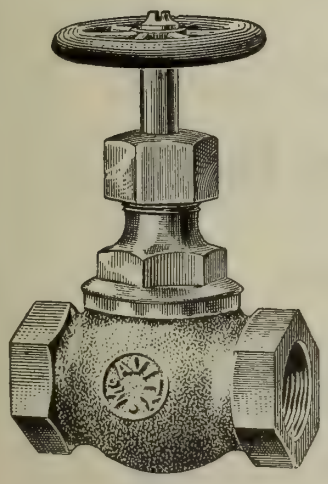
A Reliable Churn operating continuously in your window, say all day Saturday, would attract the attention of practically every farmer and his wife who were in town. A machine in operation always has a great attraction for the average person, and this greatest of all butter machines would certainly draw a big crowd to your window. Display cards could emphasize the cleanliness, speed, capacity and labor-saving features of the "Reliable," and a well-worded invitation to "come in and examine" would land many possible customers in your store. Your salesmanship and the Churn itself could turn most of these "possibles" into orders.

You can operate an Electric "Reliable" all day every day for a month at a cost of less than $1. Isn't this form of advertisement worth the price?

The Reliable Churn Company, of Canada

T. W. FOSTER, Mgr. 141 King St. E. TORONTO

We have yet to see a Better Valve than the



"McAvity" VALVE

Every Valve packed and tested before leaving factory.

Let us quote you a quantity price. Prompt shipment from stock.

T. McAVITY & SONS, Limited

Montreal ST. JOHN, N.B. Winnipeg

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CANADIAN CONSOLIDATED RUBBER CO., LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Extra Service

The service to be gained from any rubber product depends largely upon the quality of the material and the excellence of the workmanship. That is why Dominion Rubber System products are outstanding. Only the best in material and workmanship is incorporated in the making of those products. That ensures long service and life and proves a matter of no little economy to the buyer.

Over half a century of continuous manufacturing has taught the Dominion Rubber System how to produce qualities that will "stand up" under any circumstance, and, as a result, the products that carry the name and brand of the Dominion Rubber System are looked upon as the standard by which to judge qualities and values throughout Canada.

For anything in Rubber, write to our nearest Branch, where prompt and intelligent attention will be given to all enquiries.

Canadian Consolidated Rubber Co.
Limited

Head Office - - MONTREAL

Service Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Kitchener, London, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver, Victoria.

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"Member Audit Bureau Circulations"

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, MARCH 16, 1918 No. 11

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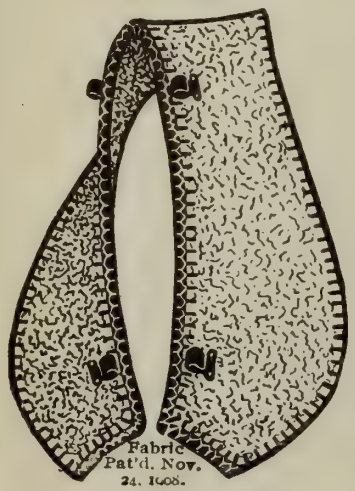
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How many horses have you saved for the Empire?

"Greater Production" is the Empire's greatest need at present. "Greater Production" means more work on the land—for horses as well as men. Every horse "laid off" with sore shoulders means a loss to the Empire, and every disabled horse that can be put back on the "active" list means a gain.



TRADE-MARK
Ventiplex
PADS

Ventiplex Sweat Pads cure and prevent gall sores and raw shoulders. Horses now "laid off" can be worked if "Ventiplex" protects the sore spots, and horses working hard every day are protected by their use. Every dealer who urges his horse-owner customers to use Ventiplex is performing mighty important service to the Empire. Save the horses and we'll accomplish "Greater Production."

Burlington Windsor Blanket Company, Limited
793 King Street West, Toronto

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Black Sheets, Canada Plate and Tin Plate.

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Galvanized Sheets

All standard sizes—all gauges
16 to 30—plain and galvanized

BAINES & PECKOVER
TORONTO

Warehouses: 98-116 Esplanade **Yards: Harbor District**

SCREWS

Plates, Plain and Chequered

185

WASHERS

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, MARCH 16, 1918 No. 11

Income Forms Must Be Filled at Once

Government Requires All To Be In By March 31 — Effect of Same on Hardware Dealer—Right to Make Proper Allowance For Depreciation — Necessity of Knowing Personal Withdrawals

NOW that the time is rapidly approaching when the income tax forms must be mailed to the Government at Ottawa there are no doubt some problems which would bear further interpretation. One of these is the definition of the term income. Forms are to be secured from the nearest post office and must be filled out by March 31. Those who may have neglected to look after this matter should attend to the matter without delay.

Definition of Income

Under the terms of the Act "income" means the annual net profit or gain or gratuity, whether ascertained and capable of computation as being wages, salary, or other fixed amount, or unascertained as being fees or emoluments, or as being profits from a trade or commercial or financial or other business or calling, directly or indirectly received by a person from any office or employment, or from any profession or calling, or from any trade, manufacture or business, as the case may be, and shall include the interest, dividends or profits directly or indirectly received from money at interest upon any security or without security, or from stocks or from any other investment, and whether such gains or profits are divided or distributed or not, and also the annual profit or gain from any other source, including the income from but not the value of property acquired by gift, bequest, devise or descent, and including the income from but not the proceeds of life insurance policies paid upon the death of the person insured, or payments made or credited to the insured on life insurance endowment or annuity contracts upon the maturity of the term mentioned in the contract or upon the surrender of the contract.

How Income is Reckoned

From the definition it is evident that profits, whether left in the business or withdrawn in the form of living expenses, salary or dividends are taxable. In other words a man in business, whether by himself or in partnership with someone else, has to reckon his total income on the following basis:

1. Amount withdrawn for living expenses whether paid out in salary form or otherwise.

2. Profits withdrawn from the business, whether in the form of dividends or other withdrawals.

3. Shares or profits remaining in the business and not divided among partners.

4. Any other income derived from any other source than that of the business such as dividends on stock, interest on money in banks or out at investment and so forth.

Unfortunately many retailers do not keep an accurate account of their withdrawals for living expenses. When money is wanted for any purpose too often the till is opened and the required amount withdrawn without any charge or accounting of the amount.

As living expenses will have to be included in the estimate of the year's income, how can a man give a certified statement of what these were when he has kept no track of same and really has no accurate knowledge. This is merely another reason why a merchant should pay himself a salary the same as he does to any of his clerks and include in that salary not only cash withdrawals but also articles taken out of stock for personal use. The result may be surprising. It may have been thought that it was costing about a thousand dollars a year to live, whereas it may actually cost twice this amount.

AMOUNTS PAYABLE UNDER INCOME TAX

Incomes exceeding $1,500 in case of unmarried persons and widows or widowers without dependent children and exceeding $3,000 in case of all others, four per cent.

Following are the supertaxes levied in addition to regular tax as above:—

Over $6,000 to $10,000, two per cent.
Over $10,000 to $20,000, five per cent.
Over $20,000 to $30,000, eight per cent.
Over $30,000 to $50,000, ten per cent.
Over $50,000 to $100,000 fifteen per cent.
Over $100,000, twenty-five per cent.

Corporations and joint stock companies pay the normal tax upon income exceeding $3,000, but are not liable to pay the supertax.



Should Allow for Depreciation

The other part of the income tax bill that is worthy of attention is the undivided profits of the business. It is only fair that certain allowance shall be made for depreciation on merchandise, on accounts and on fixtures and furniture. On the forms which must be filled out there is a space provided on page 3 for such deductions. The hardware dealer is entitled to make these deductions sufficiently comprehensive so as to put his profits on a cash basis. By this we mean that the profits of a retail business that are left in the business in the form of increased stock or fixtures should not be considered in the same light as profits withdrawn from the business in the form of cash, or as the income of the large salaried man who draws his salary every week or month as the case may be. Profits of a business should be reckoned as nearly as possible upon the realizable value of the assets of the business and the retailer is entitled to make allowance to put himself in this position. Of course this depreciation allowance will have to be clearly shown in the form sent in to Ottawa. It should be remembered that large amounts are being set aside as a reserve by all large businesses and corporations at the present time and the retailer is entitled to do the same.

"We Shall Be Victors"

So Asserts Elbert H. Gary, Chairman of United States Steel Corporation—But Present Must be Filled With Better Organization—Prepare For Keen Rivalry After War—Time Now For Economic Progress

"I AM an optimist, even in these times. There is, as always, a silver lining to the clouds which now obscure our vision. We need not despair. We have reason to be hopeful. Right will prevail over might, and reason will overcome madness. We shall be victors in the mortal combat that rages. And afterwards our country will make longer and faster strides in the struggle to maintain a deserved and satisfactory position in the ranks of nations." In these words Judge Elbert H. Gary sums up the present situation as he sees it, during the course of a thoughtful address before the Commercial Club on "Business Problems During and After the War." The opinion of this industrial leader will be welcomed at this time by Canadian business men. His speech is well worth reading.—Editor's Note.

IN the midst of the most bitter and destructive of all wars, it is appropriate that the leading business men turn attention from the absorbing and overwhelming cares of their usual daily life in order to permit a careful and sober survey of questions which affect not only the progress but the very existence of national and individual life, for the result of the pending conflict will be controlled by economic conditions. It is a time for plain and frank expression of opinion, not with a selfish fault-finding spirit, but with the desire to aid in bringing about wise action.

Germany Strongly Entrenched

From the beginning of the war there has been a lack of information on the part of the general public in the countries opposed to the Central Powers. Probably this is natural and necessary in war times for reasons not important to consider at this time. The existence of many facts is, however, well known, and from these there is cause for anxiety and fear. The most convincing circumstance from the outset has been the location of the opposing armies. As they move backward or forward they demonstrate success or failure, as a rule, regardless of individual features of a battle or a campaign. About the 20th of August, 1914, the Paris papers, whose publications were censored, made the brief statement that the battle lines on the western front were still on the Somme. This was the first information to the French public that the German forces were within fifty miles of the River Somme, and the effect of the abrupt announcement may be imagined, for it meant that the enemy was rapidly approaching the city of Paris, and this illustrates the want of knowledge throughout most of the countries. Notwithstanding, claims of progress have been made by the Allies from time to time, many of which have been justified, though others were made in a spirit of bravado or with the purpose of creating sentiment, the fearful facts remain that at the end of nearly three and one-half years the armies of Germany and Austria are fighting on foreign soil and are in the possession or control of territory and of avenues to the Persian Gulf, which, if held—considered from a pecuniary standpoint alone—would justify them in commencing and carrying on the war with all its costs and misery to their people.

Germany Would Like Peace Now

Prussian Germany is in control of the German Empire, of the Austrian Empire, of Turkey, Roumania, Servia, Albania, the most of Belgium, a large area of the best and richest part of France, Poland, and a considerable portion of Russia, a substantial section of Italy, and much other territory with large quantities of iron ore, coal and other minerals, and also food products. The natural resources under the dominance of Germany have been augmented many fold since the war commenced, and they are increasing.

The disposition and effort of the enemy have been to advance, to retain, to rob, to destroy what could not be appropriated and utilized, to levy tribute, to mar and maltreat, to intimidate and to drive from home the innocent, to defy the laws of God and man on land and sea, to laugh at reason and to mock at justice, and the general advancement on his part up to the present time has been almost uninterrupted. Naturally Germany would like to bring about an armistice, peace and settlement at once and under these conditions. She could well afford to withdraw from France and Belgium, Luxemburg, Poland, Italy, Roumania and Servia, if permitted to control Turkey, Armenia and the route to Bagdad, and with her strength, military, financial and commercial, unbroken.

Germany Still Going Strong

Germany is more virile, more efficient, more determined and aggressive than she was at the beginning of the war. As a nation, if she wins in the near future she will be stronger financially, industrially, commercially, militarily, and with a comparatively small reduction in the number of men, notwithstanding the loss of millions of soldiers. Although as to some of the statements made on the subject we may have believed them exaggerated, we have reached the conclusion that preparation for war and for a dominating influence by Prussian Germany throughout the world has been in progress for many decades. Her armies now occupy an inner position, the best and most effective for war purposes, with faces to the front, fully equipped thoroughly trained, ably officered, adequately supplied, having transportation facilities for rapid mobilization and transfer of troops, munitions and foods, ready and able to defend against attack from the outside and, by sudden and efficient advance, to take and possess additional territory. And it is a mistake to suppose, as sometimes proclaimed, that the soldiers of the enemy or their weapons of warfare are becoming less proficient or that they will not further improve. The brains, the study, experience, patience and persistence of the German character, which have resulted in the production of efficient officers and soldiers, military strategy, destructive cannons, guns, ammunition, gases, aircraft, seacraft, methods and provisions for defence, utilization of heretofore unknown materials for food and munitions, are still available and will be devoted to the production of better facilities for satisfactory offensive and defensive warfare. There will be more healthy and more skillful soldiers, even more competent officers, bigger and more destructive cannons, submarines and aircraft and safer entrenchment. Germany is not idle or dilatory.

Trying to "Russianize" Other Countries

In addition to what the enemy has constructed and will improve for physical contest, there has been built up a system of intrigue, esponiage, poisoning of the human mind, the distribution and application or use of germs of disease and physical impairment. There has been agitation tending to discredit and defy the law and to create trouble between employer and employee, and between different classes such as the world has never before witnessed and with all this goes the most malignant and unconscionable effort to destroy property and life by fire or poison or other means, and to impede and interrupt the wheels of industry. This is increasing and will continue to increase. And the Prussians have perfected a centralized, comprehensive, powerful business organization which, considering its size and ramifications, has never before been approached. Their programme boldly contemplates the subjugation of various nations separately, either by force of arms or other means. It is probable the Russian

revolution and its consequences were planned in Germany and have been financed and directed by German money and brains. She is now endeavoring to "Russianize" several other countries.

A war policy which recognizes no God, except by pretence, no law, no justice, no mercy—nothing but the right which brute force commands—has a decided advantage, physically over those whose principles are humane, honorable, Christian. These antitheses are represented by the opposing military forces of the pending struggle. Up to date the armies of the enemy have not only been victorious, but they believe themselves to be invincible, and this adds to their strength and efficiency.

Facing the Facts

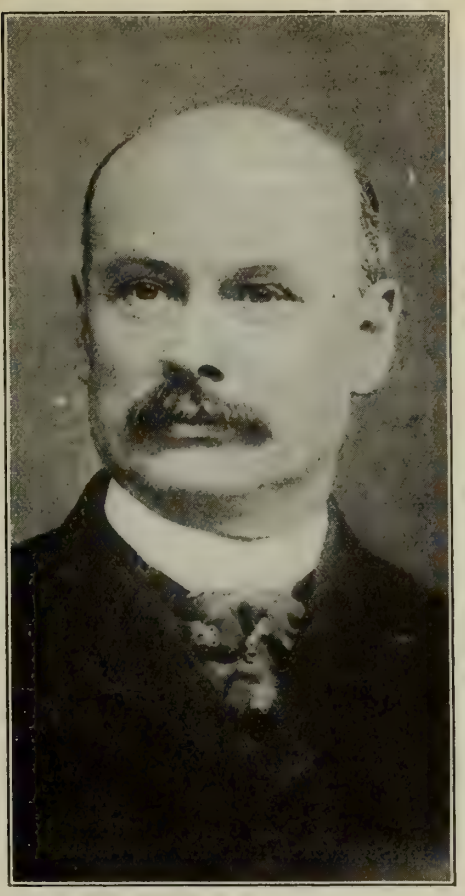
We are appalled, though we are not stunned by these conditions. Our determination is unshaken, our teeth are set. We have been forced into the war and we are fighting in self-defence. So far as we are concerned it is a combat between Prussianism and Americanism, between might and right. Considered by themselves, the existing conditions are not pleasant; they are dangerous though not desperate, they compel one to fear Americans are confronted by a long and ruinous war, destructive of life and limb and of mental, moral and physical health, devastation of property and diminution of wealth.

This picture of war conditions, as presented, is not pleasant to look upon but it is not exaggerated and it stares us in the face. We have been slow and stupid, or at least indifferent. We have not realized and do not yet realize the full extent of the dangers which threaten us, and in this respect there is little difference between the citizens of the various parts of the United States or of any locality. Our country as a whole, including the several branches of government, does not yet appear to appreciate that in order to win in this war it is necessary to appropriate every ounce of energy, every dollar of wealth and every atom of skill within reach, to be drawn against when needed, and to offer every sacrifice, even of personal opinion or pride or desire for advancement of the interests of individuals or political parties. Of course every one has decided that every other person ought to subject personal ambition to the demands of the public welfare, but larger numbers go no further. This includes you and me, and it does not exclude others occupying more conspicuous places in the nation's registry. But this is only one side of the canvas.

Primary Essentials to Victory

If we are going to continue in the war against Germany, with all her power, we may well ask ourselves what is necessary for a defence against this modern monster of despotism, tyranny, destruction and oppression, and also whether or not we are able to meet the requirements.

The primary essentials to victory are food, transportation, arms, barracks, aircraft and seacraft, munitions, fuel and men, and also money to pay the cost of



ELBERT H. GARY
Chairman United States Steel Corporation.

providing all these elements of strength. And of greatest importance is an organization competent to co-ordinate and systematize all the forces within reach. It is requisite that each of the allied nations, and of all of them combined, be possessed of such an organization and system, but just now we are considering our own country by itself.

Against our desire we were finally forced to become a party to the war, and now we shall be compelled to carry a very large part of the war burden.

Can Raise Food for 300,000,000

As to foodstuffs, the United States is capable of producing continuously sufficient quantities of all the essentials for health and vigor required to support three hundred million people, and that without adding materially to the present facilities. Because of extended latitude, diversity of climate and soil, we can raise every variety of grain, vegetables and fruit needful for the armies or for civilians. There are many things to be considered in the attempt to accomplish these results. The most scientific methods under the general supervision of the Secretary of Agriculture and his aids, the best tools and machinery and the application of demonstrated rules for propagation and protection are requisite. There is no reason why the crops should not be as large per acre in this country as in the best sections of other countries.

We can produce meats of all kinds in increasing abundance, beef, pork, mutton, fowls and fish, provided advantage is taken of the latest discoveries for the prevention of diseases peculiar to the different species, which have heretofore caused destruction but are now well known and may be overcome.

Eggs, milk, butter and cheese can be furnished almost without limit.

Shibuilding Materials Ample

Transportation on land and sea is of high importance so far as the support of armies is concerned, and ships are the first to be considered at present. The raw materials in this country desired for shipbuilding for the next one hundred years and more are ample, and the tonnage capacity completed or to be finished within a short time will alone exceed the average destruction during the last year of ships belonging to the Allies. If necessary it can be doubled within twelve months. Railroad facilities, though deficient in many respects, are in much better shape than shipping. More engines, cars and tracks must be supplied, but there is no lack of raw materials.

Of ores, fuel, coal, wood and oil and all other raw material there is no shortage.

That this country has enough money, or its equivalent, to cover all requirements, there is no question. The approximate figures have often been published. We have one-half of the gold and two-fifths of the wealth of all the nations. Our productive capacity is far in the lead of all others. Our credit is unlimited and always will be if we triumph in this war and if we make the most of our opportunities. Plenty of money can be secured by taxation and by the sale of government securities at reasonable rates, if good and discriminating judgment is used after consulting competent bankers and other business men.

Labor is scarce and growing more so, although there are employed large numbers of American women who are doing their full share in both civil and military lines of activity in accordance with their strength.

Better Overspend to Prepare

Now it is manifest that in order to render the assistance that is asked of us and which seems to be imperative, we must have more and more men for soldiers and workmen, skilled and unskilled. We cannot produce the quantities or amounts demanded unless the number of men is materially increased, nor unless all who are willing to work are permitted to do so to the extent of their reasonable capability and desire. There is a shortage of labor in the shops, the factories, the mines, the office. Production even up to the present capacity cannot be secured unless more workmen are employed. And for the building of increased productive capacity and for the operation of the same, additional men must be procured.

We may be excused for having been slow in getting ready for defence against unjust attack, even since August, 1914

but there can be no justification for failure in the future to push vigorously and without unnecessary interruption in every department of the Government preparation for assisting the allied forces to carry on and to win the war by the utilization of everything that is valuable for war purposes. Expenditures had better be too large and preparations overdone than to risk the danger of neglecting to provide any single item that might add to the military strength of the aliled forces.

Labor Situation Serious

The weakest spot in our situation is lack of sufficient production of the things that are vital to the life and strength of the armies, which might be obtained except for the scarcity of labor. It would be unwise, nay unpardonable, if this shortage shall not promptly be remedied. This question at present is of commanding import.

This country has an advantage over all others in time of war or peace by reason of her natural resources and accumulated wealth, but it is not of full practical value unless the agencies for production and use are sufficient. To the extent that workmen are lacking in number to a corresponding degree are wealth and raw materials without value. It is questionable whether, when an abundance of ships are built there will be trained men and machinery in ample numbers and quantities, and in the case of battleships, adequate supplies and munitions.

The labor question is one which employers are sometimes reluctant to discuss for fear of misinterpretation of motives, but in war times every question which bears vitally upon the conduct and termination of the war should be considered frankly and fairly by the employer, the employee and the public generally. Each is equally interested. Each is entitled to protection and the rights of none should be neglected, although the necessities of the general public are always of primary importance.

Lest anyone might conclude that I have in any respect changed my views as heretofore expressed concerning labor generally, I may be permitted to say: Workmen should always have fair, just and liberal treatment. They should be paid good wages, taking into account the service rendered and all conditions which reasonably apply. The welfare, safety and health of the men and their families should receive careful attention by employers. Relief funds for the results of accidents or old age should be established. All men, of all grades, ranks and nationalities, should be permitted to work when and where they please and on terms that they agree to. The laws should impartially protect both capital and labor and permit imposition or abuse by enither.

Efficiency and Abundance to Save Men

The precarious conditions already adverted to compel the United States to do everything within its power to bring the war to a speedy and victorious close. We insist our soldiers shall not be placed in the trenches or on the firing line unless and until they are completely hardened, trained and equiped, and that they shall always be furnished with sufficient supplies to protect them and preserve their health. The fathers and mothers of this country have given their sons in defence of our beloved land. These men are entitled to every practicable effort on our part to assist them, and this without one moment of unnecessary delay. Efficiency, abundance and promptness will save millions of men and billions of money.

To the extent needed for the purposes named, the United States should immediately, under proper conditions and reasonable restrictions, draw from the islands of the sea and from oriental countries, enough men, including soldiers and sailors, to meet every emergency. There would be no difficulty in obtaining within a short period large numbers of strong, healthy, intelligent, loyal men for civil or even military duty, and the number could be increased from time to time as required. All who are acquainted with the facts know that we need more men and that we can get them if we are so disposed. If legislation is requisite Congress should act without delay.

Delay Dangerous

There may be, there already have been, objections to the admission of certain nationalities, even temporarily and under carefully considered restrictions. These have been persistent, especially by foreigners who heretofore have settled in this country.

But the thing to do first is to win the war; to stop the spilling of blood, the destruction of the lives and health of our noble and loyal men and the unjustified depletion of our resources. We can discuss and properly decide other questions later. If we now delay we may not have the opportunity to consider the other matters.

And still, if objections are raised and discussed, they can be fairly met, and with good reasons, in addition to the one of war's necessity, which is undebatable. At any rate they are not fundamental nor of much consequence by comparison.

Greatest of All Business Undertakings

The Government of the United States is now engaged in the greatest of all business undertakings. There has never been anything like it. It is a venture that may well cause anxiety and fear on the part of those who are responsible. There is always possibility of friction in the wheels of the machinery. There is danger of extravagance, waste, neglect, hurtful delays, unnecessary antagonisms between departments or individuals, wrongful interferences with each other or with private management. The wonder is that irretrievable blunders of great magnitude have not already been made. It seems apparent that such an organization and system as have been suggested are being perfected. The people of this country are confidently expecting it and would not be satisfied with less.

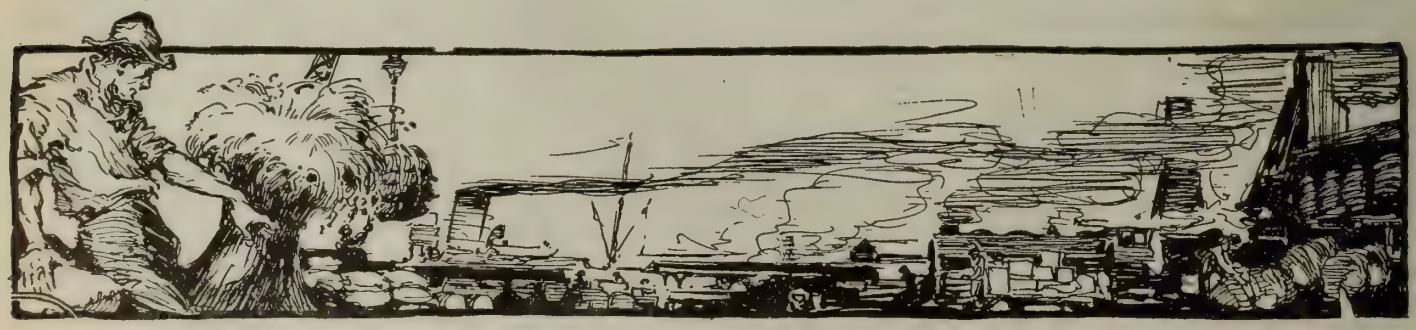
Presumably those in authority are taking counsel of the ablest and most experienced men in order to reach decision and determine action. Advice from the wisest and most experienced, whether adopted or rejected, is of the highest importance in any great organization.

Conservation and proper application of our resources, with discrimination and wisdom, are of immediate concern. For instance, it would be a grave error to deprive our citizens of enough fuel to keep them alive, or our manufactories from raw or semi-finished materials indispensable for the full production of the things required for war purposes, while, at the same time, permitting public places, such as theatres and other buildings, devoted to amusement, and even churches and schools, to remain open by the use of these things which produce heat and light. There are hundreds of cases where this argument would be pertinent.

No Grounds for Pessimism

If we conclude that the means of victory within a comparatively short time are within reach, then there is no ground for pessimism as to the long future. If we prepare, even over-prepare for a long and desperate war we shall only have done what ordinary prudence requires. It is to be sincerely hoped that the war will end suddenly as it may for reasons we do not see, and that hundreds of millions will eventually prove to have been unnecessarily expended, that, in acting on the safe side we have gone further than we would if the future had been known.

We believe the war will end vic-



toriously for the allied forces within two or three years, we hope in a much shorter time. It could not terminate in favor of the other side within a decade, for with all the means at our command we would fight for that period or longer before we would submit to the despotic rule of an autocratic tyrant.

So sure are we that we will be perfectly organized, that the management will be of the highest order and that the war will be brought to a successful conclusion, we are justified in considering with care and anxiety the world's business affairs growing out of and following the war.

Laws for Protection of Industry

First of all the nations will have constructive laws for the protection of industry, for the fostering and promotion of legitimate enterprise, for freedom in the application of brains, and in the use of capital to the full extent necessary. Everything requisite to victory in the international contest for financial and industrial position will be permitted by legislation.

And there will be plenty of ships with ample power and speed, well manned and supplied. With liberal rules and regulations they will be prepared to transport at lowest rates, and ready to engage in the export and import business, which is desirable and profitable. There will be organization, system, intelligence and dogged persistence, stores, offices and warehouses located at the best points throughout the world, all devoted to the most important branch of a nation's progress and prosperity. No stone is now or will hereafter be left unturned to the neglect of the largest measure of success.

An Eye on Future Trade

The necessities of the war, while it continues, will not be minimized nor neglected; they are and will be of principal importance, but they do not hide the one most consequential question of providing food and raiment and shelter after the war. These countries, respectively, will have the moral as well as legal right, as it will be their national duty, to act selfishly, to disregard, so far as may be legitimate, the pecuniary interests of all other countries. There is little doubt England, our very good and valuable friend, through chambers of commerce or representatives, is planning for her commercial future, even in extreme rivalry with the United States, her friend in equal degree. In a recent address Sir Albert Stanley, President of the Board of Trade, said the English Government was giving serious attention to the trade problems which would confront England after the war; that America would then find a stronger and keener competitor. And the same is true of Japan, our firmly established friend and business coadjutor. Germans in large numbers have been acquiring substantial property interests in Mexico (and probably in other countries on this continent) during the last year. Undoubtedly the German people have completed large numbers of mer-



chant ships for use after peace is established. Whatever the result of the war may be, Germany will be ready to engage in a vigorous contest for overseas trade, even extending into the United States. As she prepared for war, so she is preparing for peace.

Preparation for Keen Rivalry

What is being done, what will be done to place and to keep the business affairs of this country, domestic and foreign, up to the standards of other countries? Naturally, we have a decided advantage over others in wealth and resources. We can continue to be the leader, financially and industrially, if we only will. Our business men, while devoting their attention, time and money to the military requirements of the country should have in mind preparation for the future. It is their duty, as it is their right, to deliberate and then to offer suggestions. Everything possible should be done by us to assist the Allies during this war, and every reasonable preparation should be made for the protection of our industry in times of peace.

Time for Economic Progress

We shall be met with the fullest preparation and the fiercest competition on the part of others, and we must likewise be in condition to protect our interests and to push our claims for a fair share of the world's business; in fact, such parts of it as, by reason of geographical locations or otherwise, naturally would come to us if ready and prepared to absorb it. There will be an opportunity for economic progress, which, if neglected, may never return; surely not within the near future. Our rivalry will be keen and aggressive, but it will be fair and reasonable. The same attitude on the part of our competitors we shall have the right to demand. And whenever they seek to co-operate with us, then, so far as compatible with the principles of equity and propriety, we ought to reciprocate.

It is to be hoped the supplies of this country, men or property, will not be used to our detriment, for the main purpose of benefiting any other country or countries during or after the war.

Legislators, as well as business men should, even now, give heed to future trade problems, for of great importance is legislation which will place our country on a parity with all others in the protection of our domestic trade and the extension of our foreign commerce. Foreign trade is beneficial to all countries. It furnishes necessary supplies, and it also provides an outlet for surplus products. It has a decided influence in maintaining stable and fair rates of international exchange, and it affects the amount of gold reserves. Other governments will, by legislation, aid, in every proper way, their business interests to expand and prosper—many have already arranged for this; and our Government should do likewise. An intelligent person seeks opportunity to profit by the experience of others.

Abundant Facilities Needed

And all this applies with equal force to a post-war period. To occupy a proper place in the world's economic forum, our country, by a wise policy, should permit, and even encourage, the building up and maintenance of wealth and of production and transportation capacity proportionate to the great and increasing resources of the country as compared to other countries. Abundant manufacturing and transportation facilities on land and sea and lakes, supported on a living basis, ably and properly managed by private interests, are what a prosperous country should have.

During the last decade or longer the policy of the United States has not been favorable to conditions which at present are deemed wise, proper and necessary.

We Shall be Victors

Therefore I am an optimist, even in these times. There is, as always, a silver lining to the clouds which now obscure our vision. We need not despair. We have reason to be hopeful. There is sunlight beyond. Right will prevail over might; and reason will overcome madness. We shall be victors in the mortal combat that rages, and afterwards our country will make longer and faster strides in the struggle to maintain a deserved and satisfactory position in the ranks of nations. The business men of the United States, in the management of their affairs, have reached a high level of efficiency and moral excellence. They are at present of incalculable assistance to the government and they may be depended upon to do their part in restoring the world's equilibrium after peace shall be proclaimed. We are proud of our country. Let us continue to give our country reason to be proud of us.

Does Jobber Help Meet Mail Order Competition?

United States Hardwaremen Discuss Points at Convention in Boston—Jobber Secure in Some Places—Some Stores Train Employees

EFFICIENCY of employees was one of the subjects which the recent survey of the National Retail Hardware Association, covering twenty-one States, undertook to cover at the Boston convention held during the month of February. An attempt was made to grade the efficiency of the workers, and 1,266 out of 1,912 dealers reported their forces efficient. This is substantially the number reporting special activities to train employees, while the number reporting "no training" of employees nearly corresponds to the number of "fair" and "inefficient" store crews. In 392 stores personal instruction is given; in eighty-one there are store meetings; 107 have "talks," 109 supply trade papers, and 10 send their men to conventions.

Cost of Doing Business 17 Per Cent.

The average cost of doing business was found to be 17.242 per cent. of the capital invested, and 891 stores out of 1,795 kept their cost below the average, 126 doing business at a cost of less than 10 per cent. of the capital stock. A score of concerns running their cost up to between 30 and 40 per cent. brought the average cost to a rather high level, and it is a fair assumption that cannot be tested by material in hand that the high cost comes within the group reporting "no special training" and "lack of efficiency" among the employees. Both the highest and the lowest costs are found among the smallest concerns, ranging from 4 to 37 per cent. This range in cost of doing business grows smaller when the medium-sized affairs are reached. Among the concerns capitalized between $50,000 and $75,000 none reported a higher cost than 24 per cent. and none lower than 7 per cent., while above $75,000 the cost went as high as 26 per cent. and as low as 6 per cent.

Effort to Eliminate Jobber

Another vital topic brought under discussion by this survey of the hardware trade is the position of the jobber. Within the trade there is an effort to eliminate him by the creation of co-operative trading, whereby the retail dealers pool their buying strength in a community. The bona-fide jobber in the hardware trade has come under the scrutiny of the survey. Does he help meet the catalogue house competition? That is a vital question with the retailers, but in that respect the jobber was not found to rank very high, for 1,405 stores reported that he is of no help and only 230 had found him to be a decided help; 144 more were willing to concede that he was not wholly useless to them. The 230 who had found him helpful reported that he could secure better prices for them, produced better goods, gave better service and advertised the goods. In 1,774 stores answering the questionnaire relative to jobbers' special brands there were 762 that featured these brands either because of quality, exclusive sales, guaranty, prestige, service, demand, better profits or because these jobbers' special brands were well advertised.

Amount Set Aside for Advertising

In this connection it might be mentioned that advertising expenses are not inconsiderable in the hardware trade, and it appears that many of the retail dealers allow for this purpose definite percentages of their sales up to 10 per cent. It was a small number that went as high as 10, but many make it 5 per cent. of the sales, still more make it 2 per cent, and the largest group makes it 1 per cent. Nationally advertised goods were reported to be increasing in demand, according to the experience of 835 stores, whereas 796 stores were unable to report any increase through that specific source.

Jobber Secure in Some Places

Especially in New England the jobber is assured and his position. Densely populated districts require many stores, and these stores cannot afford to carry a complete stock in sufficient quantities to meet all demands and they cannot deal directly with all the manufacturers whose goods they carry, so they look to the jobber to keep them stocked up. It is true that his intervention as a middleman adds an item to the cost of handling, but it is equally true that if he were eliminated it would cost the retail dealer still more to secure his goods from the manufacturers with sufficient promptness to give such service as customers demand on a competitive market. It is to squeeze out the jobber that the dealers in some communities are forming their co-operative buying agencies, but they are only a small factor in the market as yet.

Watch Out for the Wine Measure

Its Use is Banned and Inspectors Are on the Warpath—The Part of Wisdom to Look Over Stocks and See That Nothing Illegal is Carried

AS NOTED some little time ago in these columns the United States liquid measure or wine measure as it has been known is under the ban.

J. J. McConvey, inspector of weights and measures, advises CANADIAN GROCER that there will be immediate action on this matter and that any one selling goods under this measure will be charged with a breach of the act. Conviction on this charge involves a fine of $20 for each offence.

This ruling has been in force for some time, but there has been a laxness in its enforcement. As a result there has grown up a feeling that these wine standards are actual legal measure, and many a merchant is handling them in all good faith. That, however will not be a sufficient plea to protect against the result of any infringement of the act. The department has given full warning of their change in attitude, and inspectors have been called upon to carry out the strict letter of the law.

It would be a wise move under the circumstances for the merchant to go over his stock and make sure that there is nothing on his shelves that would come under the condemnation of the terms of this order, for if he does not the chances are that he will be a poorer, and it is to be hoped a wiser, man, for this regulation having been brought sharply to the attention of the department's inspectors, it is only natural to suppose that they will be keenly on the alert for any infringement of this particular law.

Any goods put up in the United States in liquid measure will probably be in that measure, while there have been a good many cases when Canadian goods have also been put up in this measure. It looked well to call the container a gallon, and it was more or less profitable when this gallon was 20 per cent. short of the gallon standard. It has grown too common a practice and the lid is to be clamped down.

These are the points to remember:

The sale of anything in Canada by Wine Measure is illegal.

The offering for sale of any goods of which the contents are solely marked in some unit of United States Measure is illegal, e.g., "1 Pint U.S.A. Standard."

Representing unmarked container goods as pints, quarts, etc.. when their contents are actually United States Measure (Wine Measure)is illegal.

Packages and container goods may be put up and sold without any reference to the measure of the contents, or the contents may be indicated by weight in pounds or in ounces, but if any reference whatsoever is made to the contents by measure IT MUST BE IN DOMINION MEASURE.

And here is the section of the law that bears upon this question:

"Weights and Measures Act," Chap. 52, R. S., 1906, provides as follows:—

Sec. 24. Every contract, bargain, sale or dealing made or had in Canada, in respect of any work, goods, wares, or merchandise, or other thing which has been or is to be done, sold, delivered, carried or agreed for by Weight or Measure, shall be deemed to be made and had according to one of the Dominion weights or measures ascertained by this Act, or to some multiple or part thereof, and if not made or had, shall be void, except when made according to the Metric System.

Sec. 60. Every person who sells by any denomination of weight or measure other than one of the Dominion Weights or Measures, or some multiple or part thereof shall be liable to a penalty not exceeding twenty dollars for every such sale.

TO HOLD CLEAN-UP DAY FOR BICYCLES

The immediate result of the reorganization dinner of the Toronto Bicycle Dealers' Association at the Carls-Rite Hotel, on Thursday evening, March 7, was the decision to hold a clean-up day in the local bicycle trade. The bicycle merchants present also decided to proceed with the drawing up of a suggested repair charge list, and special emphasis was laid on the subject of price suggestions this year because of the unsettled state of the market.

At the suggestion of Percy A. McBride, it was decided to petition the Government for some relief from the order which prohibited the use of any electric light in store windows. This order had been enforced in Ontario for the past two months, and the bicycle merchants were losing a great deal of business, particularly with the spring revival in sales.

Thirty-six members of the local trade were present at the dinner, and some very fine addresses were heard from a dozen speakers. In an impressive declaration President R. G. McLeod stated that he was determined to stamp out the petty jealousies which had been hampering the local bicycle business for years. He was also going to do all in his power to have better and brighter bicycle stores in Toronto. Some were exceptionally clean establishments, but he was actually ashamed of the others.

B. B. Halladay referred to the necessity for mutual confidence, and he pointed out that every dealer should make it a point to clean and change his windows at least once each week, regardless of the shortage of labor and the rush of business. A. E. Humphrey declared that the bicycle business was a profitable one, but general improvement could be made in store management. Few dealers knew the cost of goods, and only a few really kept books. Many were not securing a fair margin of profit. George E. Grove, past president, thought that a local association was more necessary this year than ever before because of so many price changes. Walter Andrews declared that it was the small dealer who benefits most through an association because he is able to learn the ideas of the big men in the trade. Secretary W. M. Gladish urged that dealers should "talk bicycle" rather than talk about their competitors or about rival lines. If a dealer minded his own business properly he would have no time to meddle in the affairs of others.

A committee was appointed to draw up new suggested repair prices. The next general meeting was called for Thursday, March 21. A special trade expert will be secured to address this meeting.

JAPAN PREPARES TO MAKE "FIREPROOF" CELLULOID

Anouncement is made by the Bureau of Foreign and Domestic Commerce of the United States that it is in a position to give information of the Japanese firm which is making a so-called incombustible celluloid in Tokio. Consul-General Scidmore reports that correspondence received in Japan indicates considerable American interest in the substitute for celluloid, which has been invented by a professor in a Japanese university and for the manufacture of which a company has been organized. The factory buildings are now in course of construction, and it is planned to begin in April of this year, or soon after, the manufacture of waterproof cloth and composition tiles, buttons and insulators. As soon as machinery ordered in the United States arrives the manufacture of imitation leather, linoleum, stained glass, marble, lacquers and varnishes will be started. Patent rights have been obtained for the process in Japan and have been applied for in Great Britain, France and the United States. The product is not perfectly fireproof, but it does require considerable heat to kindle and it burns very slowly.

WILL SAVE $600.000 BY ARRANGEMENTS FOR TINPLATE

It is stated now that arrangements have been made which will permit of Canadian food packers securing a fair share of the available tinplate that will be required for the pack during the present season. Representations that have been recently made are likely to have been resultful.

The price paid in the United States at the present time is around $7.75 per 200 pound box, and this will be made the basis for the Canadian prices, it is said. Certain other charges will require to be added to this figure of course.

Purchases will be made by the Ottawa Government in accordance with the requirements of the various canners. A list of the requirements will be prepared and collected from all those entitled to allotments and the tinplate will be distributed in due course as received.

In making these arrangements it is expected that the amount of saving which can be effected will reach at least $600,000, and this may help to increase interest in production—a most vital thing the coming season.

Since the announcement in HARDWARE AND METAL last week to the effect that supplies of tinplate would be available for Canada, the information has appeared in the daily papers.

NOW IN NEW PREMISES

The Wrought Iron Range Company have moved into new premises at 149 King Street West, Toronto, where they have added 800 square feet additional to their showroom space. The new showroom and store is just east of their former location. An additional two stories have been added to the new location at the rear. The showrooms have been refitted through with mahogany showcases. One of the advantages in their new location is to give them connection by archway with their factory in the rear. A W. Caldwell, manager of the company, is an enthusiastic member of the King Street Improvement Association which has recently been formed. Mr. Caldwell has the distinction of taking out the first membership in the association.

Store Windows May be Lighted Saturdays

Some Improvement of Conditions For Users of Hydro Power —Power Controller Makes Change in Answer to Merchants' Appeal

THE regulation requiring the users of Hydro power to discontinue the use of window lights in their stores, and to maintain only such entrance lights as were necessary for safety, proved such a burden, and had such a disastrous effect on business in many districts that, as was reported in HARDWARE AND METAL recently, energetic representations were made to the Power Controller by the Retail Merchants' Association, pointing out the hardship and actual loss that was entailed by the regulations, and asking for some alleviation of these conditions.

As a result of these activities some slight measure of relief has been obtained. The usual store window lights may be maintained in stores on Saturday nights until the time of closing.

This change, while it is not by any means as far-reaching as might be hoped, will be of some assistance. The change asked for was that stores might be permitted to have some light in their windows and curtail an equal amount from the store lighting proper. This request was not granted, however, in full, and the permission to light the store windows on Saturday evenings is the best change in conditions that it has been possible to obtain to the present.

EDITORIAL COMMENT

DAYLIGHT SAVING VERY NECESSARY

IT IS to be hoped the Dominion Parliament will pass without delay the daylight saving bill which Sir George Foster has given promise will be brought before the House. This should be one of the first things to receive the attention of Parliament when it meets this month.

There is an overwhelming sentiment in favor of the daylight-saving scheme when carried out in a national way. Last year the efforts along this line were local and were confined to certain districts. The trial was sufficient to prove that it would be a popular measure if adopted throughout Canada. The only way to have it adopted by the country as a whole is to have Parliament take the initiative in the matter.

A very cogent reason why daylight saving should be adopted in Canada is given in the report of the English Parliamentary Commission, which investigated the practical operation of the plan in Great Britain and shows there has been an important and highly significant decrease in the percentage of accidents as the result of the change. It is asserted the greater percentage of accidents in industrial establishments occur during the latter part of the day, and are traceable to fatigue and poor lighting.

Hardwaremen will be quick to perceive that the campaign for production will be assisted by daylight saving. This should mean increased sales of gardening tools.

The United States Congress has under consideration a bill to make daylight saving effective for five months from April 1. Great Britain already has it in practical operation. France also has adopted the plan. Canada cannot afford to be backward in this movement.

WILL STEEL PRICES BE LOWER?

THERE is much interest manifested in the new prices which are to be fixed by the War Industries Board of the United States. The period over which the present prices extend expires on March 31. It is asserted the War Industries Board is of the opinion that prices should be lower. The United States Steel Corporation, it is understood, has shown commendable patriotism in being anxious to produce for the Government at present prices.

Many of the independent steel mills have asserted that the question of price fixation involves the very existence of some of them. They assert that lower prices could not be made effective without crowding them to the wall. They are of the opinion that higher prices should prevail if any change is made.

It is pointed out that the production of all the steel plants is urgently needed at this time. The advantage which the Steel Corporation has lies in the fact that it controls large sources of supply, of raw materials, including ore, limestone, coal, coke and to a considerable extent transportation. Independents, on the other hand, have to go into the open market to purchase these commodities.

It is anticipated the price will be fixed for a period of from three to six months dating from April 1. Manufacturers and others in Canada will watch with keen interest the outcome of price fixing on steel products.

SCARCITY AS A RESULT OF FIXING LOW PRICES

THE fixing of prices too low, it is now admitted by the *Daily Mail*, London, has resulted in scarcity in England. It further admits that officialdom has blundered because it would not take the advice of the merchants or utilize their organizations or the existing distributing agents. It says:

"Mr. Havelock Wilson, the merchant sailors' spokesman, who has never been afraid to say what he thinks, made a day or two ago a statement of great interest. He said that after going up and down the country for the past four months he had been unable to find the "starving poor" who are the staple just now of a good deal of loose talk.

Mr. Wilson, we believe, was right. So far it is not the poor who have been hardest hit by the war, but the middle classes, the people with fixed salaries and incomes that are no larger than before the war. They have suffered, and are still suffering, proportionately, more than any class in the community, and they are suffering in silence.

Of course the Food Controller cannot legislate for them alone. His function is to make food as plentiful and as evenly distributed among all the people of the British Isles as circumstances permit. Roughly speaking, that can only be done by encouraging production. But the Ministry of Food has never, apparently, made up its mind whether abundant supplies or artificially lowered prices were the goal to aim at.

Fixing prices too low results in decreased production. In instance after instance—beef, rabbits, beans, butter, are cases in point—the Ministry seems to have fixed maximum prices at figures that have scared away producers and importers and diminished supplies. That looks like tackling the problem at the wrong end. Given a stimulus to production and prices can largely be left to take care of themselves. But nothing can undo the mischief of a policy that under the pretext of cheapening food really operates to drive it out of the market.

Where officialdom has blundered in this matter it has usually been because it would not take the advice of the merchants or utilize their organizations and the existing distributing agencies. This was very clearly shown in the recent report of the Commercial Committee of the House of Commons. The manufacturer has been comparatively well treated by the government, though there is nothing he looks forward to more eagerly than the day when he will be free from the fetters of bureaucracy. But the merchant has been cold-shouldered and frequently boycotted; his desire to be of public service has met with a grudging response; and many of the mistakes in the handling of the food problem have been due to a failure to make the most of the expert knowledge that was ready to hand."

Current Events in Photograph—No. 11



A MAMMOTH FIGHTING AEROPLANE

ITALY has been well in the van of the discoveries in aeroplane construction. Here is one of the newest developments of this marvelously developing science. This great battle plane will help the Allies hold the line in North Italy. It is known as the Caproni Triplane. These three planes differentiate it from the well-known biplane type that has grown so familiar. Its great wing spread gives it an enormous lifting power. The size of this giant fighting machine may be judged from a comparison with the scouting machine on the right.

GERMANY CORNERING PLATINUM

Germany is taking advantage of the peace negotiations with Russia to buy up every available ounce of platinum, according to advices received by the United States Government. Officials said to-day that undoubtedly the Germans were badly in need of the platinum, but their intention doubtless also was to keep the United States and other allies from obtaining the important metal.

The Germans were said to be paying any prices asked without haggling.

Competition for platinum among the nations has become one of the keenest commercial struggles of the war. Officials say it is one which affects the war programme most vitally, for without it munitions and many kinds of delicate electrical instruments essential to war machinery cannot be made. Tanks are immobile without platinum for contact points of magnetos, and signal instruments are dumb without the metal.

Supplies of platinum in the United States amount to between 25,000 and 50,000 ounces, most of which will be taken over by the Government under the commandeering order issued recently. While that amount seems sufficient for present needs the country is short of iridium, a constituent metal of platinum, which it is used to harden. There is not an ounce of iridium for sale in America to-day. Last sales of iridium were made at $185 an ounce and of platinum at $90.

With Russia, the world's principal platinum market, closed by German control, the use of platinum for jewelry is expected to cease after present stocks in the hands of manufacturing jewelers are exhausted. Those stocks have not been taken over, one reason being that approximately 8,000 men in New York and Newark depend on platinum work for livelihood.

The possibility of increasing American production of platinum is being studied in the emergency. Heretofore, Nevada, California, Utah and Oregon have turned out about 750 ounces a year, which geologists believe can be increased to 3,000 ounces.

COAL SHIPMENTS INCREASE

Reports on the movements of freight cars during January and February show that for the six weeks ending with February 17 the Canadian railways hauled 4,314 cars more from the frontier than they had hauled in any previous six weeks from the same district. If it is assumed that 50 per cent. of this increase consisted of coal cars the amount would mean an increase of coal hauled into Ontario of approximately 2,500 tons a day. Weather conditions have been a very material factor in affecting the movement of freight, the number of cars varying from day to day according to the prevailing storm conditions.

High Record Set by Seed Prices

Corn Practically Unprocurable and Red Clover Prohibitive in Price—Bad Weather Conditions, Resulting in Short Crops, the Cause

THE seed situation this year is rather a serious matter. Faced with the need of maximum production, seed products are in many instances exceptionally scarce; in some one or two important instances almost unobtainable; and in practically all important varieties appreciably higher in price.

Probably the most serious situation of all is that of corn. The excessive rain of the early season was a serious element in corn situation, this followed by early frosts practically ruined the crops. Moreover, the enormous production of the United States was also badly hit by frosts, so that only a very limited proportion of it is fit for seed. Moreover, the United States Government has placed an embargo against its export. It is early yet to state definitely what effect this embargo may have. It is possible that there may be more seed corn in the United States than will be required for the American farmer. In that case there is a possibility that there may be some corn available later in the season. This is a far-away hope, however, and there is no great amount of faith placed in this forlorn chance. One seed authority states that there will be in the Province of Ontario only one-third the usual sowing of corn for seed purposes, and there is not much chance that conditions will be better in the other provinces.

Ensilage Corn Available in Small Quantities

Ensilage corn, which, of course, was also a failure in Canada, is being obtained in small quantities from the United States. The supplies available from this source, however, are very limited, indeed. All corn coming from the United States is consigned to the Canadian Government Purchasing Board, and by them distributed to the seed houses. That is a rather roundabout method that involves a good many difficulties and only a nominal profit, as the seed houses are only permitted to get 5 per cent. profit on car lots and 7½ per cent. on less than car lots.

Red clover is almost prohibitive in price. No. 1 is quoted at $42 to $43 per hundred, and No. 2, $39 to $40. Even at these figures there is little anxiety to sell, as stocks are almost unobtainable, and some seed houses are not even quoting, but are merely selling on day-to-day prices. There is a possibility that as the season advances some of the primary holders of red clover seed may become panicky, and there may be a slight decline, but conditions are such that no very substantial decline is even within the realms of possibility. One well-informed seedsman states emphatically that he does not expect to see red clover go lower than from 38c to 40c a pound at any time this year, and it is possible that it may not touch those figures.

There is a very strong probability that these price conditions will prevent many farmers from sowing this seed. This possibility seems to be borne out by the fact that there has been a substantial increase in buying of other seed where prices are not ranging so high. Both alsike and timothy are available in good quantities at reasonable figures, No. 1 alsike selling from $26.50 to $28, and No. 1 timothy at $12 to $13. Also there has been a largely increased demand for alfalfa, which sells at 22c to 26c a pound. Sweet clover, too, is in unusually good demand at a price of from $29 to $30. It is expected that there will be an increased sowing of these lines and a very limited sowing of red clover.

Root Seed at High Figure

In root seeds the same conditions prevail—a pronounced scarcity and abnormally high prices. Turnips probably head the list. Here, again, the failure of last year's crop is largely to blame, while short supplies on other markets make it next to impossible to make up the deficiencies. There were no turnips to grow for seed this year, and as a result there is a famine in this product. Moreover, this is not a temporary situation. It is generally believed that it will take three years to again build up a necessary supply.

Turnip seed in small quantities is selling at from $1.25 to $1.50 a pound; beets and mangolds range at 65c to 70c a pound; carrots at from $1 to $2.25.

Parsnip and Onion Seed at Record Figures

White beans are at from $10 to $12 a bushel. Parsnip is exceptionally high at $2 a pound. The same applies to all grades of onion seed, which are selling at $4 to $4.50 a pound.

Garden seeds are in a trifle better situation; at least they are available. Lettuce is at about $1 a pound; beans, 30c to 35c, and garden corn at prices ranging from 20c to 30c a pound.

There are, of course, a number of conditions accounting for the unusual situation in seeds this year. The unsatisfactory weather of last fall is, of course, the most important. This applies not only to Canada, but to the United States as well. Then, of course, railroad congestion has added another difficulty that has been hard to overcome, while the natural curtailment of the sources of supply on account of the war has limited the possibilities of compensating for a poor crop in one section by a better one in another.

Generally speaking, there is little likelihood of any better prices than those mentioned on this page, though it is possible that there may be a slight weakening as the buying season draws to a close.

Is There Hardship in Scrap Metal Embargo

Dealers Can Sell For More in Canada Than They Would Get in United States—Simply Measure to Keep Supplies in Canada

ANNOUNCEMENT was made from Ottawa during the first part of present week that an embargo had been placed on shipment out of Canada of supplies of scrap iron with a view to conserving supplies of raw materials of iron and steel, which are easily convertible for manufacturing purposes. The United States prohibited the export of scrap iron some time ago and in view of the scarcity of these materials in Canada it was deemed advisable to stop issuing license for export.

Asserted Dealers Complain

One of the Toronto daily newspapers asserted that dealers in scrap metal claim that an injustice has been done them by reason of the embargo. The newspaper in question asserted that the dealers claimed there was a difference of $16 per ton in the price of scrap metal in Canada as compared with the price in the United States, and that they face a serious financial loss by having to sell their scrap in Canada.

Conditions in the markets do not bear out these statements. The price of No. 1 scrap cast iron at Buffalo is quoted at $32 to $33 per gross ton of 2,240 pounds and at Cleveland $30 per gross ton. One of the large users of scrap metal in Toronto had occasion recently to make a purchase of some three hundred tons of scrap iron. He found it rather scarce and finally secured a quotation from Winnipeg at $32 per ton of 2,000 pounds. The purchase was made on that basis, f.o.b. Winnipeg. When the difference in weight between the gross ton and net ton is taken into consideration it will therefore be seen that sellers in the Canadian market are getting a higher price than is being paid in the United States markets.

OPEN UP NEW STORE

Hingston Smith Arms Co., Limited, 491 Main Street, Winnipeg, have opened up a retail store on Portage Avenue. They will retain the Main Street store for both retail and wholesale business.

Fifty Years With Wholesale House

Michael Horn Has Driven the Elevator For Rice Lewis & Son, Toronto, For Over Twenty-three Years—Still Active and Energetic—Tells of Early Days in Toronto

MICHAEL HORN, elevator man with Rice Lewis & Son, Toronto, is this month receiving congratulations on having been with the company for fifty years. "Mike," as he is familiarly called by his numerous friends, started as a worker in the iron yard of the company. He filled various jobs until he became elevator man some twenty-three years ago. Since that time he has been the faithful pilot of people travelling from the nether to the upper regions in the building of this wholesale firm. Mike was born in Kings County, Ireland, in the neighborhood of seventy-five years ago. Until last year when he had a term of sickness for some three months Mike was never absent a day from his employment in the whole fifty years. Shortly after he cast his fortune with Rice Lewis & Sons Mike was married. "Employment was uncertain in those days," said Mike. "When I got the chance of a steady job I stayed with it. We had a family of eight children, five of whom are still living. In the days when I came with the concern Toronto had no street car service. And the streets were in pretty bad condition at that time. Often it was necessary to get planks to help a wagon out of the mud. The section down by the Don was known as 'Cabbagetown.' People in that district were troubled with ague a lot. The dampness and poor drainage of parts of the city made ague a common disease. Living in those days was cheap, but money was hard to get. Potatoes sold at 25c a bag. Pork and beef sold at 5c per pound. Butter was 10c per pound and eggs 10c per dozen. For 5c you could get enough turnips to last you for weeks."

Mike said he was getting somewhat tired of running the elevator but the high cost of living at present made it necessary to keep on the job. His many friends have been extending congratulations on his long service and express the hope that he will see many more years of service.



MICHAEL HORN
Who has been with Rice Lewis & Son, Toronto, for fifty years.

KENNEDY OF THE "MERCURY"

He became well known as "Kennedy of the 'Mercury.'" He wrote prose, verse, and human editorials and paragraphs with a punch in every line. His editorial page was read from coast to coast with appreciation of its character. Kennedy had seen a good deal of the globe before he got into an editorial chair, but he never stopped chatting things over with the world and asking: "Whatd'ye think of it, ol dman?" And being a man who was chummy with old Mr. Earth didn't mean for Kennedy that the seamy side was all the world could show. He wrote of cabbages and kings and church choirs; in fact, we believe he led or conducted a church choir, like Middleton of the Toronto "News." There is nothing to prove it against him that he sang tenor, however.

Now Kennedy has gone to Toronto to look after the general editorial management of "Canadian Machinery" and two others of the great MacLean chain of publications. We must congratulate MacLean's on having "picked a live one." He will always be found with his shoulders thrown right into the collar, his judgment will be sound, and his trajectory as steady as his aim is certain. Kennedy is a versatile journalist who is certain to be heard from in the big league. And there is no doubt that he attracted men who will carry on with the "Mercury," and continue to make it as good a newspaper as Kennedy in a large way helped to make it.—"London Advertiser."

Mr. Kennedy was what is known in the printing industry as a machinist-operator. He then joined the staff of a daily paper as a reporter, and gradually worked up to the managing editorship of the Guelph "Daily Mercury," a paper which from its inception has been recognized as one of the leaders in the smaller daily field.

Mr. Kennedy is a brother of J. B. Kennedy, now master mechanic of one of the large machine shops in the United States.

WHOLESALE HARDWARE WIPED OUT

A dispatch from Saskatoon stated that the wholesale hardware house of the J. H. Ashdown Company in that city was totally destroyed by fire on Sunday morning last. The building was valued at $100,000 and the stock at $500,000, making a total loss of $600,000. It is understood the company will rebuild and temporary quarters have been rente the meantime.

MANUFACTURED PLATINUM NOT AFFECTED

The Council of National Defense of the United States has issued the following statement supplementary to its statement of Friday, March 1, 1918, which dealt with the steps that the Government had taken to control the production, refining, distribution and use crude and refined platinum for the period of the war:

The council wishes to state that in issuing Ordnance Requisition No. 510, commandeering crude or raw platinum now in the hands of importers or refiners of this precious metal, it is to be understood that this commandeering order does not apply to or interfere with the purchase by the consumer of any manufactured articles containing platinum.

This explanation is made so that the public may clearly understand the purpose of this action by the Government.

TO LIMIT NUMBER OF PAINT SHADES

Following the lead taken by the Canadian paint manufacturers some time ago, which was announced in HARDWARE METAL, the paint manufacturers of the United States will limit the number of shades of paint and will eliminate several sizes of containers. The announcement was recently made by the United States Council of National Defence. The decision was made following a conference with the paint manufacturers. After July 1, manufacturers making as high as 100 shades of house paints will limit the number to 32 shades. Enamels are to be restricted to eight shades, floor paint to eight, roof and barn paint to two, shingle stains to twelve, oil colors to thirty, carriage paint to eight, architectural varnishes to ten grades, marine varnishes to four. In some instances this will mean a reduction of 5 per cent. or more in the number of colors. The idea is to conserve tin and linseed oil and other ingredients of paint necessary to conduct of the war.

EVENTS IN THE TRADE

BUSINESS CHANGE

W. D. Samson, who has been in business in Blenheim township for some 41 years, has sold his hardware stock and interest at Ridgetown, Ont., to Shillington Company, Limited. The latter company has recently taken out incorporation papers.

Letters patent have been granted to change the name of Smart-Woods, Limited, to the Woods Manufacturing Company, Limited. The company has branches at Welland, Montreal, Toronto, Ottawa, Winnipeg.

The Vokes Hardware Limited, Toronto, have bought out the entire stock of mantels and tiles handled by the T. Eaton Co., and it is said now have the biggest stock of these lines in Canada.

Sceptre, Sask.—Shields Bros., hardware, have sold out.

Semans, Sask.—G. F. Botterill, hardware, has sold his tinsmith business to A. L. McKay.

Ogema, Sask.—Moffett & Robertson, hardware, have been succeeded by D. B. Robertson.

Gravelbourg, Sask.—Chard & Begin, tinsmiths, etc., have dissolved. J. E. Chard and A. J. Begin continue.

Montreal, Que.—American Paint Supply Co. has dissolved. S. Herscovich continues under same style.

Florence, Ont.—Hardware firm of Tripp & Sinclair has been purchased by E. C. Elson.

Peterboro, Ont.—Members of the firm of Mackenzie, Milne & Co., Ltd., hardware, have retired. P. Paton of Montreal, general purchasing agent for the Canada Steamships Line, is representing other interests which are purchasing the stock of the company.

Letters patent have been issued to the Empire Cream Separator Company, Limited, of Halifax, to increase their authorized capital from $300,000 to $1,000,000. The company manufactures milking machines in addition to cream separators.

Quinton, Sask.—Rettig & Cavers, hardware, have been succeeded by Geo. Rettig.

Montreal, Que.—T. C. Collins & Son, commission hardware, have dissolved.

Montreal, Que.—W. L. Haldimand & Son, commission hardware, have dissolved.

PERSONALS

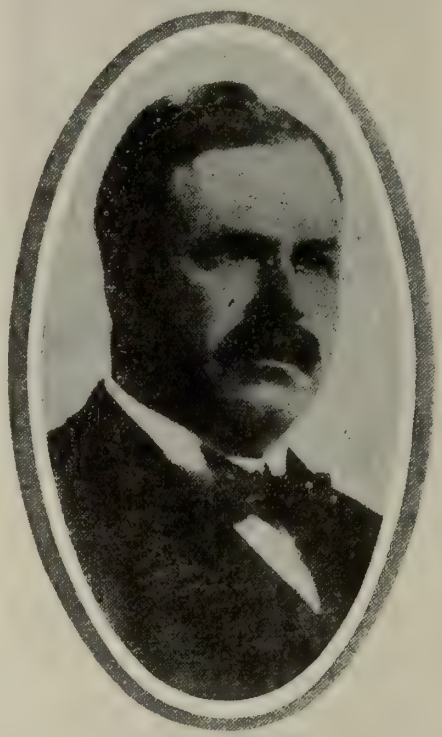
Lieut. Frank P. Vokes, son of Miles Vokes of the Vokes Hardware Store, Toronto, has been wounded at the front.

Richard Moore, of Benjamin Moore & Co., St. Louis, was elected president of the Manufacturers' Association of St. Louis at the recent annual meeting.

George T. Goodrow has been appointed general manager of Benjamin Moore & Co's Chicago office. H. A. Melum is his assistant.

W. L. Pattinson, one of the J. H. Ashdown Hardware Co.'s travelling staff, has gone overseas. His fellow-travellers presented him with a wrist watch on his departure.

J. W. Crowley, who was formally with the firm of W. L. Haldiman & Son, Montreal, has joined the staff of Alexander Gibb, manufacturers' agent, and will represent him on the road. Alex. Gibb, Jr., has joined the Radia Telegraph Service, and is at present in Ottawa completing his course of instruction before proceeding overseas.



J. D. McGREGOR

Hardwareman who is a Member of New Canada Food Board.

OBITUARY

Phillip Grannan, stoves, tinware, etc., St. John, N.B., is dead.

Robert Horne, hardwareman, of Sudbury, will have the sympathy of numerous friends in the hardware trade in the death of his wife, which took place in Toronto General Hospital on Monday, March 11.

FIRE LOSS

Winnipeg, Man.—Geo. Stambler, hardware, has suffered fire loss.

INCORPORATIONS

St. Catharines, Ont.—McKinnon-Columbus Chain, Ltd., has been incorporated at Ottawa by L. E. McKinnon, D. S. Brisbin and W. A. McKinnon, all of St. Catharines, Ont., to manufacture chain and metal products of all kinds at St. Catharines, Ont., with a capital of $1,000,000.

NEW BRUNSWICK NEWS NOTES

Tenders are being called for the stock, etc., of the business of James Knox, St. John, ship's hardware, etc., which is being wound up following the death of the proprietor, John Walker Knox.

J. J. McCaffrey, of Fredericton, who secured control of Concrete Builders, Limited, recently has also purchased the Fredericton Concrete Company's plant, and will merge the two companies. The plant at Devon, across the river from Fredericton, will be continued and enlarged, the operations involving an expenditure of about $50,000. M. W. Black will be the manager of the new merger.

At the annual meeting of the shareholders of the Record Foundry & Machine Co., Ltd., of Moncton, held last week, the directors reported very satisfactory progress during the year, the payroll now including 250 names. The old board of directors was re-elected, with the exception of F. G. O'Grady, of Montreal, who has resigned, and who is succeeded by W. L. Maltby, of Montreal. Other directors are Hon. F. C. Robinson, F. W. Sumner, Hon. Josiah Wood, James Barnes, F. J. Shreve and J. T. Cornell. Officers were elected as follows: President, Hon. C. W. Robinson; vice-president, F. W. Sumner; secretary-treasurer, F. E. Dennison; auditor, Robert Carter.

CAMPAIGN FOR BUILDING

Under the leadership of the Windsor Board of Trade merchants of the town, including hardware merchants and lumber merchants, has taken the initiative in a campaign to encourage bulding n that district. At a recent meeting held for that purpose a publicity campaign committee was appointed to take the matter up. It was felt that in view of he scarcity of dwellings at the present time that it was opportune to get such a campaign started. The opinion prevailed that all that was needed was encouragement along this line.

Varnish Company Reorganizes

Dougall Varnish Co., With Head Offices in Montreal, Selects New Officers—Changes Necessitated Through Death of Former President

THE Dougall Varnish Company has recently reorganized its staff, necessitated through the death of its former president, J. S. N. Dougall, whose demise was referred to in HARDWARE AND METAL of Feb. 9 and 16.

On March 1, 1918, Harold Dougall was elected to fill the vacancy thus caused. A son of the former president, Harold Dougall, began his connection with the varnish trade as an office boy with this company in the year 1902. He first went on the road as the firm's representative in 1906, and has since represented them in this capacity until his election to the presidency.

The death of the former president necessitated a second change, and W. W. Ingersoll has been elected to fill the position of vice-president and secretary. Mr. Ingersoll is also a director of the company.

The connection of Mr. Ingersoll with the Dougall Varnish Company dates from 1909. Previous to this date he was a representative in the United States for the Murphy Varnish Company of Boston.

In the year 1909 the Dougall Varnish Company withdrew from the United States and came to Montreal. At that time Mr. Ingersoll was selected as sales manager and later appointed manager, which position he held until the recent reorganization, with the appointment made as above referred to.

Since the Dougall Varnish Company opened for business in Canada many additions have been made, and the present development has been brought about through the acquirement of various other concerns, some of which had United States connections previously.



W. W. INGERSOLL.

Recently elected Vice-President and Secretary of the Dougall Varnish Co.

MONTREAL NEWS NOTES

S. J. Manheimer, with Kaufman Bros. & Bondy, New York, pipe manufacturers, has been calling on the Montreal trade this week.

T. H. Jordan, vice-president of A. C. Leslie & Co., wholesale metals, Montreal, is spending ten days or so in Western Ontario points, and will also call at some United States points.

J. G. Lorriman, manager of the marine paint department of the Brandram-Henderson Co., is visiting the trade in the Maritime Provinces this week, and will be away for some little time.

W. A. C. Hamilton, sales manager for



HAROLD DOUGALL

Recently elected President of the Dougall Varnish Co.

the Consumers' Cordage Co., of Montreal, is a visitor this week to Western Ontario points, including Toronto.

T. C. Kirby, manager of the Montreal sporting goods dealers' new organization, has returned from Boston, where he was in attendance at the recent motor show, and which he reported to have been very successful.

John R. Anderson, manufacturers' agent, Montreal, was in Western Ontario points last week and returned Monday. Mr. Anderson is planning a three weeks' trip, during which time he will cover the Maritime Provinces in the interests of his firm, going as far as Prince Edward Island.

R. H. Jamieson, of R. C. Jamieson & Co., paint manufacturers, who left Montreal in 1914 for the front, has returned home. As Major Jamieson he went with the First Overseas Contingent and was connected with the 13th Battalion, and has seen much active service during the war.

D. J. Barratt, retail hardware merchant, of St. John's, N.B., was a Montreal visitor this week.

H. A. Croxall, representing the National Hardware Company of Orillia, was calling on the Montreal trade in the interests of his firm.

Mr. Everitt, representing Harmon & Dixon, of New York, was in Montreal this week calling on the trade.

Raymond Reister, with the Beaver Company of Ottawa, has been in Montreal this week.

HARDWAREMAN ON FOOD BOARD

James D. McGregor of Brandon, Man., one of the members of the new Canada Food Board is a member of the firm of Mitchell & McGregor, hardware merchants, of that city. Mr. McGregor has been named Director of Agricultural Labor on the new board. The other members of thee board are Henry B. Thomson, who is chairman of the Board and Director of Food Conservation; Hon. Charles A. Dunning, Director of Food Production. The following powers are vested in the board:

(a) To expend any sums of money approved by the Governor General in Council for any of the purposes aforesaid.

(b) To co-operate with the Provincial Governments with a view to co-ordinating the activities of all local bodies for the aforesaid purposes.

(c) To enter into agreements for the cultivation of idle land on such terms as may appear to the board to be advisable.

(d) To utilize and direct the co-operation in the work of the board of any member of the outside service for the purposes of publicity and of securing information.

(e) To mobilize and utilize on a voluntary basis the farm labor resources of Canada.

(f) To make such regulations consistent herewith for carrying out their duties and for the internal economy of the board, as the board may deem advisable.

In addition to being a successful hardware merchant Mr. McGregor has been a farmer and rancher in a big way, and devoted considerable attention to raising pure-breed cattle. The new body succeeds the office of Food Controller.

INDUSTRIAL NOTES

Montreal, Que.—The National Motor Show of Eastern Canada is being held this week under the auspices of the Montreal Automobile Trade Association on the third floor of the Almy Building.

Sydney, N.S.—The Sydney Foundry & Machine Co. contemplate moving their plant to a new site on the water front. A shipyard will probably be established at the new site.

Gananoque, Ont. — The Gananoque Spring and Axle Co. expect to have their axle-hammer shop in full operation in about ten days' time, as reconstruction necessary after the recent fire will be undertaken immediately the fire loss has been adjusted. The fire will in no way affect the company's spring business.

PROSPECT OF HARDWARE SECTION FOR MERCHANTS' ASSOCIATION

The prospect that a new sub-section, composed of the members representing the hardware and metal business and also one for the master plumbers, will be organized in connection with the St. John branch of the Retail Merchants' Association was held out in the annual report of F. P. Alward, acting provincial secretary in a report submitted at the annual meeting of the local branch this week. The five existing sub-sections—three of which were organized during the year—have fully demonstrated their usefulness to the members. During the year visits of the Dominion president, treasurer and secretary had stimulated interest and aided in increasing the activities of the organization and the prospects for the coming year were said to be even better than for the preceding year.

The treasurer's report showed an improvement in the financial position of the branch, and the report of the last Dollar Day showed it to be one of the most successful yet held.

Resolutions were adopted in favor of Dominion-wide daylight saving, recommending that bread should be wrapped at the bakeries, and in support of the fight which the city is making against the proposals of the N. B. Power Company to increase all its rates for the public utilities controlled by the company.

Officers for the year were elected as follows: Honorary president, A. O. Skinner; president, F. W. Daniel; first vice-president, A. E. Everett; second vice-president, S. C. Young; third vice-president, J. H. Vaughan; treasurer, M. E. Grass; secretary, Thomas F. Drummie; additional members of the executive, G. M. Ross, H. Mont Jones, D. J. Barrett, S. E. Fisher, H. C. Brown, William Hawker, George I. Walker, J. H. Marr, C. H. Smythe, S. E. White, J. A. McKay, F. A. Dykeman, T. A. Armour, A. A. McIntyre, W. F. B. Paterson, H. W. Rising and I. Chester Brown.

MONTREAL BICYCLE MEN ORGANIZE

The following have been elected officers of the Montreal Bicycle and Motorcycle Association:—President, Art Ross; vice-president, R. A. Radmore; treasurer, J. McNeice; secretary, J. Holden, and manager, T. C. Kirby.

One of the first undertakings of this organization will be that of conducting a sportsmen's show. This will be held in the Auditorium on the corner of Bleury and Ontario Streets, May 4-11 inclusive.

It has been decided to give the proceeds to patriotic, hospital and other purposes, and it is stated that many applications for space have already been received.

Among the lines which will be exhibited are bicycles, motorcycles, side cars, motor boats, auto accessories and other lines of sporting goods.

For the forthcoming show the following committee has been appointed:—Messrs. Ross, Holden and McNeice. T. C. Kirby will be manager.

CATALOGUES and BOOKLETS

New Book for Advertisers

A sensible book on advertising is a thing to be hailed with satisfaction. Such a book is "Advertising," by E. H. Kastor, of H. W. Kastor & Sons, just published by the LaSalle Extension University, Chicago. The author has been in the general advertising business for twenty years, and has been in turn copy man, lay-out man, idea man, plan man, and campaign man. This book has been in preparation for three years.

Emphasis is laid on fundamental things—the study of the product, the study of the market, the mediums and their circulation, the psychology of the reader. There is an excellent discussion of advertisement Engilsh. The less important advertising methods all have careful consideration. It is, in short, a well-rounded presentation of the whole subject.

New Accessory Catalogue

Hyslop Bros., Toronto, have just issued their annual automobile accessory catalogue. The catalogue comprises 168 pages, and gives the complete line handled by this concern. A section of 64 pages is devoted exclusively to Ford specialties. The catalogue is not only attractive, but contains valuable information pertaining to the auto accessory business. It is now ready for distribution among the trade.

Bank Map Issued

The importance of supplying some accurate data to the public as to the extent and location of the branches of the chartered banks has been recogized by the Government, and an official publication known as the Bank Map of Ontario and Quebec has been issued by the Natural Resources Intelligence Branch of the Department of the Interior at Ottawa. A new edition—the third—of this useful map will soon be available to the public. This map may be obtained free on application to F. C. C. Lynch, superintendent of Natural Resources Intelligence Branch, Department of the Interior, Ottawa.

Booklet on Firearms

The Iver Johnson's Arms and Cycle Works of Fitchburg, Mass., has issued an attractive little booklet of twenty pages entitled "Modern Gunmen." The booklet is finely illustrated and shows the various models of revolvers and guns for the various uses to which they have been designed. Models shown for the yachtsman, the express messenger, police, camper, travelers and trainmen, the banker, the autoist and nightwatchman.

Booklet for Paint Dealers

A. Ramsay & Company, Montreal, have just issued a booklet entitled "Dealer Helps for 1918," in which the various advertisements that will appear during the coming year in various parts of the country is shown. The booklet shows a very attractive set of advertisements.

Folder on Fruit Canning Appliances

J. B. Timberlake & Sons, Jackson, Mich., have issued a six-page folder dealing with their fruit canning appliances, such as boiler trays, fruit jar baskets, jelly strainers. The pamphlet is well illustrated and gives a good idea of the lines carried by this concern.

CORRECTION

In the advertisement of the Johnson Halter Co., Sarnia, Ont., on page 12 of the March 9 issue of HARDWARE AND METAL, it was stated that the papier-mache display head would be furnished free to any dealer with an order for six dozen halters. The company, writing to HARDWARE AND METAL, states that the advertisement should have stated that this display head will be furnished free with eight dozen halters.

REDUCED HOURS, SAME WAGES

The Sheet Metal Products Co. of Canada, Limited (formerly the Kemp Mfg. Co.) and the Macdonald Mfg. Co., Limited, including branch factories and warehouses at Montreal and Winnipeg, have voluntarily reduced the hours of work from fifty-five to forty-eight hours per week with no reduction in wages. The new schedule goes into effect at once.

TRADE INQUIRIES

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1647. **Asbestos wick packing.**—A New York exporting house requires asbestos wick packing to be delivered at the rate of 20,000 pounds per month during 1918.

1649. **Formaldehyde, and acetone.**—A London company desire the addresses of Canadian manufacturers of wood distillation products, such as formaldehyde and acetone.

1651. **Oil, paraffin wax, bolts, nuts, etc.**—A coal-mining company in British North Borneo wishes to secure supplies of the following articles: Oil, rope oil, crank chamber oil, No. 1 engine oil, No. 2 engine oil, castor oil for engines, special compressor oil; paraffin wax in ¼-pound cakes, packed suitable for shipment; wooden pipe lines; bolts, nuts, rivets, wire nails, etc.; flat iron, square iron, round iron, angle iron, steel plates.

1653. **Iron and steel.**—A Johannesburg firm of engineers are prepared to take up Canadian agencies in pipings, mining machinery, railway supplies, machine tools, rails—light and heavy.

1654. **Copper and brass.**—A Johannesburg firm of engineers ask for correspondence from Canadian manufacturers of copper and brass goods suitable for mining and railway supplies.

1656. **Engineering agencies.**—An engineer with ten years' experience in Johannesburg is prepared to take up the Canadian representation of conveyors, cold storage machinery, engineering specialties, motor specialties and any line suitable for mining district.

THE CLERKS DEPARTMENT

HOW GARY QUALIFIED AS GREATEST EXECUTIVE

An Intimate Story of the Life History of the Present Head of the United States Steel Corporation

The following concludes an interesting and intimate sketch of the life story of Judge Elbert H. Gary, the president of the United States Steel Corporation, as told to readers of "Forbes' Magazine" by B. C. Forbes:

He not only had performed every task with painstaking accuracy, but had diligently used his brain to improve the system of conducting the business. He discerned that a great deal of time and labor could be saved by standardizing various legal decrees and orders of court, petitions, writs, etc., and having them printed instead of following the established method of writing each out by hand every time it was needed. He set about preparing the different forms and had them printed, leaving only blank spaces for names, etc. These forms are still in use to-day.

The labor and the thought devoted to their compilation was to bear fruit in a most unforeseen way later.

As another instance of the service young Gary was able to render his superior might be cited an occasion when a murderer was sentenced to be hung. When ordered to prepare a mandate for the hanging of this man, the Clerk of the Court was in a quandary, for he had never handled a murder case and had no idea how to prepare the necessary document or even where he could find a formula to guide him. In his dilemma he appealed to resourceful Gary. The latter had contrived to find time by working 12 to 14 hours daily, to dig into all sorts of ponderous legal tomes connected with court procedure and had acquired the nucleus of a substantial library. He burrowed into some early English volumes and there found the outliens of a form that could be used—much to the relief of the Clerk of the Court.

All this time he was saving every penny possible. It did not take him long to accumulate his first thousand dollars after repaying, with interest, the money his father advanced to put him through the law school. His ambition was to open a law office of his own as soon as he felt thoroughly equipped, legally and financially. So many lawyers began to come and consult him in regard to forms and rules of practice when they had any peculiar procedure to be followed that Gary decided he could probably earn a living on his own account.

Starts Law Practice

Colonel Vallette had meanwhile entered into partnership in Chicago with John Van Armin, one of the foremost lawyers of the day, and he suggested that Gary come with them. The young man had no intention of remaining merely an employee. So he asked: "On what basis?" He was offered a minor partnership with the choice of a small share of the profits or a salary of $1,200 a year with the privilege of doing business of his own. He acepted the latter arrangement and in the first year earned $2,800.

Then came the fateful Chicago fire of October, 1871. The whole of the office district of the city was burned. The courts were wiped out and all records and libraries of books were destroyed. The firm decided to dissolve forthwith.

Within twenty-four hours Gary opened an office and this shingle went up:

Elbert H. Gary, Lawyer

It was only one small room, and it was half a mile from the old office. But clients, including some lawyers, at once began to find their way to it. Every legal form had been consumed by fire, and how to draw up proper declarations was a problem too hard for most legal practitioners. They had not had either the same opportunity or the same occasion as Gary to saturate themselves with such exact knowledge—they knew that young Gary had distinguished himself in this field. He was able to sit down and from memory prepare almost any kind of legal form desired, and he had innumerable calls for this particular service during the days and weeks immediately following the fire.

Here again his special qualifications, born of hard mental work, were to bring an unexpected reward.

Two years later, by which time he had moved into larger quarters and had built up a considerable practice, he received this peremptory message from General Benjamin Sweet, Commissioner of Internal Revenue:

"Come to Washington. Start at once."

Called to the Capitol

In less than 60 minutes Gary was on a train bound for Washington. He did not take time even to go home or to provide himself with a satchel of clothing. On being ushered into the office of the high government official, Gary, after being complimented on the promptness of his arrival, was told that the work he had done in Chicago had made an impression upon Mr. Sweet, who had formerly practised law in that city. Then the commissioner explained that he had invested his fortune in partnership with two other men in property in Colorado, including a large tract of land and valuable herds of thoroughbred horses and cattle and sheep, and that differences had arisen because of the conduct of one of the partners, who was rapidly squandering the property and threatened to cause its entire loss.

"I want you to advise me what to do," concluded the commissioner.

Young Gary did not have time to reflect on the incongruity of the position—a veteran, experienced lawyer sending post-haste for one not half his age for legal advice.

"I could not advise anything without going to Colorado," replied Gary.

"I was hoping you would say just that. When can you start?"

"As soon as I get a clean shirt I can start back for Chicago and leave there to-morrow."

The moment he surveyed the situation in Colorado, Mr. Gary realized it was urgently necessary to file a dissolution of partnership and immediately enjoin the refractory partner from proceeding further with the dissipation of the property. Hurriedly drawing up the necessary papers, the lawyer found that the judge was located at Pueblo, fifty miles away. Thither Gary hastened, and on explaining matters induced the judge to give him an order for an injunction, endorsed on Gary's bill. The lawyer inquired where he could find the clerk. At Colorado City, he was told—fifty miles away. Off Gary went to hunt up the clerk and obtain the injunction writ and summons. The clerk explained that he had no forms there and would have to undertake a day's journey to procure them.

Initiative Wins

Gary was becoming alarmed, for his client's property was being sacrificed alarmingly and every hour's delay meant heavier loss. Why not press into service his exact knowledge of how to prepare a summons and write an injunction? He sat down and wrote out both documents, the clerk looking on in amazement. The clerk was even more astounded when, on reading them over, they appeared to be perfect. He signed them.

The whole matter was handled so successfully that Commissioner Sweet wrote the young lawyer a letter which is preserved to this day among the Gary family papers at Wheaton.

It was inevitable, of course, that a lawyer of Gary's calibre and industry should draw more and more clients. From his one room he moved into an office building erected after the fire at the corner of La Salle and Monroe streets, taking into partnership his older brother, who had also studied law and had succeeded Elbert as Chief Deputy Clerk of the Supreme Court. A few years later Judge Cody—he had been elected a Circuit Court Judge—was anxious to join the firm, and the name became Gary, Cody & Gary. From then on the head of the firm, although only in his early twenties, was building up a business which was netting him almost the salary then paid the President of the United States.

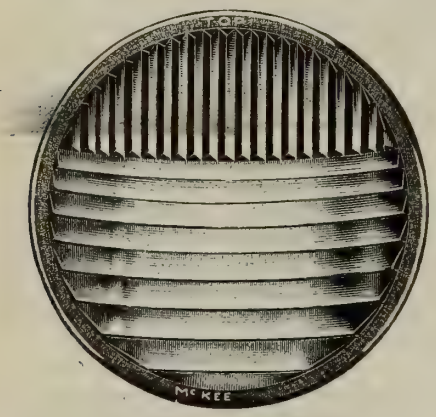
So indefatigably, irrepressibly energetic was Mr. Gary that the diligent building up of a successful legal career could not absorb all his vital powers. He was doing, in a sense, even bigger things in developing Wheaton, which, under his aggressive but unofficial leadership, had blossomed from a village into a town under a special charter. The townspeople nominated him as president of the Town Council, but, although his ticket won, his opponents had him barred out from serving because he was slightly under twenty-five years of age, the minimum specified in the law. Next year he won easily, and was twice re-elected before stepping aside to be succeeded as president by his father.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

NEW HEADLIGHT LENS

The McKee Glass Company are the manufacturers and the Aikenhead Hardware, Limited, Toronto, are the distributors of the McKee lens for use in automobile headlights. It is asserted the lens conforms with the new Ontario motor vehicle law which requires the



McKee Headlight Lens

beam of light to be thrown below a 42-inch dead line and a distance ahead. The lens embodies vertical and horizontal prisms, and the concave convex shape diverts the road beam below the 42-inch level. It is also claimed for it that it throws a side light of 100 feet, thus illuminating the roadside, enabling the driver to see around corners or car approaching. It is asserted the volume of light over plain window glass lens is inceased by 63 per cent. The beam from the lens is stated to be 600 feet in front of the car.

This lens has been adopted and is being used exclusively by some carriage manufacturers in Canada.

NICKEL-PLATED TOWEL BARS

The Newell Manufacturing Company, Limited, of Preston, Ont., is placing on the market a new style nickel-plated towel bar. The base is 1¾ in. diameter, while the bar is of 5-16 in. diameter. They are made in lengths of 12, 16, 18 and 20 inches. It is claimed for these bars that they are heavily plated with rust-proof solution before being nickel-plated. The fact that the goods are rust proof is asserted to be one of the distinctive features which works out for substantiability and serviceability. This concern also manufactures what they claim to be the only all-metal toilet paper holder made in Canada.

SYPHON CIRCULATING REFRIGERATOR

The Renfrew Refrigerator Company, Limited, of Renfrew, Ont., is placing on the market a refrigerator which they claim has distinctive advantages. It is claimed for this article that is has a perfect syphon and air circulating system, combined with eleven walls to protect ice and maintain low temperature. The refrigerator has vitreous porcelain linings. It is asserted there is no moisture present and that matches could be lighted on ice chamber walls. No. 3¼ size is made in ash, birch and oak, outside measurements being 39 in. width, depth 21½ ins., height 55½ ins., with ice capacity of 150 pounds.

NEW OIL GAUGE

Cummings Bros., Flint., Mich., are placing on the market a new CB oil gauge designed primarily for the Ford car. The manufacturers claim this article is the best insurance against burnt-out bearings. It indicates the oil level and removes danger and uncertainty caused by guessing. Stoppit is another of the new lines being placed on the market by this concern. This commodity is packed in metal containers, and labels being lithographed in three colors give it an attractive appearance. It is designed as a sure cure for leaky radiators. It is claimed for it that it never leaves



CB Oil Gauge

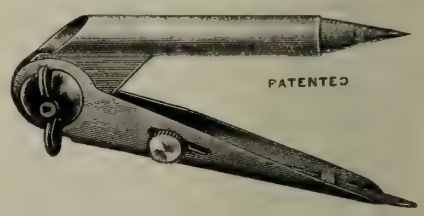
the trail of the leak until it is found and stopped.

CAST AND STEEL RANGES

The Hoosier Stove Company of Marion, Ind., are making a line of cast and steel ranges, soft and hard coal heaters. These ranges and heaters are being put out in smooth designs and finishes, and are of the latest pattern in these goods. The firm issues a catalogue, which will be mailed on request.

CARPENTER'S SCRIBER

J. Brais & Co., 1349 E. 90th St., Cleveland, O., are marketing a new article called the Improved Gem Scriber,



An Improved Gem Scriber

designed for carpenters' use. This article is asserted to be the handiest tool a carpenter has in his kit.

NEW TIRE PUMP

The Cassco tire engine-driven pump is being distributed in Canada by the Canadian Fairbanks-Morse Company, and is manufactured by the West Side Foundry Co., Troy, N.Y. It is designed to do away with the hand pumping of tires. It is claimed for this product that the air coming therefrom is dry and clean, as the new design of piston and cylinder prevents oil spray, thus preventing the detrimental effects of oil on tires. It is asserted by the manufacturers this pump will inflate a 34 x 4 tire to 80 pounds pressure in 1½ minutes, and that smaller tires take proportionately less time. The pump is sold complete with all fittings.



Cassco Pump for Ford Cars

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

FURTHER advances in linseed oil have been recorded during the week and $2.00 oil has now become a reality. The latest increase of 5c per gallon, following on a 23c jump last week, brings the price of raw to this figure.

Turpentine reveals a somewhat weaker tone and declines ranging from 2c to 7c per gallon have been made. The situation in the primary market shows little action though hopes of improvement in regard to shipment of supplies to Great Britain are held out.

At the instigation of the Federal Trade Commission in the United States, manufacturers are practically unanimous in signing a stipulation in which they agree not to use the term "Manila" in the brand-name or label on any of their rope containing less than 100 per cent. of pure Manila fibre, unless the matter contain qualifying words which conspicuously and clearly show the percentage of Manila hemp in the rope. Similar action may follow in Canada.

The order issued by the Dominion Government prohibiting export of scrap iron will not affect scrap merchants from all accounts. The only ones to suffer, it is said, will be manufacturers of shells and articles of iron and steel which produce scrap iron. In some quarters it is stated that Canadian buyers of scrap steel and iron pay far less than those of the States and the feeling exists that the steel men seem to have got behind the Government and forced its hands so as to corner all the scrap iron for themselves at a cheap price. One Canadian buyer takes exception to this statement that the price in the United States is more than that in Canada and feels that the action taken by the Government is simply to conserve supplies. The market holds firm, though Eastern reports indicate advances in many lines.

The hardware market generally remains firm, sheets, plates, pipe, boiler tubes showing no tendency to change. Advances have been made in cistern pumps, wrenches, cross cut saws, buck saws, hand saws, measuring tapes and sash weights. Business is reported in fair volume and in many lines shipments are going forward as rapidly as railways will accept the freight.

MONTREAL MARKETS

MONTREAL, March 14.—There are very few changes this week in staple or special lines and the trade is moving along very well. Supplies as reported are ample in a general way although it would seem that there is more trading between jobbers themselves than heretofore. This indicates the probability of some commodities being rather short and in the event of one being unable to secure his requirements in the regular way he will draw on the stocks of his fellow-jobber. There is a fair amount of business passing and this is more noticeable from country points than from the city trade. There is a great scarcity of certain kinds of wood handles, stated one jobber, and prices have been withdrawn on some lines. There have been a few revisions upward on some lines of auto accessories, tapes, bolt clippers, wire gates and fencing. The tin situation is unchanged with prices very firm and supplies light. Copper shipments are said to be cut off for the present from the States.

Prices For Wire Wheels And Tire Carriers Out

Montreal.

AUTOMOBILE WHEELS. — Prices for wire wheels are given herewith. White or colored wheels for use on Ford cars are listed at $87 and for the Chevrolet "490" white or colored the list is $110. Carriers for the Ford roadster cars are listed at $13.50 and for the sedan and touring cars the list is $15. In sets of five the wheels are subject to a trade discount of 20 and 5 per cent. and for smaller lots 20 per cent. The same discount applies to the carriers.

Babbitt Metal Advances; Also Kalsomine Brushes

Montreal.

BABBITT METAL, KALSO BRUSHES. —Advances were made this week in the price of kalsomine brushes. This applies to the line generally, the advance being approximately 5 per cent. Magnolia metal has also shown greater strength and this is quoted up 2c per pound to 29c. The latter advance is due to the increased costs of lead and other factors have added to this firming tendency.

Bolt Clippers Advance; Some Lines Tapes Up

Montreal.

BOLT CLIPPERS, TAPES, ETC.—Advances were made this week in bolt clippers and these are as follows: Number 0 is advanced from $3.30 each to $3.65; No. 1, $4.40 to $4.85; No. 2, $6.15 to $6.75 and No. 3, $7.90 to $8.65. Some advances have been made on different lines of tapes and others have been cancelled and will not be made hereafter.

Heavy Demand For Sap Supplies; Other Lines Sell

Montreal.

SAP SUPPLIES, WARES.—There has been an unusually heavy demand this season for sap buckets and other supplies needed in the sap bush. This has been met by the manufacturers and the retail dealers will undoubtedly be reaping a good trade from their farmer customers within the next few weeks. In speaking with one of the large manufacturers HARDWARE AND METAL was informed that the demand this season was unprecedented. Other lines such as pails and galvanized ware and the usual lines of tinware in demand during the early spring are selling very well.

Stoves Of All Kinds Expected To Sell Well

Montreal.

STOVES, ENAMELED WARE. — While the immediate business for stoves is not large, there are some going out to

dealers and trade is reported to be seasonably good. Prices are firmly maintained and bookings are now being taken for oil stoves that are so popular in the towns and cities during the hot weather. In view of the plate situation and the scarcity of iron there is a possibility that quotations may move upward ere long on steel and cast stoves. There is a good sale for enameled ware for delivery during the next few months.

Wire Nails Are Held Firmly; Unchanged

Montreal.

NAILS AND STEEL WIRE.—Jobbers report that they are now assembling and dispatching shipments that are billed to go out April 1. In view of the railway situation it is felt that such shipments should be sent forward as early as possible and this will be appreciated no doubt by the trade. Orders have been satisfactory so far this year and a good season is looked for in 1918. While there have been no revisions some think it possible that prices may be a little higher and others think they will hold without change. Wire nails are based at $5.25 per keg, cut nails at $5.60 and smooth steel wire base price is still $6.25 per 100 pounds.

Rope Sales Expected To Show Improvement

Montreal.

ROPE AND CORDAGE.—In view of the fact that the demand for rope has been confined to small sorting business, manufacturers and jobbers feel that there will probably be a better request for supplies as soon as weather permits resumption of outdoor work. In addition to this there will in all probability be an active demand from the shippng centres. Prices are held unchanged and these will continue to rule firmly. In view of the high prices for hemp it is stated that the Canadian prices, when compared with those across the border are even more favorable. On the present hemp basis quotations here, although high, are not as high as the manufacturer feels he is entitled to ask. It is stated that while there was a recent break of two cents in the prices of one U.S. concern that the same was temporary and that the old schedule has been resumed.

Sheet Plate Market Quiet And Unchanged

Montreal.

SHEETS AND PLATES. — Locally there has been no change in the sheet market and prices have held without revision of any kind being made. Trade is somewhat inactive and rather unsteady Dealers are supplying themselves with immediate needs from day to day and this sorting business is about all that is obtaining in the trade. It is expected that there will be very little change in the market for the immediate future inasmuch as there can be no improvement immediately in deliveries. Recent storms have but served to accentuate the difficulties of moving supplies forward and steel plate will have to await the clearance of transportation lines, as well as many other commodities.

BLACK SHEETS—		100 lbs.
10 gauge	$8 00	$11 50
12 gauge	8 65	10 50
14 gauge	8 80	7 90
16 gauge	9 00	8 00
18-20 gauge	9 25	7 80
22-24 gauge	9 40	7 85
26 gauge	9 45	7 90
28 gauge	....	8 00
10¾ oz. (28 English)	10 55	10.75
GALVANIZED SHEETS—		
10¾ oz.		$10 00
28 ga.		9 65
26 ga.		9 25
22 and 24 ga.		9 05
20 ga.		8 85
18 ga.		8 85
16 ga.		8 70

Solder, Lead Sheets And Other Products Hold

Montreal.

LEAD PRODUCTS, SOLDER.—With a small amount of trading being done here, there is little change in the situation regarding lead products. These are held without change and trading is just of the regular routine nature. Of course the position on solder is very firm, tin being the controlling factor here. Lead has shown interesting developments for the week. Higher prices brought larger supplies to market but declines followed again in view of the larger supplies offering. Quotations here are as follows:

Lead pipe lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 12½	0 13
Lead sheets, 4 to 8 lbs. sq. ft.	0 11½	0 12½
Cut sheets, ¾c lb. extra, and cut sheets to size. 1c lb. extra.		
Solder, strictly, lb.	0 41½	0 47
Solder, commercial, lb.	0 42½	0 45
Solder, wiping, lb.	0 42	0 42½
Zinc sheets, casks	0 26	0 30
Do., broken lots	0 28	0 32

New Discounts Named On Wire Fence And Gates

Montreal.

FENCING, GATES, ETC.—During the month of February a new list, effective March 10 and applying to all shipments made subsequent to this date, was issued by one manufacturer which reveals the following discounts in operation: Farm fences, heavy and medium heavy, 15 per cent.; poultry fence, 15 per cent.; stock gates, 20 per cent.; farm and ornamental gates, 25 per cent.; ornamental fence and flower bed guard, 25 per cent.; fence tools and sundries, 10 per cent.

Firm, Steady Market In Iron And Steel

Montreal.

IRON AND STEEL.—Locally there is no change in the iron and steel position and prices rule firmly with a possibility of their firming somewhat. From the country there is a very fair demand, while the local position regarding business is one of quietness. In a broad way there has been a satisfactory volume of business during the winter months, and this has been fully up to expectations.

MONTREAL—	
Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20-0 21

Scrap Iron Of All Kinds Is Scarce And Higher

Montreal.

OLD MATERIALS.—There is very little movement of scrap metals these days and this is confined to small lots. The real interest of the week centres around all scrap iron products and the market is quite bare of large supplies. As a consequence prices have firmed and these are considerably better in several of the grades—the heavier ones being very firm. Light brass and yellow brass have been in a stronger position and each have moved up one cent per pound. Old rubbers, overshoes, tires and tea lead have held unchanged.

Tea lead	$ 0 05	$0 06½
Heavy lead pipe	0 06¼	0 06½
Yellow brass	0 13¼	0 14
Red brass	0 22½	....
Light brass	0 08	
Scrap zinc	0 05½	0 06
Heavy copper	0 22	0 23
Wrought iron, No.1, per gr. ton	27 00	....
No. 1 machinery cast	31 00	32 00
Heavy melting steel	20 00	21 00
Pipe scrap	18 00	20 00
Stove plate, per ton	18 00	19 00
Old rubbers, boots and shoes.	0 08	0 08½
Overshoes, lumbermen's rubbers boots	0 07	....
Bicycle tires	0 04¼	....
Auto tires	0 04½	0 05½
No. 2 busheling	13 00	14 00

Prices Hold For Oil And Gasoline

Montreal.

GASOLINE AND OILS.—There is the usual amount of demand for these products and prices are ruling at quotations shown in current quotations. Gasoline sales are still restricted due to the continued heavy roads and the consequent difficulty of getting outside the city with a car. This will soon be overcome and a heavy sale will develop for the product. Gasoline still held at 32½c per gallon. Coal oil sales are normal and the price of 17c still holds for Royalite and that for Palacine and Electroline is 20c per gallon.

Automobile Jacks Have New List And Discounts

Montreal.

AUTOMOBILE JACKS.—New prices and discounts are applied this week to various lines of foot lift automobile jacks. The Victor Jack No. 1 with an old list of $2.30 has been increased to $3.40; Badger foot lift jacks with a former list of $6.10 are advanced to $6.80. Two other lines are added: Badger No. 8 at $5.60 and also a truck jack No. 5 at $12.75. The usual discounts to all these lines are as follows: Lots of 24, 42½ per cent.; lots of 6, 37½ per cent. and in smaller lots 33 1/3 per cent. Prices are immediately effective as above revised.

New Prices Out On Shock Absorbers

Montreal.

SHOCK ABSORBERS.—The prices of shock absorbers are given as follows for the various types: Sets of four used on cars of 4,000 pounds and over are listed at $70 per set and these are known as the "heavy car type." The standard type for 3,000 pound cars and over list at $60. Intermediate type list is $47.50 and this is for cars of over 2,000 pounds, while the list for the junior type is $37.50. There is a special set for Ford cars and this lists at $28. The discount to the retail trade is 20 per cent. from these lists.

Tin May Yet Come In Under War Board Orders

Montreal.

INGOT METALS.—There is some relief in the statement that ingot tin may be permitted to come forward and that if this is done it probably will be passed through the War Trade Board to licensed jobbers for distribution. In this way there will be a closer check on supplies and it has been suggested that uncertainty in distribution previously was a contributing factor in the recent drastic order to shut off all imports. That is to say, there was some suggestion that the imports permitted to come forward previously had not been distributed in conformity with the requirements of the authorities and caused this serious decision to be made. As pointed out a week ago representations have been made by Ottawa and there is some hope of these meeting with a satisfactory response from the British government's board dealing with these exports. Other ingots are somewhat inactive.

COPPER.—The United States is reported to have temporarily shut off supplies owing to the fact that the Canadian importations are ample for the present needs of the country. This may have a tendency to firm prices. In the meantime these are unchanged at 33c-34c lb.

LEAD.—Little interest is manifested in lead this week and the product is stated to be rather scarce. Notwithstanding these prices are held at around 10½ to 11c per lb. Outside trading has been of a fluctuating nature and the prices rose and then declined at U.S. points.

TIN.—As pointed out above there is some hope that tin will still be allowed to come forward. Trading at present is necessarily confined owing to the extremely high price and the bare market. From 95c to $1 is quoted.

SPELTER.—An easier tone is reported in the spelter market and trading is light. Notwithstanding this, there has been no change in the price which rules around 10½c to 11c lb.

ANTIMONY.—It is suggested that should Japan enter the war there will be a firming of prices for antimony. In the meantime trading here is small at 19c per lb.

ALUMINUM.—The trading in aluminum is moderate this week. The setting of a price of 32c per lb. in 50 ton lots for virgin aluminum 99/100 pure by the United States Government is announced. No further information is available as to what small lots will sell at and trading has been limited.

TORONTO MARKETS

TORONTO, March 14. — Price changes have been numerous during the week and cover a wide variety of lines. Business has been very good, though some difficulty in getting the railways to accept freight has been evident. Solder, which has been active during the past two or three weeks, reveals a steadier tone and no price changes have been made over advances reported in last week's issue. Bar iron and steel hold steady with a fair demand reported. In some quarters, a shortage on band steel is reported in sizes ranging from one to two inches. Many lines of Lufkin's tapes have gone up in price and glaziers', log and board rules are also marked at higher levels. Glass boards have advanced and wooden tubs and pails are higher by 10 per cent. An advance in pumps has been made and new quotations are available on agricultural wrenches. axe and sledge handles, cross-cut, hand, buck and pruning saws, sash weights and other miscellaneous lines.

Cistern Pumps Go To Higher Levels

Toronto.

CISTERN PUMPS.—A change has been made in prices ruling on cistern pumps, the new quotations representing advances throughout. Stocks are in fair condition and the demand seasonable. Some improvement in movement with spring orders has been evident. Quotations prevailing to-day are as follows:

Fig. 1—No. 1, $2.30 each; No. 2, $2.55 each; No. 3, $2.85 each; No. 4, $3.40 each.
Fig. 2—No 1, $2.50 each; No. 2, $2.75 each; No. 3, $3.05 each; No. 4, $3.60.
Fig. 45—No. 1, $11.25 each; No. 2, $13 each. No. 348, $5.20 each. No. 349, $6.60 each.

Tapes And Rules Up; Glass Boards Too

Toronto.

TAPES, RULES, GLASS BOARDS.—An advance ranging from 5 to 10 per cent. on many lines of Lufkin tapes has been put into effect during the week. The Universal, 1020 series advances 5 per cent., Ass Skin, 7½ per cent. and the Sterling, metallic, tailors', pocket steel and marvel steel all go up 10 per cent. Glass boards, glaziers', board and log rules are all higher at the following net prices:

Glass boards—24 x 36 in., $11.85 each; 30 x 48 in., $14.55 each; 36 x 54 in., $17.25 each; 42 x 60 in., $20.45 each; 48 x 72 in., $25.85 each.
Glaziers' rules—No. 7136, $7.85 doz.; No. 7137, $9.90 doz.; No. 7138, $14.85 dozen.
Hickory log rules—No. 14, $21.90.
Hickory board rules—No. 3, $18.65; No. 6, $21.90; No. 8, $20.25; No. 10, $24.35.

Tire Holders And Folding Chairs Advance

Toronto.

TIRE HOLDERS, FOLDING CHAIRS.—The steady advance in steel and the shortage of supplies is influencing prices on many of the manufactured lines to higher levels. A change during the week on tire holders and folding chairs reveals an advance in price of over ten per cent. on these lines, quotations now being made on the following basis:

Tire holders—No. 70, 1 tire, $3.50 list; No. 75, 2 tire, $4 list; No. 180, 1 tire, $6 list; No. 185, 2 tire, $6.50 list.
Folding chairs—No. 106, $3.44 list; No. 56, $2.88 list.
Hanging seat—No. 300, $3.30 list; No. 90, $2.22 list.
Third seat—No. 45, $1.32; No. 46, $1.32.
All above subject to a discount of 25%; in lots of six, 30%; in lots of 24, 35%.

Sash Weights Higher; Cement Steady

Toronto.

SASH WEIGHTS, CEMENT.—Advances put into effect during the week on sash weights show a new range of prices. The sectional are now quoted at from $4.50 to $4.85 per 100 pounds, and the solid from $3.00 to $3.25 per 100 pounds.

Cement remains unchanged in a steady market with the demand light. Plaster of Paris is now being quoted at $3.25 per barrel, any quantity.

Glue Records Advance; New Line Sprinklers

Toronto.

GLUE, SPRINKLERS.—Smaller sizes of Le Page's glue have undergone revision and prices being quoted to-day are at higher levels than formerly ruling. Quotations on the 1-ounce are $19.20 per gross; 2-ounce, $27.00 per gross; ½-gill, $2.25 per dozen.

A new line of lawn sprinklers has been put on the market called the "B" sprinkler. It is claimed this can be set to spray at nearly any angle. These retail at $2.75 each, the dealer's price showing 25 per cent. discount from this figure.

Higher Prices on Axe And Hammer Handles

Toronto.

AXE, HAMMER HANDLES, WRENCHES.—Several lines of handles have undergone revision and best grades in axe and hammer handles have registered new high levels. In axes, the 3X best hickory are quoted as high as $4.40 dozen, and 4X $4.70 per dozen, while boys' axe handles are quoted at $2.60. Second growth hickory sledge hammer handles, 30 and 32-inch, reveal prices of $2.50 per dozen, and 34 and 36-inch are being quoted at $2.75 per dozen.

Bench drills manufactured by the Millers Falls Co. have registered an advance of about 5 per cent.

A new discount has been put into effect on agricultural wrenches of 42½

per cent. The list prices are as follows: 6 in., $10.00; 8-in., $12.00; 10-in., $14.00; 12-in., $18.00; 15-in., $24.00 dozen.

Advances In Many Lines Of Saws

Toronto.

SAWS.—Revisions in saws show advances in practically the entire range of S. & D. lines, including cross-cut, buck, hand, pruning and compass. A few of the more familiar lines with prices are shown herewith; other lines have advanced proportionately.

Cross-cut two-man Racer—5½ ft., $5.85 each; Maple Leaf, 5½ ft., $5.85 each; 6 in., $6.60 each; Narrow Racer, 5½ ft., $5.85 each.

Buck saws—Prince Rupert, $12.85 doz.; Maple Leaf, $10.50 dozen; Happy Medium, $10.50 doz.

Hand saws—No. 4½, 20 in., $17.60 dozen; 22 in., $19.25 dozen; 24 in., $21.45 dozen; 26 in., $23.65 dozen.

Pruning saws—No. 17, 18 in., $8 dozen.

Compass saws—No. 19, 12 in., $5.50 dozen; 14 in., $5.75; 16 in., $6 dozen.

Change in Collar Pads; Sad Irons

Toronto.

COLLAR PADS, SAD IRONS.—New prices issued on Ventiplex collar pads reveal an upward trend and quotations now being made are given herewith.

	Gross	Dozen
9 in. Gray	$66.00	$5.75
10 in. Gray	69.00	6.00
11 in. Gray	72.00	6.25
12 in. Gray	75.00	6.50
9 in. Yellow or blue	72.00	6.25
10 in. Yellow or blue	75.00	6.50
11 in. Yellow or blue	78.00	6.75
12 in. Yellow or blue	81.00	7.00

Nos. 60 and 70 sets of Dover sad irons are being quoted at $18.95 and $27.00 per dozen.

Crescent Wrenches Record Big Jump

Toronto.

CRESCENT WRENCHES.—Comparative prices on the Crescent single end adjustable wrenches reveal a big advance in this line during the week. The new quotations are considerably in advance of those prevailing formerly. Both old and new lists are reproduced:

New list—4 in., $1.55; 6 in., $1.55; 8 in., $1.90; 10 in., $2.40; 12 in., $3.

Old list—4 in., $1; 6 in., $1; 8 in., $1.25; 10 in., $1.60; 12 in., $2.

The discount remains unchanged at 25 per cent.; in lots of twelve, 30 per cent.; in lots of forty-eight, 35 per cent.

A slight advance is reported in auto tool rolls, in some lines of funnels for filling cars, oilers, oil and gasoline kits. Flat auto covers, 100 x 144-inch, are now listed at $14.50, and the 150 x 216 inch at $33.00, which represents an upward tendency with discounts unchanged at 25 per cent.; in lots of six, 30 per cent.; in lots of twenty-four, 35 per cent. Some lines of magnetos and switches, formerly quoted at 25 per cent., are now quoted at 20 per cent.

Advance Shot Guns About 10 Per Cent.

Toronto.

SHOTGUNS.—Double-barrel shotguns, Stevens, show a change in price during the week, an advance of about 10 per cent. being recorded. Single-barrel remained unchanged. Quotations now being named on the Stevens double-barrel guns are as follows:

No. 235—12 ga., $21.75 each.
No. 335—12 ga., $26 each.

Wire Nails Hold Unchanged In Market

Toronto.

NAILS, WIRE.—The situation in respect to wire nails shows no change over conditions prevailing last week. The market is very firm and a very fair demand exists. The present base of $5.20 per 100 pounds is being maintained. Cut nails hold steady at a base of $5.65 per 100 pounds, and no immediate change is anticipated.

Smooth steel wire is firm and quotations are being made at the $6.25 basis per 100 pounds. Fence wire shows a slightly narrower range than has been ruling formerly, and prevailing prices are as follows:

No. 9 plain galvanized, $5.35-$5.90 100 lbs.
No. 12 plain galvanized, $5.50-$6 100 lbs.
No. 13 plain galvanized, $6-$6.15 100 lbs.
No. 9 coil spring, $5.50-$5.90 100 lbs.
No. 12 coil spring, $5.80-$6.20 100 lbs.

Oils And Gasoline Remain Unchanged

Toronto.

OILS, GASOLINE.—Some slight relief in the matter of supplies of oils and gasoline is reported, and the market is being upheld very firmly. Palacine coal oil is said to be very scarce, but requirements in other grades are being met. Royalite coal oil is being quoted at 17c per gallon and Palacine at 20c. Gasoline shows no change at 31½c per gallon. The demand in coal oil is heavy and calls for gasoline are expected to become more numerous, as milder weather prevails. Quotations on lubricating oil will be found in current market quotations.

Business Held Up On Stoves And Ranges

Toronto.

STOVES, ENAMELWARE.—Considerable difficulty is being experienced in getting shipments of stoves and ranges away owing to the tie-up on the railways. Orders are reported in very good volume, but getting them away to the customer is not so easy. Shortages are reported in some lines, and in some quarters it is felt that a greatly curtailed output will result this year in respect to stoves. The present prices, though high, will not result in lessened inquiry, and more orders than there will be stoves are expected. Sales of enamelware continue good, and spring orders will continue to go out when transportation facilities permit. No changes in the prices on either stoves, ranges, heaters, or enamelware or tinware are reported for the week, a very firm undertone being noticeable in all lines.

Shortage Of Band Steel Reported

Toronto.

IRON AND STEEL.—A shortage of band steel has become apparent during the week, 1, 1¼, 1½ and 2-inch all being reported on the shy list. In some quarters ample stocks are reported as available. The situation generally in respect to iron and steel, whereas it shows no remarkable improvement, is really easier as regards supplies. The demand is maintained at a very fair level, and prices show no disposition to change from the figures given herewith:

TORONTO—	Per 100 lbs.	
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	6 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Steel Sheets Still In Difficult Position

Toronto.

SHEETS, PLATES.—Relief seemed to be rapidly developing in respect to shipments of sheets, but further difficulties have arisen which are holding up deliveries, and in some quarters stocks are reported badly depleted, and orders are being booked for delivery on arrival of cars now in transit. From many sources the information is given out that stocks of both galvanized and black sheets are in very good condition. A shortage of 10¾ oz. galvanized sheets has developed. Generally speaking, however, supplies equal the demand, which is seasonable. Prices show no further revisions, being firmly maintained at basis given herewith:

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$10 00	$12 00
12 gauge	7 55	10 10
14 gauge	7 45	8 40
16 gauge	7 30	8 50
18-20 gauge	7 30	8 05
22-24 gauge	7 35	8 10
26 gauge	7 40	8 15
28 gauge	7 50	8 25
3/16-inch plate	10 25	....
¼-inch boiler plate	10 00	....
GALVANIZED SHEETS—		
10¾ oz.	$9 25	$9 50 $10 50
U.S. 28	8 95	9 20 10 20
U.S. 26	8 65	8 90 9 90
22 and 24	8 50	8 75 9 75
18 and 20	8 35	8 60 9 60
16	8 20	8 45 9 45
14	8 10	8 35 9 35

Steady Situation Revealed In Corrugated Sheets

Toronto.

CORRUGATED SHEETS, EAVETROUGH.—A steady tone prevails in respect to corrugated sheets during the week, and no excitement of any kind has marked the situation on this line. Stocks are in very fair condition, and with the opening of spring greater activity in shipments is anticipated. Eavetrough and conductor pipe also hold steady, and the spring demand is beginning to assume more definite proportions. Prices as given in current quotations show no change. Corrugated sheets are quoted as follows:

TORONTO	Per 100 Sq. Feet	
	Galvanized	Painted
No. 28 gauge	$ 8 25-$ 8 75	$6 75-$7 25
No. 26 gauge	9 00- 9 50	7 75- 8 25
No. 24 gauge	13 00-	10 50
No. 22 gauge	16 00-	13 25
No. 20 gauge	19 00-	16 50
No. 18 gauge	23 00-	20 00

Discount 7½%.

Boiler Tubes Expected May 1; Wrought Pipe

Toronto.

WROUGHT PIPE, BOILER TUBES.—If present expectations are realized big shipments of boiler tubes are expected about May 1, and their coming will relieve a situation which has been rather full of uncertainty for some time past. No change in the price is anticipated, and quotations recorded below are likely to be maintained.

Wrought iron pipe reveals a very firm tendency and stocks are in very good condition. Nothing new has developed and prices hold steady, as shown in the current market quotations.

Boiler Tubes—	Cold Drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Lead Market Reveals Firm Tendency

Toronto.

LEAD AND ZINC PRODUCTS.—After two or three weeks of excitement in the lead and tin markets, which resulted in shoving prices of solder to very high levels, steadiness is again apparent, and quotations are holding firmly in all products at figures shown last week. The lowest prices shown on solder in the table below are quantity prices, and only quoted on shipments of one-half ton or more. In usual quantities prices would be 2c per pound higher than the low quotations given. The primary market on lead remains steady, with little change, and prices on lead pipe, trap and bends, and zinc sheets are all maintained firmly.

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 16
Lead sheets, 3 to 3½ lbs. sq ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.		0 12½
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 48¾	0 53
Solder, strictly, lb.	0 44¾	0 48
Solder, commercial, lb.	0 40¼	0 47
Solder, wiping, lb.	0 38¾	0 43¼
Solder, wire, lb.	0 48½	0 56½
Zinc sheets, per lb.	0 26	....

Gov't. Order Prohibits Export Of Scrap Iron

Toronto.

OLD MATERIALS.—During the week the Dominion Government has issued an order prohibiting the export of scrap iron from Canada. Commenting on the order, one scrap iron merchant said: "It simply means a great monetary loss to those manufacturers of iron products who have scrap iron as a by-product, while the steel combine will not sell shell steel any cheaper to the manufacturers." He stated that Canadian buyers of scrap steel and iron paid far less than those of the States, one paying $24 a ton and the other in the States about $40. Exception has been taken to this statement by one Canadian buyer, who asserts that prices in the United States are less than those now ruling in Canada. His views are given elsewhere in this issue.

He declared further that the steel men seemed to have got behind the Government, forcing their hand so as to corner all the scrap iron for themselves at a cheap price. He stated that scrap merchants would not suffer, but only the manufacturers of shells and articles of iron and steel which produced scrap iron. Shipments of waste paper are not affected, although some shipments of scrap bagging have been held up at the border.

Tea lead	$ 0 04½	....
Heavy lead pipe	0 07	0 07½
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 06	0 06½
Heavy copper	0 22	0 22½
Stove plate, per ton	17 00	18 00
Old cast iron, per ton	25 00	26 00
Overshoes, trimmed Arctics	....	0 06¼
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Use Term "Manila" Only On Pure Manila

Toronto.

TWINE, CORDAGE.—An investigation has been conducted by the Federal Trade Commission of the United States into complaints received that misleading labels and brands were being used on rope, and that advertisements, catalogues, circular letters, etc., were being circulated that offered rope as Manila rope which was not pure Manila rope. This has resulted in a stipulation being signed under which manufacturers agree not to use the term Manila in the brand name or label on any of their rope containing less than 100 per cent. of pure Manila fibre unless the printed, typewritten or written matter referring to the rope shall contain qualifying words which conspicuously and clearly show the percentage of Manila hemp in the rope. This reform should be welcomed by the trade generally, and it is more than likely similar conditions will obtain in Canada.

Considerable relief is felt over the settlement of binder twine prices. Cordage remains unchanged at prices appearing in current market quotations.

Woodenware Advances Ten Per Cent.

Toronto.

WOODENWARE.—As predicted in HARDWARE AND METAL, prices on woodenware show an advance, new prices being 10 per cent. higher than those formerly ruling. The statement from the manufacturer reads that wooden tubs and pails advance 10 per cent. on list before discount is taken. The new prices are shown in current market quotations.

Waste And Oakum In Firm Market

Toronto.

WASTE, OAKUM.—A firm situation is revealed in the market on waste, and manufacturers indicate that their plants are operating at full capacity. The commercial demand is by no means heavy, but with the opening of spring some improvement is expected along this line.

Oakum shows no great activity, and prices appear in current market quotations on both of the above lines.

Ready Roofings Higher In United States

Toronto.

ROOFING MATERIALS. — Advice from the United States indicates that higher prices have become effective in some lines of ready roofings. No change is reported locally, and it is not expected an immediate advance will be made here. Building papers are holding steady at prices given in current quotations.

Good Demand For Belting Exists

Toronto.

BELTING, TAP SOLES.—The demand for belting is reported splendid and shipments are going forward as rapidly as the railways will accept the freight. A firm situation in respect to prices exists and no change is anticipated. Tap soles and lifts are holding steady, and the demand is very fair.

Ingot Metals Reveal Steadier Tendency

Toronto.

INGOT METALS.—The situation in non-ferrous metals has become more interesting by reason of the uncertainty surrounding developments in the market, more particularly in regard to tin and aluminum. The revision of copper prices will come up for consideration some time in May, and it is understood that the producers will induce the United States Government to agree to a higher price after June 1. There is no improvement in the position of tin, the scarcity still being acute, with practically no supplies obtainable. Although the price of aluminum has been fixed in the States, there has been no change locally, a condition brought about by the scarcity of metal in this market. Lead is slightly easier, though no change in price is recorded. Spelter and antimony are both unchanged.

COPPER.—There is no new development in the copper situation and the market continues very quiet. At the present time there is somewhat of a shortage in the United States, due to a heavy and sudden demand by the Government, who cut off supplies from outside consumers for the time being. However, no fear is expressed that there will be an ultimate shortage of the red metal. It is reported that a movement is on foot among the producers to induce the United States Government to agree to a higher price after June 1. Quotations range from 30c to 32c per pound locally.

TIN.—There is no change in the position of tin, which is very scarce. The entire situation seems to be growing more serious each day, and inquiries and

demand for the metal far exceed supply. The demand extends for deliveries far into the future. There is no Straits tin offering and only limited quantities of Banca and Chinese. In this market there is practically no spot tin to be had, and price ranges from 95c to $1 per pound.

SPELTER.—The market has a weaker tendency on account of the light demand, which is resulting in a decline in production. The price of spelter in London remains officially fixed at £54 for prompts and £50 for futures, which are equal to 11.45c and 10.60c per pound. The local price is unchanged at 9¾c to 10½c.

LEAD.—Although the undertone of the lead market is strong, increased production is beginning to develop and an easier position is reported. Lead is now quoted locally at from 9¼c to 10c per pound.

ANTIMONY.—There is no change in the antimony market, which is attracting little attention. Present price, 16c to 18c per pound.

ALUMINUM.—Although the price of aluminum has been fixed at 32c per lb. in the primary market, there has been no change made here, due principally to the fact that very little metal can be obtained except for Government work. The market here is firm, with price at 60c per pound.

PIG IRON.—Little change is reported during the week. Receipts of coke are gradually improving, and furnaces are enabled to maintain operations. With improved conditions generally a heavier iron production is expected to develop. Foundry iron is quoted at $49.50 per ton.

LONDON MARKETS

LONDON, March 14.—Business here continues fair. Just now it is between seasons but good business is expected later, on garden tools, house cleaning supplies, prepared paints, etc. The sale for builders' hardware will be small as there is very little new building in sight. Prices continue very firm and advances may be expected on many lines.

Tire Chain Prices Firmly Maintained

London.

TIRE CHAINS.—Prices on automobile tire chains have been firmly maintained with discount unchanged at 25 per cent. on the Rid-o-Skid line. List prices prevailing are shown herewith:

30 in. x 3½ in., $2.65 per pair; 32 x 3½, $2.80 per pair; 34 x 3½, $2.95 per pair; 31 x 4, $2.90 per pair; 32 x 4, $3 per pair; 33 x 4, $3.10 per pair; 34 x 4, $3.20 per pair; 35 x 4, $3.30 per pair; 36 x 4, $3.40 per pair; 35 x 4½, $3.50 per pair; 36 x 4½, $3.60 per pair; 37 x 4½, $3.75 per pair.

Spark Plugs In Fair Demand

London.

SPARK PLUGS.—Greater interest in automobile accessories is becoming manifest and inquiries are being submitted for the many things used by the motorist. Spark plugs are in very good demand and shipments are going forward in fair quantities. Prices are firmly maintained for the Champion spark plugs on the following basis:

Champion X for Ford—In lots of 100, 52c each; less than 100, 54c each.

Champion O for Overland—In lots of 100, 59c each; less than 100, 61c each.

Champion Buick conical for McLaughlin and Chevrolet—In lots of 100, 59c each; less than 100, 61c each.

Champion Regular ⅞", for Maxwell and Gray-Dort—In lots of 100, 59c each; less than 100, 61c each.

Champion conical ½" for Studebaker—in lots of 100, 59c each; less than 100, 61c each.

No Change In Headlight Lenses

London.

HEADLIGHT LENSES.—Prices on headlight lenses now prevailing reveal no change over recent quotations. The demand is fair and is expected to improve when milder weather and better roads are available so the motorist can get out into the country. Quotations now being made on the Corning Conaphores are given herewith. These are for models 1916-17 cars mentioned:

8 in. Novial, size for Chevrolet, $5 per pair list; 8¼ in. Novial, size for Ford and Chalmers, $5 per pair list; 8½ in. Novial, size for McLaughlin and Gray-Dort, $5 per pair list; 8¾ in. Novial, size for Maxwell, Overland and Hup, $6.25 per pair list; 9 in. Novial, size for Studebaker, $6.25 per pair list; 9⅜ in. Novial, size for Paige, $6.25 per pair list. For models 1916-1917, less 25%.

Prices on the plain or clear headlight lenses are also given:

8 in. clear, $3.60 per pair list; 8¼ in., $3.60 per pair list; 8½ in. clear, $3.60 per pair list; 8¾ in. clear, $4.25 per pair list; 9 in. clear, $4.25 per pair list; 9⅜ in. clear, $4.25 per pair list. Less 25%.

Calf Meal Goes To Higher Levels

London.

CALF MEAL.—Further advances in calf meal have been made during the week. The demand at the present time is excellent and goods are moving out very freely. Chicken feed is also in demand and excellent sales are reported on sheep dip and disinfectant. These lines enjoy a good demand at the present season of the year and retailers are taking active interest in the various lines:

Royal Purple Calf Meal—100-lb. sacks, $4.55 per 100 lbs.; 50-lb. sacks, $4.65 per 100 lbs.; 25-lb. sacks, $4.75 per 100 lbs.

Royal Purple chick feed—100-lb. bags, $5.50 per 100 lbs.

Zenoleum sheep dip and disinfectant—8-oz. tins, $2.40 doz.; quarts, $5 doz.; ½ gallons, $8.40 doz.; 1 gallons, $15 doz.

Zenoleum lice powder, $2.40 dozen.

Cistern Pumps Advance In Price

London.

CISTERN PUMPS.—New prices have been issued on cistern pumps which provide for a substantial increase. The price of raw materials and labor have entered largely into the cause of this latest change. The demand is seasonable, which is only fair, though some shipments are being made with spring orders. Net prices figured at the new discount of 35 per cent. off list are given herewith:

No. 1 open spout, $2.18 each; No. 2 open spout, $2.44 each; No. 3 open spout, $2.67 each; No. 1 closed spout, $2.31 each; No. 2 closed spout, $2.57; No. 3 closed spout, $2.86 each.

Sap Pails In Demand; Snow Shovels Up

London.

SAP PAILS, SNOW SHOVELS.—A good demand has been evident on sap pails and spouts and shipments have gone forward freely. The government campaign for increased production of syrup would seem to be bearing fruit. Prices are unchanged as follows:

Sap pails, straight or flaring, $19.50 per 100; sap spouts, Eureka, $12 per 1,000.

An advance in one of the cheaper grades of snow shovels of 50c per dozen, is reported and the arctic is now being quoted at $4.50 per dozen.

Gauge Glasses Go To Higher Levels

London.

GAUGE GLASSES.—New prices have just been issued on gauge glasses which reveal the fact that this line has followed the tendency noticeable in nearly all other lines, that of an advance. The present quotations are being made on the folowing basis:

½ x 10 in., 45c per doz.; 12 in., 50c per doz.; 9-16 x 12 in., 60c doz.; 14 in., 65c doz.; ⅝ x 10 in., 60c doz.; 12 in., 70c doz.; 14 in., 75c doz.; 16 in., 85c doz.; ¾ x 12 in., 75c doz.; 14 in., 95c doz.; 16 in., $1.10 doz.; 18 in., $1.20 doz.

Nails Are Now Moving Freely

London.

NAILS.—Sales of nails are assuming good proportions and a very free movement is now indicated. American roofing nails in kegs are selling at $8.00 and in 25 pound boxes at $8.25 per 100 lbs. No change in either wire or cut is revealed in the quotations of $5.20 and $5.60 respectively per 100 pounds base.

Solder Is Higher; Cordage Unchanged

London.

SOLDER, CORDAGE.—The continued strength in the primary markets on tin and lead have resulted in further advances being put into effect on solder. Strictly half and half has now reached the high level of 52c per pound and sales are reported fair.

Prices on rope are being firmly held and no change over present quotations is expected. Interest is manifest over the action being taken in the United States by manufacturers at the instigation of the Federal Trade Commission to have only one brand of Manila rope and that 100 per cent. pure, any deviation from this to be noted plainly.

Pure Manila, 39c base per lb.; British Manila, 33c base per lb.; New Zealand hemp, 33c base per lb.; sisal, 27½c base per lb.

Spades And Shovels Firm; Also Harvest Tools

London.

SPADES, SHOVELS, HARVEST TOOLS.—An increased interest is expected to develop in spades and shovels and harvest tools during the next few weeks. Although construction work is not expected to be as heavy as usual, a good demand for shovels will develop. Some shipments applying on booked orders have been made but the movement is by no means free as yet. Present prices on these lines remain at former levels as follows:

Spades and shovels 1sts, 30 per cent.; 2nds 20/2½ per cent.; 4ths, 5 per cent.

Net prices figured at above discounts are: 1sts, Jones, $14.30 doz., Bull Dog, $14.30 doz.; 2nds, Burns, $13.87 doz.; 4ths, Olds, $12.40 doz.; Fox, $12.40 doz.; Black Cat, $11.93 doz. Harvest tools 25 per cent.

Poultry Wire, Screen Wire, Lawn Mowers, Steady

London.

POULTRY WIRE, SCREEN WIRE, LAWN MOWERS.—With the approach of milder weather greater interest is being taken in these lines and retailers show a disposition to book, where delivery is not wanted just now. Some shipments are going forward and prices are steady as follows:

Poultry netting, Canadian, 1 in. and 2 in. mesh, 15 per cent.

Screen wire, painted black, 100 ft. rolls $3 per 100 sq. ft.; bronze, 14c sq. ft.

Lawn mowers, Dairy, Star, Woodyatt, Empress, 40 per cent.

Bamboo poles which have attained very high levels remain unchanged during the weeks as follows: 12 ft., 90c doz.; 14 ft., $1.10 doz.; 16 ft., $1.40 doz.; 18 ft., $1.75 doz.

Net Prices On Window Glass

London.

WINDOW GLASS.—The situation following last week's advance in window glass shows no change. Prices are holding firm at quotations shown herewith and new net prices figured at the new discount are reproduced herewith:

	Single	D.D.
Under 25 in.	$12.60	$17.18
26 to 34 in.	13.20	18.64
35 to 40 in.	13.76	19.80
41 to 50 in.	17.63	22.50
51 to 60 in.	18.45	23.10
61 to 70 in.	19.87	24.52
71 to 80 in.	....	26.55
81 to 84 in.	....	34.09
85 to 90 in.	....	36.64
91 to 94 in.	....	37.35
95 to 100 in.	....	43.91

Putty Firm; White Lead In Oil Unchanged

London.

PUTTY, WHITE LEAD.—A very firm situation is revealed in putty though no change in prices has been made. The demand is seasonable which is rather light. Small quantities of white lead in oil are moving and no revision in quotations is apparent:

Putty, standard, 25, 50, 100 lb. drums, $5.15 per 100 lbs.; pure, 25, 50, 100 lb. drums, $6.90 per 100.

White lead in oil, per 100 lbs.: Pure, tons, $15.70; less than tons, $16.05; pure Elephant, tons, $16.20; less than tons, $16.55.

Linseed Oil Advances; Turpentine Declines

London.

LINSEED OIL, TURPENTINE. — Conditions in the linseed oil market show no improvement during the week. Crushers indicate that supplies of flax are not reaching them promptly and the further advance of seed has resulted in prices on oil advancing another 5c per gallon to make $2 oil a reality. Quotations now being made on oil are as follows:

Per gal.: 1 to 2 barrels, raw, $2; boiled, $2.03.

Turpentine shows weakness locally and declines of 2c per gallon have been made in prevailing quotations. These are as follows:

Per Imp. Gal.: 1 barrel lots, 70c; 2 to 4 barrel lots, 69c; 5 gal. lots, 80c.

WINNIPEG MARKETS

WINNIPEG, March 14.—Business for the past week has been very brisk, due no doubt to the mild spell, and prospects of an early spring. Booking for fall business also shows up well.

Price changes for the week are again rather numerous, and all on the upward trend, with but two exceptions, these being tap soles and No. 90 nail hammers. Among the advanced lines appear auger bits, short eye augers, buck saw frames, shoe polish, awl-for-awls, hand saws, fibre ware, tennis racquets, waders, duck decoys, and Worsell grain scoops.

Tap Soles Decline 20 Per Cent.

Winnipeg.

TAP SOLES.—This week's changes show a noted decline in the price of tap soles, new price lists received from manufacturers being approximately 20 per cent. lower than former prices, and new prices now effective are given herewith:

Tap soles—No. 37½, $2.35; No. 122, $4.40; No. 123, $4.20; No. 126, $3.30 dozen pairs.
Tap lifts—No. 50 $1.55 dozen pairs.

Buck Saw Frames Reveal Upward Trend

Winnipeg.

BUCK SAW FRAMES.—New prices have just been named by the manufacturers on buck saw frames, showing advances of from 10 to 15 per cent. and are quoted to-day as follows:

	—Dozen—		
	Prince Rupert	Happy Medium	Maple Leaf
Complete frames	$6.25	$4.20	$5.40
Long ends	2.10	1.30	1.60
Short ends	2.00	1.20	1.55
Cross bars	2.15	1.70	2.25

Auger Bits Up 20 Per Cent.; Augers Too

Winnipeg.

AUGER BITS, AUGERS.—Due to increased manufacturing cost prices have again advanced on Gilmour auger bits. These show an increase of approximately 20 per cent. over former quotations, being quoted to-day at 50 per cent. off list. Net prices are as follows:

3-16 in., $3.00; 4-16 in., $2.50; 5-16 in., $2.50; 6-16 in., $2.50; 7-16 in., $2.50; 8-16 in., $2.50; 9-16 in., $3.00; 10-16 in., $3.00; 11-16 in., $3.50; 12-16 in., $3.50; 13-16 in., $4.10; 14-16 in., $4.10; 15-16 in., $4.75; 16-16 in., $4.75; 20-16 in., $7.00 doz.

Following the advance in auger bits new prices have also been named on Gilmour short eye augers. To-day's quotations are based on 35 per cent. off lists. Net prices are given below:

¾-in., $9.00; 1-in., $9.75; 1¼-in., $11.85; 1½-in., $14.80; 1¾-in., $17.40; 2-in., $19.50; 2½-in., $31.20; 3-in., $57. 20 doz.

Awl-for-Awls Higher; Thread And Needles Up

Winnipeg.

AWL - FOR - AWLS, THREAD, NEEDLES.—A further revision has been found necessary on awl-for-awl speedy stitchers, which move up about 7½ per cent. New prices now effective are as follows:

Awl-for-awls; $6.40 dozen.
Extra reels, $1.90 dozen.
Waxed thread in 25-yd. reels or 25-yd. skeins, $1.90 dozen.
Extra needles, 95c dozen.

Fibre Ware in Further Price Revisions

Winnipeg.

FIBRE WARE.—New prices were given in last week's issue of HARDWARE AND METAL on fibre ware. Since then manufacturers have found a slight revision necessary on some sizes. The change, however, is very slight. New prices now in effect are as follows:

Tubs—No. 3, $12.70; No. 2, $14.90; No. 1, $18; No. 0, $20.95 dozen.
Pails—Star, $4.60 dozen.
Twin Beaver washboards, $4.90 dozen.

More Saws Up; Shoe Polish Higher

Winnipeg.

SAWS, SHOE POLISH.—Following last week's advance on crosscut saws, etc., new prices have also been made on Columbia hand and panel saws. Prices ruling to-day are herewith given:

Hand, 26 in., $15.60 doz.; panel, 20 in., $12.60 doz.; 22 in., $13.80 doz.

New price lists just to hand show an increase in the price of 2-in-1 shoe polish, new resale prices which have been established by the manufacturers being $1.20 doz.

(Continued on page 46.)

WEEKLY PAINT DEPARTMENT

Weather Destroys as Sure as Fire

It Becomes a Matter of Insurance to Paint Buildings — Business Men Would Not Think of Letting the Matter of Fire Insurance Slip by Without Being Attended To

"FIRE, after all, only comes by mere chance or accident. But if property owners feel the necessity of being protected against accident or mere chance, how much greater is the necessity of protecting these same buildings against just as sure but a little slower disintegrating influence than fire?" said an expert paint man in replying to a question from HARDWARE AND METAL as to why he deemed it essential for painting to be done at the present time.

Slower But Certain Destruction

The same question has been put to a number of paint men. One and all are in accord as to the basic reason why painting should be carried out each year. He is a poor business man indeed who lets his property run the risk without sufficient fire insurance to recoup him in case it is wiped out. The destruction caused through the wearing elements of time is just as sure but no less certain than the blotting out by fire. The only difference lies in the fact that fire wipes out in a few minutes whereas the elements may take a little longer to accomplish their ends. But a building exposed to wind and weather is deteriorating and the loss is certain because it is being carried on continuously.

Only One Kind of Insurance

"The effects of the elements are not stopped through war, high prices of labor or scarcity of labor, but these forces continue to operate day and night, summer and winter. And the only kind of insurance which the property owner can take out against it is protecting coats of paint," asserted one of the paint experts recently interviewed.

These are powerful factors which the paint salesman should drive home in talking with prospective customers. Many there are who do not realize the seriousness of allowing their buildings to go for a year or two without the much-needed coat or coats of paint. As pointed out last week by an expert paint salesman, the cost of building materials is far higher now than it has ever been. It would cost a great deal more to replace those same buildings. Property is more valuable now because it would cost more to rebuild if from any cause it were blotted out.

Springtime is usually considered the most favorable time for painting. But this is really an erroneous idea. Buildings that require painting in the fall should be painted then for the simple reason that the damage to an unprotected surface during the winter time is immeasurably greater than at any other time during the year. But if the building needs to be painted in the springtime it should not be allowed to scorch under the summer's sun until the fall comes round. In fact, the time to paint is when the building needs it. To allow it to run past that time is like setting fire to it by degrees and allowing it to consume slowly.

True Economy Is Conservation

The truest kind of economy is to conserve that which we have. To allow valuable buildings to go unprotected and to withhold the spending of a little money which would provide them with a proper measure of paint protection is in reality the poorest kind of economy. It is, in fact, absolute waste.

In this age of keen competition, when resources must be conserved in order to permit of the strongest fight possible, it is the poorest kind of fighting efficiency to allow buildings to get into such disrepair through lack of paint covering. A family that takes pride in keeping their house in a state of repair and in having it look its best at all times will be better able to take their part in the struggle for supremacy. It is the same principle that permeates the soldier's life when he is made to keep his attire looking spick and span as a part of his discipline. He is a better fighting unit because his clothing is neat and well-kept. So also with a business man. He is a better fighting unit—keener for trade—if he keeps his surroundings looking at their best. In this way painting also becomes a matter of real economy.

There is a chance for the paint salesman to drive home these arguments with respect to insurance of buildings and the real economy that results therefrom. It is time to start to sow the seed in this respect. Some preliminary talk can be done along these lines. When the fine spring days come around it will be an easier matter to get the painting business under way.



When you tell him—
"The Bristles can't come out"

There's more than a guarantee of Boeckh Brush Quality in that statement, "the bristles can't come out." It's the most powerful sales reason any brush could have. When Mr. Average Man is selecting a paint brush and you hand him a "Boeckh Steel-Grip Rubber Set" and say "the bristles can't come out," you've made a sale. For you're able to tell him about *Steel-Grip* and *Rubber Set,* the two reasons why.

There isn't another brush that gives you the positive sales action of "Steel-Grip Rubber Set" with the bristles that won't come out.

The Boeckh Bros. Company, Ltd.
TORONTO, CANADA



MOORE'S
House Colors

Moore's House Colors are profitable to the dealer not only because of the big margin they leave, but also because of the super-satisfaction they give to his customers. Customers reason that such satisfaction must necessarily be the result of honest goods. They assume that where honest paint is sold there other lines of equal quality can be had.

Get our interesting proposition.

Benjamin Moore & Co., Limited
WEST TORONTO

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, March 14.—The real interest of the week centres around the strong position of linseed oil again, and this gives rise to many probable changes that may have to be made. Oil has been sold as high as $1.95 in single barrel lots and even at this it is very, very scarce. The paint men are just wondering whether there can be any possibility of improvement in the situation soon. In speaking with one firm HARDWARE AND METAL was told that there "is little likelihood of there being much improvement in the position on oil for at least six weeks and probably longer." If seed is shipped into the United States from the Winnipeg market in large quantities it gives rise to various opinions as to the effect on the Canadian prices. Thus, if there be a heavy lot of seed left for shipment down the lakes when navigation opens, one paint maker states that "there may be quite a decline in the price of oil." Others state that there is not more than the required amount of seed available in Canada if none be shipped out. In as far as the manfacturer is concerned he has provided for his requirements for some time ahead and this enables him to proceed with his manufacturing. The mills and factories are very busy and are sending forward the requirements of their customers even more promptly than in previous years. There is every indication that the trade will open early this year. Turpentine has taken a drop and has sold as low as 65 cents per gallon for barrel lots and 63 cents is the lowest quotation for 5 barrel lots. The firm tendencies are likely to cause a revision of prices also for white lead in oil and as well for putty. The latter commodity is very firm, and another contributing factor to this firmness is the strong position of whiting markets.

Linseed Oil Holds Interest At High Price

Montreal.

LINSEED OIL.—The seed market has been soaring and record prices have been reached. This is reflected again in the firm position of oil and while there are really no quotations being made a few barrels have sold as high as $1.95 for raw and $1.97½ for boiled. It is worth noting that the situation in United States markets is almost identical with the conditions here and prices here compare very closely with the quotations made by the jobbers in Montreal and other points. As regards present delivery of oil, there is really nothing doing. In a few instances odd barrel lots have been supplied, but there is little available for distribution. Prices are expected to remain high and $2 is predicted in some quarters as a probable limit. Not a jobber has suggested that there is any probability of a decline in oil for some weeks, and in one interview HARDWARE AND METAL was informed that the situation was likely to remain firm for six weeks to two months. Whether the prices will remain high after the opening of navigation will depend upon another factor. Granted that a great deal of seed were available for shipment via the Great Lakes as soon as the season opened this same source suggested that there was every likelihood of their being a more favorable revision of prices. However, with the amount of seed that is going south into the States just now there may be a dearth of needed supplies for the Canadian trade and if this be the case the prices will stay up. Bookings for future delivery are being taken on the basis of $1.85 for raw and $1.87½ for boiled.

Linseed Oil—	Raw, Imp. gal.	Boiled, Imp. gal.
Single barrels only	$1.95	$1.97½
5 to 9 barrels	....	....
10 to 25 barrels	....	....

For immediate delivery only.

Five-Cent Decline Recorded In Turpentine

Montreal.

TURPENTINE. — While there is a weaker market the reason for a decline of five cents per gallon is accounted for through the condition of trade more than from any other cause. This reflects the situation in the south where there has been a declining market and the very slow trade is there assigned as the price-disturbing factor. Even at the decline of 5c per gallon sales have not been stimulated much and until the spring months there will not likely be a very great demand. Supplies here are reported to be ample for the needs of the Canadian trade at present.

Turpentine—	Per Imp. gallon
5 bbls. and over	$0.65-$0.69
1 barrel lots	0.63- 0.67
Small quantities	....

Putty Prices Likely To Be Higher

Montreal.

PUTTY.—In view of the linseed oil situation there is some likelihood of a revision upward of putty prices. This is the biggest factor in such a probable change and in addition to this the firm position on whiting and its being hard to get will be added factors in making a change likely. In some quarters it has been stated that new prices may be arranged within the next few days and the indication as above outlined obtains in paint circles generally. For the present there is not a great deal of business, but what there is holds in a firm position at the following prices:

Standard Putty—	Per 100 lbs. 5 ton	1 ton	Less
Bulk, in barrels	$3.75	$3.90	$4.10
Do., ½ barrels	3.90	4.05	4.25
Do., 100 lb.	4.60	4.75	4.95
Do., 25 lb.	4.60	4.75	4.95
Do., 12½ lb.	4.85	5.00	5.20
3 and 5 lb. tins	6.60	6.75	6.95
1 and 2 lb. tins	7.10	7.25	7.45

Pure linseed oil putty—$1.75 per 100 lb. advance on above prices.

Glaziers' putty—$1.35 per 100 lb. advance on above prices.

Strong Position On Paint Revealed

Montreal.

MIXED PAINTS, ETC.—In view of the very serious advance that has been registered in the price of oil and in consideration of the strength of the lead market, paint makers are considering very seriously the length of time that they will be able to continue selling mixed paints on the present basis. As a matter of fact it is frankly admitted that another advance may be necessary very soon. A further advance of 25c per gallon has been made in the United States. Spring orders in the hands of the various firms are being shipped forward with much facility these days and all the makers seem to have provided themselves with ample supplies of raw materials to cover their present manufacturing requirements. Business is said to be good and the retail trade is expected to be in a position to take care of the good business that promises for 1918.

Very Firm Condition In White Lead In Oil

Montreal.

WHITE LEAD IN OIL.—That there has been no upward revision of prices for white lead in oil is not due to any weakness. As a matter of fact the position is decidedly firm and in view of the strength of lead and particularly as a result of such high prices for linseed oil it is stated that an advance would be justified. However, no immediate change is expected owing to heavy stocks which seem to be in very light demand. However, there is a feeling in some quarters that higher prices must rule and these may be arranged in the very near future. Trading in the meantime is just fair. Five-ton lots of standard are selling on the basis of $15 per 100 lbs.; ton lots at $15.50 and small lots at $15.85 per hundredweight.

(Continued on page 48.)



Ramsay's Helps as Business Getters

Attractive colored easels as shown above will be found extremely helpful. They can be arranged on counters or used for window displays. The value of a window as a business getter should never be overlooked.

Ask for easels when sending in orders.

A. RAMSAY & SON COMPANY

MAKERS OF PAINTS AND VARNISHES SINCE 1842

TORONTO MONTREAL VANCOUVER

If interested, tear out this page and keep with letters to be answered.

TORONTO

TORONTO, March 14.—Expectations held out in respect to improved conditions developing in the linseed oil situation have been disappointing and a real scarcity is reported from practically all sources. Receipts of flax are very light, and, although some shipments are reported, these are by no means capable of effecting great improvement. Weakness in the primary markets, reported last week, has resulted in declines being registered during the week locally. Stocks are in fair condition, but great difficulty is experienced in getting shipment through from the South. A very free movement in mixed paint is apparent, and the market has a very firm undertone.

Linseed Oil Reaches $2.00 Mark

Toronto.

LINSEED OIL.—Two dollar linseed oil has become a reality, as a further advance of 5c has been recorded during the week to bring prices in some quarters up to $2 per gallon for raw. Shipments of flax are very, very light, and the situation has reached a very acute stage. An advance of 12¾c per bushel in the cash price of flax on the Winnipeg exchange is shown for the week, from Wednesday to Wednesday. Higher quotations were made in the week than the $3.96¼ price ruling on Wednesday, and futures have gone to over $4 per bushel. Altogether the situation reveals extreme firmness, and declines are not looked for. Prices on linseed oil show a wide range during the week, and at the low price of $1.87 being quoted no spot stocks are available. However, orders are being accepted on this basis for delivery in about two weeks' time. Quotations at the present time are being confined to the one and two-barrel basis.

	Raw. Imp. Gal.	Boiled. Imp. Gal.
1 to 2 bbls.	$1.87-$2.00	$1.89½-$2.03
3 to 5 bbls.	.....	.....
6 to 9 bbls.	.....	.....

Less than barrel lots 10c per gallon higher than single barrel price.

Decline Registered In Turpentine

Toronto.

TURPENTINE.—In last week's issue of HARDWARE AND METAL the weakness apparent in the primary market on turpentine was outlined, and this is now reflected locally in a decline which ranges from 2c to 7c per gallon. Developments during the week in the primary market indicate that Great Britain is going to inaugurate a new system of purchasing naval stores, which it is thought may bring with it a movement more in keeping with the legitimate demands of the business interests involved. British trade interests demand consideration and need raw supplies available from the United States. There is evidence that in as large a degree as possible her industries will be sustained and hopes are entertained for a greater sent shipments are awaiting cars, and Canada is about the only one for whom shipments are being accepted. Even here receipts have not been heavy, though stock is reported rolling. Rosin is in light supply, but the demand is being taken care of satisfactorily. Prices on turpentine now show the following range, with little movement apparent:

	Imp. Gal.
1 barrel	$0.65½-$0.70
2 to 4 barrels	0.64 - 0.69
5 gallon lots	0.70½- 0.80

No Improvement Apparent In White Lead In Oil

Toronto.

WHITE LEAD IN OIL.—No improvement is shown in the demand for white lead in oil, and a dull tone is evident in the market. No indications of any change are given out, and prices are expected to hold firm at their present levels. Stocks are heavy and really more than adequate to cover requirements, as indicated by the light demand. Prices appearing in current quotations show no change.

Splendid Demand For Mixed Paints

Toronto.

MIXED PAINTS.—Spring orders are moving out freely, and from the volume of business coming in it is thought that retailers who had been holding back on account of prices are now convinced that no lower quotations will be available. This realization of the firm tone to the paint market is very likely developing action on the part of retailers, and they are covering for their requirements now. A very firm undertone to the ready-mixed paint market is apparent, and some point to further increase as possible. Some difficulty is being experienced in getting shipments away owing to freight congestion, but it is hoped this condition will not prevail for long.

Glass Firmly Held; Putty Unchanged

Toronto.

GLASS, PUTTY.—Prices on window glass have been firmly maintained during the week at the new list and discount established last week. The discount now prevailing for full boxes is 25 per cent. and 10 per cent. for cut lights. No great activity is revealed in this commodity just now, the demand being limited. Stocks are in fair condition. Plate glass remains unchanged in a firm market.

Putty is holding firm, and no change has been made in prices on standard, which are based in casks at $4.30 per 100 pounds in less than ton lots. Pure putty takes an advance of $1.75 per 100 pounds. Other prices appear in current market quotations.

Brushes In Very Firm Market

Toronto.

BRUSHES.—Whereas stocks of brushes of all kinds are in fair condition, the difficulty in securing French and Russian white bristles is increasing, and some styles of brushes made from these have movement of naval stores. At the pre- been eliminated for the present. Orders for all bristles have to be placed months in advance, and very heavy stocks maintained to be reasonably sure of supplies for manufacturing purposes. Rumors of a probable advance within the next week or two are insistent, and this will range from 10 to 25 per cent. Business is excellent and spring orders are moving as freely as transportation facilities will permit.

WEEKLY MARKET REPORT

(Continued from page 41.)

Grain Scoops Go To Higher Levels

Winnipeg.

GRAIN SCOOPS.—Due to higher cost of production new prices have just been issued on Worsell grain scoops, which show about a 10 per cent. advance. To-day's prices are as follows:

Japanned, $15.50 doz.; galvanized, $17 dozen.

The regular lines of scoops show no change in price, holding firm at figures below :

Crescent scoops—No. 4, $15.80 doz.; No. 6, $16.80 dozen; No. 8, $17.80 dozen; No. 10, $18.80 dozen.

Moose and Jones scoops—No. 4, $16.90 dozen. No. 6, $17.80 dozen; No. 8, $18.70 dozen; No. 10, $19.60 dozen.

Many Lines Of Sporting Goods Advance

Winnipeg.

SPORTING GOODS.—New prices have just gone into effect on several lines of sporting goods, including tennis racquets, waders, duck decoys and rifles. The two former lines are imported from England and show heavy advances over last year.

Prices ruling to-day are as follows:

Tennis racquets—Doherty, $11 each; Varsity, $5.50 each; Eclipse, $4.45 each.

Twill waders, $9 pair.

Stocking length waders, $5.50 pair.

Duck decoys—No. 1, $9; No. 2, $8.50; No. 3, $7; No. 4, $11 dozen.

Remington rifles—No. 12A, $20; No. 12C, $22.50.

Remington repeating shotguns—No. 10A, $42.25 each.

Nail Hammers Register Decline

Winnipeg.

NAIL HAMMERS.—Advice just received from manufacturers of No. 90 nail hammers show a substantial reduction in price amounting to about 25 per cent. Winnipeg jobbers have therefore been able to reduce the price from $7.55 dozen to $5.50 dozen.

Linseed Oil Higher; Turps Unchanged

Winnipeg.

LINSEED OIL, TURPENTINE.—Prices on flax seed continue to soar, Winnipeg market on Saturday touching $3.93 bushel. As predicted in last week's issue of HARDWARE AND METAL, higher prices were expected on linseed oil and during the week it advanced 16c per gallon. During the past month linseed oil has shown a total advance of 25c per gallon. Prices ruling to-day are as follows: Raw linseed oil, $2.00 gal.; boiled linseed oil, $2.03 gal.

No change is reported on turpentine and prices hold firm as formerly quoted, namely: Barrels, 80c gal.; ½ barrels, 83c gal.; 5-gal. cans, 85c gal.; 1-gal. cans, 85c gal.; plus the usual extras for containers.

Business Problems During the War and After

JUDGE ELBERT H. GARY, clerk in a general store, student of law, and head of the United States Steel Corporation, warns business men:

"It is probable that the Russian Revolution and its consequences were planned in Germany, and have been financed and directed by German money and brains. Germany is now endeavoring to 'Russianize' several other countries."

LABOR IS IMPORTANT

Above is one of Judge Gary's warnings. Another refers to labor-power for production of food and munitions of war. Another calls business men to organize for efficiency. The whole article is head and shoulders above average 'war-business' articles because Judge Gary is head and shoulders above even his peers in big business.

IN THE FINANCIAL POST

You can get the business value out of this powerful article to-day, for it appears in THE FINANCIAL POST for this week. Some one you know subscribes for THE FINANCIAL POST. Think of the most efficient friend you have. 'Phone him and borrow his copy.

OTHER CONTENTS TO NOTE

Besides Judge Gary's article in this week's FINANCIAL POST, look for these headings. There's worth-while business news for you in every one of these items:

Outlook for Trade in Russia after War.

Sir Robert Borden and Luxury Imports.

Ontario Guarantees Loans to Farmers.

The Future of the Grand Trunk and C.P.R.

The "Muddling Along" Policy with the War.

The Making of a Mail Order King.

Canadian Car Co. Had Big Profits.

Larger Profits for Dominion Canners.

These articles and many others on current business affairs appear in THE FINANCIAL POST of date March 9th. To read THE FINANCIAL POST this week and every week is to place yourself head and shoulders higher in business information than the rank and file whose news comes to them haphazard. THE FINANCIAL POST has a staff of expert editors with representatives in important centres. The Editors of the strong group of THE MACLEAN BUSINESS NEWSPAPERS add their intensified practical knowledge of the different business fields each week to the news columns of THE FINANCIAL POST.

Sign this coupon. Send it, and secure POST service.

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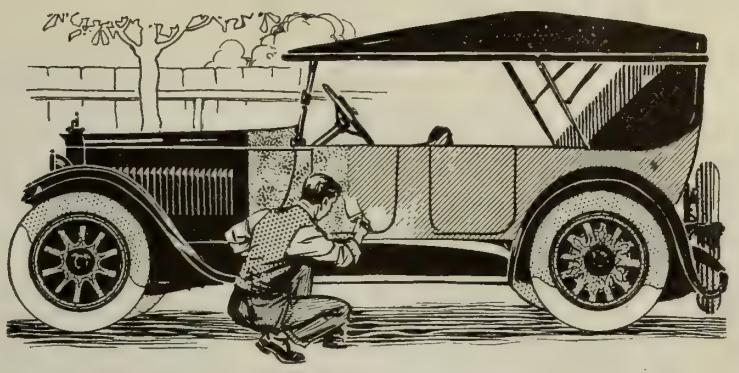
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Get Your Share of this New Business

From fifteen to twenty million dollars is usually spent every year in refinishing motor cars. No one likes a shabby car, but many will be neglected this year from economical reasons unless owners adopt the *"Berry way,"* which makes the cost nominal.

Berry Brothers'
Auto Color Varnishes

enable the unskilled varnisher to refinish his car in his own garage and produce a handsome, durable finish in any color combination for the mere cost of the material.

We furnish an attractive cut-out for counter display, and folders telling how much varnish it takes for a car, how easily an amateur can use it, and showing in colors how cars look when refinished. A selling help of real value.

Ready to Ship Assortments

We have already put up, well selected assortments of colors that we can ship promptly. Order one to-day and get in the field early. You will sell it quickly and want more. Write for further particulars anyway.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Walkerville, Ont. (656)

Electros?

YES, we have over 300 DIFFERENT ELECTROS

WRITE FOR CATALOGUE

HARDWARE and METAL
143-153 UNIVERSITY AVE. ∴ ∴ TORONTO, CAN.

If interested, tear out this page and keep with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; B.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 10% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and 5, and 5½, 100, in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½% to 60 and 5%. London, 60%.

Ford's Auger Bits. 35 to 27½%.

Gilmour Auger Bits, 55 to 60%.

Gilmour Car Bits. 37½%.

Gilmour Eye Augers, 37½%.

Gilmour Ship Augers, 12½%.

Rockford Auger Bits. 50 and 10%.

Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.

London, 22½%.

F.O.B. Toronto, Montreal London and Hamilton.

AXES

Single Bits, doz.	$12 50	$16 00
Double Bit	16 50	19 50
Boys' Axes	10 50	12 00
Hunters' Axes	10 50	12 00
Bench—No. 2, doz.	10 95	11 25
No. 3, doz.	11 80	12 15
No. 4, doz.	12 60	13 05

	Single Bit	Double Bit
Sager	$15 00	$20 00
Dominion Pride	14 50	19 50
St. Clair handled	15 50	....
Sager Boys	12 50	....
Kitchener Boys	12 00	....
Sager Hunters	11 50	....
Kitchener Hunters'	11 00	....

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.

Standard Quality, 40%.

Side Lace Leather, lb. $1.40-$1.75

Cut Lace Leather, lb. 1.60- 1.95

F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50 lb.	5 00
No. 3 x 60 lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.

Carriage Bolts ($1 list), 7-16 dia. and larger, net list.

Machine Bolts, ⅜ in. dia. and smaller, 10%.

Machine Bolts, 7-16 in. dia. and larger, net list.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 25%.

Skein Bolts, 20%.

Square Head Blank Bolts, net list.

Bolt Ends, net list.

Plow Bolts, net list.

Elevator Bolts, 5%.

Fancy Head Bolts, net list.

Shaft Bolts ($3 list), net list.

Step Bolts, large head ($3 list), net list.

Whiffletree Bolts, net list.

Nuts, square, blank, add to list $1.50.

Nuts, square, tapped, add to list $1.75.

Nuts, hexagon, blank, add to list $1.75.

Nuts, hexagon, tapped, add to list $2.

Stove bolts, 55%.

Tire bolts, 35%.

Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 14-14½

F.O.B. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base	$0 43
Rods, base ½ to 1 in. round	.38-40
Tubing, seamless base	45½-50
Tubing, iron pipe size, base ¾ in. and up to 3 in.	45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in.	47½-53

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal. extra heavy ..... $14.50-$17

30-gal. Standard 14 00

F.O.B. Montreal and Toronto.

BOARDS (Wash)	Tin Plate	Zinc
Pony ..... Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4.45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (glass)	....	5 50
Western King (enamel)	....	6 25
Wood, double faced	....	2 20

Subject to small discounts for quantities

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.

Triplex Spring Hinges, 20-10-5%.

Chicago Mortise Floor (5000), 33 1-3%.

Chicago Relax Floor (6000), 25-10-10-7½%.

Chicago Premier (4000), 16 2-3%.

Chicago Ajax (3000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.

Chicago Screen Door (2000), 40-7½%.

Chicago Screen Door (3000), 16 2-3 and 5%.

Non-Hold Back Screen Door, on application.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN	Montreal Fire Welded Proof Coil B.B.	Montreal Fire Welded B.B.B.
3-16 in.	$20.50-$22.25	....
¼ in.	15.00- 16.50	$20.25
5-16 in.	12.50- 14.00	17.75
⅜ in.	10.75- 12.25	14.50
7-16 in.	10.50- 12.00	14.40
½ in.	10.35- 11.75	14.10
9-16 in.	10.35- 11.75	....
⅝ in.	10.20- 11.60	13.90
¾ in.	10.00- 11.40	13.80
⅞ in.	9.90- 11.30	13.60
1 in.	9.75- 11.15	13.50

	Montreal Electric Welded B.B.	B.B.B.
3-16 in.	$14.00	....
¼ in.	10.40	$11.50
5-16 in.	9.85	11.00
⅜ and ¾ in.	9.00	10.00

Toronto.

	American Proof Coil Chain B.B.	B.B.B.
3-16 in.	$16.75	....
5-16 in.	12.00	$12.75
⅜ in.	11.00	11.90
7-16 in.	10.75	11.70
½ in.	10.50	11.60
⅝ in.	10.35	....

Electric Welded B.B.B.—Chain, ¼ in., $11.80; 5-16 in., $11.30. F.o.b. Toronto

Canadian coil chain, 40 and 10% off list.

Cow ties, 12½%; trace chains net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.60 in carlots; $3.15 bbl. in small lots.

Paris plaster, five-barrel lots, $3.25; single barrel, $3.25.

F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—Montreal		Toronto
No. 0	$15 20	$15 20
1	18 80	18 80
2	23 95	24 00
3	30 35	30 35
Russwin—		
No. 0		$17 70
No. 1		21 70
No. 2		24 95
No. 3		34 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. length	5 40
18—6-strand, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$42 50	$43 00
Plain sheets, base 16 oz. and heavier	46 00	35-44
Copper sheet, tinned, 14x60 in., 14 oz.	48 00	....
Copper sheet, planished, base 16 oz. and heavier	57 00	86-45
Braziers' in. sheets, 6x4 base	45 00	44 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	67-69
No. 7, lb.	66-68½
Nos. 8, 9, 10, 12	65-67½

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets. $11 75 $ 8 50

	Galvanized Apollo	Crown	Gorbals
18x24x52	....	....	....
60	....	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base (nominal)	32 00
IXX, 20x28 base (nominal)	36 00
IXXX, 20x28 base (nominal)	40 00

F.O.B. Toronto

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	$40 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets.... $5 00

F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—

20x28 IC, 112 sheet 30 00

F.O.B. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50

F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, $8.50 per 100 lbs.

DRILLS

Bit Stock Drills. 30 to 37½%.

Rd. Shk.. 30 to 37½%.

Wood Drills. 37½%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.60 doz.

F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.



We Manufacture

SHEET LEAD

BABBITT METAL
SOLDER, LEAD PIPE

SPOT STOCKS OF

PIG LEAD PIG TIN
INGOT COPPER
ZINC SPELTER

AND HAVE EVERYTHING FOR THE PLUMBER

THE CANADA METAL COMPANY, LIMITED

Montreal Hamilton TORONTO Winnipeg Vancouver

Pronounced "RU" as in RUBY

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Trade-Mark Registered

COSTS MORE - WEARS LONGER.

SOLE CANADIAN MAKERS:

THE STANDARD PAINT CO. OF CANADA, LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO



It's a Pink anyway you take it, and it's the best Peavey made.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.	%
Great Western, Amer.	50
Kearney & Foot, Arcade.	50
J. Barton Smith, Eagle.	50
P.H. and Imperial.	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.O.B. Toronto, Montreal, London, and Hamilton.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick.	1.90-2.00
Under 40 lbs.	2.00-2.50
Bi-Treadle, each	5 90

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$9.10-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12.50-13.85
Hand sewn, no shank, 1 in.	16 20
Hand sewn, no shank, 1¼ in.	18 00

Halters (Sisal).

7-16 in. gross, $25; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt	20 00
Masons, 5 lbs. and under.	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All handles, neckyokes, whiffletrees and doubletrees, hay rakes and horse pokes, 35%.

Maple and ash pike poles, 35%.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	8 15-8 45
Atlas, No. 1	8 95-9 25
Atlas, No. 2	10 40-10 75
Stearns, 4 in.	7 40-7 65
Stearns, 5 in.	10 25-10 65
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz.	10 25-10 65
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices

Heavy	Strap	Tee
2-inch, dozen pairs	$3 00	$ 2 55
4-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	12 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. pairs	$1 00	$1 00
4-in., doz. pairs	1 20	1 10
5-in., doz. pairs	1 40	1 30
6-in., doz. pairs	1 70	1 50
8-in., doz. pairs	2 50	1 80
10-in., doz. pairs	3 50	2 70

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	8
Extra hooks for above, ¾ in., per lb.	7¾

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	Fox
No. 2, per doz.	$3 45	$4 00
No. 3, per doz.	4 00	4 50
No. 4, per doz.	4 60	5 10
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
Light iron	0-7	$6 25	$6 50
Long heel light iron	3-7	6 25	....
Medium iron	1-8	6 25	6 50
Heavy iron	6-8	6 25	....
Snow	1-6	6 50	6 75
New light "XL" steel	1-6	6 70	6 95
Featherweight "XL" steel	0-4	8 10	....
Special countersunk	0-4	8 60	....
Toe weight (front only)	1-4	9 10	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$15 75
Corrugated, ⅝ in., 100 ft.	18 75
Corrugated, ¾ in., 100 ft.	21 50
Corrugated, 1 in., 100 ft.	31 50

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots.	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1.70-1.75
Mrs. Potts, No. 50, nickel-plated, set	1.80-1.85
Mrs. Potts, handles, japanned, doz.	$1.15-$1.30
Sad irons, common, plain. 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up.	7 00
Sad irons, common, plated.	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons, each	3 75
Gasoline Sad Irons, each.	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.	Per ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	21c ft.
34 to 44 ft.	24c ft.

London—32 ft., 18c; 34-44 ft., 20c.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	17c ft.
18 ft. to 22 ft.	18c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERNS

	Per doz.
Short Globe, doz.	$12 50
Jap'd Dash, doz.	15 00
Search Dash, doz. X-ray.	15.75-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.	18.25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen	
Cold blast, short	1 60	1 10
Cold blast	1 00	1 10

3 doz. cases, 90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby.	4.00-4.20
Cold blast, common ruby.	4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, doz.	$3.85-$4.50

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	15 00
Canada First	19 00

Discount, 40%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz
Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton

MOPS

Mops, O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	8 40
S. W. Mops, doz.	4 35
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	2 00
Crescent, doz.	2 00
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier. 25c over base.

Standard Steel Wire Nails, f.o.b Toronto, London, Hamilton, Milton $5.20 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.25 base.

Freight equalized on above points. Windsor, Walkerville, Sandwich, fo.b. factory points, carload freight allowed, $5.32½.

Sault Ste. Marie, Port Arthur, Fort William, $5 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.65 base; London, $5.60; Hamilton, $5.65. No equalization of freights.

Roofing Nails — American, large head, keg, $8.25. London, $8.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand	Per box of 25 lbs.
No. 3		$19 50
No. 4		9 50
No. 4½		8 25
No. 5		4 50
No. 6		4 25
No. 7		4 00
No. 8		4 00

The Jamieson Company's First Move

These are the big objects back of **JAMIESON'S** first move. In our business, as well as in yours, there must be "conversation," but business must go on. We must adjust ourselves to the new conditions and produce products that will meet them.

Here is our reply to the Country's needs.



To help you reduce your paint investment.
To help you meet war-time conditions.
To help you maintain your paint business on a profitable basis in spite of conditions.
To help you overcome high prices and encourage painting.

Get in the big spring drive for business.

Write us about the agency in your town.

R. C. Jamieson & Co., Limited

CALGARY **Montreal** **VANCOUVER**

Owning and Operating P. D. Dods & Co , Limited

If interested, tear out this page and keep with letters to be answered.

No. 9	3 75
No. 11	3 75
No. 10	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.
F.o.b. Montreal, Toronto, Hamilton, London

"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$19 00
4	1¾"	9 00
5	1 15–16"	4 00
6	2⅛"	3 75
7	2 5–16"	3 50
8	2½"	3 50
9	2 11–16"	3 25
10	2⅞"	3 25
11	3 1–16"	3 25
12	3¼"	3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch...	10 50	36 inch...	$15 00
30 inch...	12 75		

½ inch mesh and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.
Montreal, 15% off list.
American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)	$21 50
U.S Navy (unspun)	20 75
Clipper (unspun)	21 50
U.S. Navy, Eng., unspun	20 00
U.S. Navy, Eng. (spun)	21 00
Plumbers (spun)	$8 50 $10 50

F.o.b. Montreal, Toronto

OIL	Montreal	Toronto
Royalite	0 18	0 17
Paracine	0 21	0 20
Gasoline, gal.	0 32½	0 31½
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 18	0 15½
Cylinder Green, med.	0 55	0 56
Capital cylinder	0 50½	0 49½
Machine oil, regular grades	25½-42	29½-30
Standard gas engine oil	38½	38½-37½
Paraffine	0 21	0 21
XXX machine	0 24½	0 28
Fuel oil, bbls.	0 14½	0 13½
Fuel oil, tank cars	0 13	0 12

OLD MATERIALS
See weekly report.

PACKING	Per lb.
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 70
Surprise Fibre	0 66
Tarred felt, per cwt	3.30-3.35

Asbestos sheeting (per 100 lbs.) $12-$15
Carpet Felt, 16 oz., per 100 lbs. $4 50 $5 50
F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$8 40	$ 9 25
6 to 7 lbs., doz.	9 00	9 75
7 to 8 lbs., doz.	9 60	10 50
8 lbs. only	10 75	
Rock—		
5 to 6 lbs., doz.	9 00	
7 lbs., doz.	$9 60	10 50
8 lbs., doz.	10 20	10 75

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$9.80-$0.90
4 gross (cartons) 4½ in. 0.85-	0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT

Effective Feb. 26, 1918.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 6 00	$ 8 00
¼ in.	5 16	7 29
⅜ in.	5 16	7 29
½ in.	6 55	8 12
¾ in.	8 28	10 41
1 in.	12 24	15 39
1¼ in.	16 56	20 82
1½ in.	19 80	24 89
2 in.	26 64	33 49
2½ in.	42 72	53 53
3 in.	55 85	70 00
3½ in.	70 84	87 86
4 in.	83 93	104 10
Standard Lapweld.		
2 in.	29 60	36 08
2½ in.	44 46	54 70
3 in.	58 14	71 53
3½ in.	72 68	90 62
4 in.	86 11	107 37
4½ in.	97 79	122 56
5 in.	114 00	142 82
6 in.	147 80	185 28
7 in.	192 80	241 57
8 L in.	202 50	253 75
8 in.	233 30	292 32
9 in.	279 50	350 18
10 L in.	259 20	324 80
10 in.	333 70	418 18

Terms 2% 30 days, approved credit.
Prices—Ontario, Quebec and Maritime Provinces.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 40-45%.
4½" and larger, 40%.
4" and under, running thread 25%.
Standard couplings, 4" and under, 35%.
4½" and larger, 15%.
Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Discount 10%.
F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD
See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	35, 2½	35, 2½
8" soil pipe	30	30
Medium and extra heavy fittings, 6" and under	40, 2½	40, 2½

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	40%
Cistern Pumps	40%
Set Lengths	40%
Brass Lined Cylinders	40%
Brass Body Cylinders	40%

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 15%; Iron Burrs, 15%.
Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	1 30
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	$5-$5.50
Roofing Pitch, 80 to 90c per cwt	

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	0 65 0 70½
5-32 in.	0 64 0 69½
3-16 in.	0 60 0 66¼
¼ in. and up	0 59 0 66½

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.
B. & A. emery cloth, 5% to 20% on list.
B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge.
F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS
Net list.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK
See Montreal and Toronto report

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs
10¾ oz.	$9 50
U.S. 28	9 20
U.S. 26	8 90
22 and 24	8 75
18 and 20	8 60
16	8 45

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75, 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 8 35
16 gauge	12 05	8 45
18-20 gauge	10 30	8 60
22-24 gauge	10 45	8 75
26 gauge	....	8 90
28 gauge	....	9 20
10¾ ozs.	11 05	9 50

Add 20c for less than ton lots

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbal's "best-best"
16	$12 55	$12 55	$ 8 70
18-20	12 55	12 55	8 85
22-24	12 25	12 25	9 05
26	12 25	12 25	9 25
28	13 00	13 00	9 65
10¾ oz.	....	....	10 00

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES	Per sq
Standard galvanized	$10 25
Shipping weight, 90 lbs.	
Standard painted	8 00
Shipping weight, 80 lbs	

Discount 7½%.
F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL	
Standard galvanized	$8 75
Standard painted	7 00

Discount 7½%.
F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS
Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR
See Weekly Report.

STAPLES
See Wire Products.

STOVES

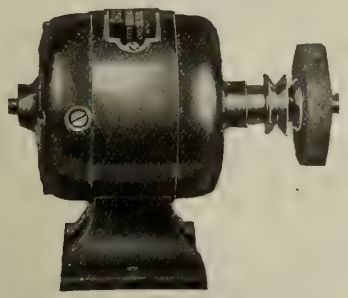
Oil Burning Cooking	Each
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	5 00

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 525 (125), each	6 50
No. 530 (130), each	7 25
No. 630 (230), each	9 25

Discount 25% off list.
F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

NORTHERN ELECTRIC
"DUMORE" UTILITY MOTORS



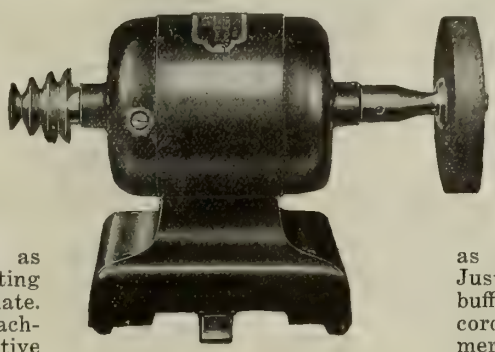
—are a boon to housewives, and go a long way towards helping solve the servant problem by furnishing sufficient power to do light chores. "DUMORE" Utility Motors are small in size but capable of long, hard service in driving many domestic appliances, or with attachments for polishing silverware, cleaning cutlery, sharpening knives, etc.

TYPE "A" 1/25 H.P.

Built to meet the demand for a light, compact power unit. Finished in black enamel. Equipped with 3 ft. of cord and attachment plug, wheel arbor and emery wheel. Wheel arbor nickel plated. Speed 2000 to 9000 R.P.M.

TYPE "B" 1/25 H. P.

The Type B Motor is the same as the Type A illustrated above, excepting that it is finished in all nickel plate. Equipped with 3 ft. of cord and attachment plug. Makes a very attractive looking motor for any use.



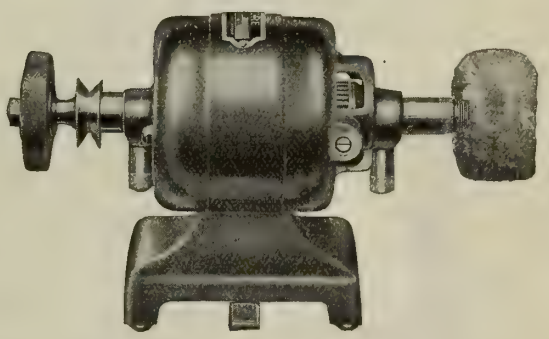
TYPE "C" 1/16 H. P.

Light and powerful. Always ready for use, and is as near trouble proof as it is possible to make a motor. Equipped regularly with 3-step pulley on one end of the motor shaft and a wheel arbor on the other, together with emery wheel. The Type "C" can be equipped the same as the Type "D" motor if so ordered. Just the motor for light polishing and buffing work. Equipped with 8 ft. of cord and attachment plug, Cutler-Hammer 3-speed Rheostat. Speeds 2000-6000-8000 R.P.M.

Practical—Efficient—Economical

For Jewelers, Dentists, Hotels and Restaurants the "DUMORE" Utility Motor will be found indispensable in a great many ways. Furnished in three sizes—"A"—1/25 H.P.; "C"—1/16 H.P., and "D"—⅛ H. P. For the benefit of the trade we have undertaken to advertise these famous "DUMORE" small motors to the public through the Daily Papers from coast to coast, and it will be to your distinct advantage to carry this line in stock for demonstration when called upon to do so.

For full particulars, prices and attractive literature, write our nearest house.



TYPE "D" 1/8 H. P.

The Type "D" Motor is one of the most popular of stock sizes. Is especially adapted for jewelers' and dentists' work. Equipped with 8 ft. cord and attachment plug. Cutler-Hammer 3-speed Rheostat in the base. Shaft ends are tapered. Ritter chuck and wheel arbors can be used in this motor. Speeds 2000-6000-8000 R.P.M.

Northern Electric Company
LIMITED

Montreal	**Toronto**	**Regina**
Halifax	**London**	**Calgary**
Ottawa	**Winnipeg**	**Vancouver**

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	.....	net list
Hollow Back No. 2 Shovels	30%	.....	5%
Hollow Back Sand Shovels and Coal Shovels	30%	.....	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows: BLACK LIST PRICES.

	—Per Dozen—		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	17 80	.....	14.80
Coal Shovels, No. 3 Black	22.00	.....	14.50
Sand Shovels, No. 3, black	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black	19.00	18.00	17.00

For polished goods the following net extras apply:
Full polished .....$1.00 per dozen net
Half polished .....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon

Following are net prices on some of the standard lines: Shovels and spades, Black Cat, polished, $11.90; black, $10.90; Bull Dog, polished, $14.30; black, $13.30; No. 3 D.H.R.P., black, $13.65 per dozen.

Black Cat Scoops—Black are quoted as follows: No. 4, $15.80; No. 6, $16.80; No. 8, $17.80; No. 10, $18.80 per dozen.

SWEEPERS, CARPET .. Bissell's

American Queen, nic'd trim, ball bearing	Doz. $39 00
Club, nic'd trim., "Cyco" bearing	82 00
Champion, nic'd trim	30 00
Champion, Jap'd trim	27 00
Elite, nic'd trim., B.B.	41 00
Grand Rapids, nic'd trim., B. B.	36 00
Grand Rapids, Jap'd trim., B. B.	32 00
Parlor Queen, nic'd trim., B. B.	42 00
Princess, nic'd trim., B.B.	37 00
Standard, nic'd trim	32 00
Standard, Jap'd trim	29 00
Universal, nic'd trim, "Cyco" bear	34 00
Universal, Jap'd trim., "Cyco" bear	30 00

F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim	$1 00
Household, Jap'd trim	67 00
Superba, nic'd trim	96 00

F.o.b. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks .....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1, 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of W- es.

TOOLS, HARVEST

Waverly, Wellandvale, Rixford Maple Leaf, Bedford, 25% discount. Samson, 20% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10		

Discount 10%.

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain

Victor No. 1	$2 05
Jump, No. 1	2 65
Hawley & Norton, No. 1	3 15
Newhouse, No. 1	4 30

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) Per lb.

500 ft.	$0 23½
550 ft.	0 25¼
600 ft.	0 26½
650 ft.	0 28

In 5-ton lots ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 52½-65½
4-ply wrapping, lb.....56 -72½
F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per dozen	$18 15
No. 1, per dozen	15 70
No. 2, per dozen	13 20
No. 3, per dozen	11 55

F.o.b. Newmarket

VALVES

	%
Ground work	50
Compression work, standard	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	net
Radiator valves, standard	15
High grade	7½
Globe, angle and check valves, standard	10
Do., high grade	7½
Patent quick opening valves	35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 30%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list ,plus 25%.
Railroad Cans, list, plus 20%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, steel, 25%; cast iron, 17½%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 60%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs.	$4 50	$4 25	$4 75
Section, ½ in. per 100 lbs.	4 50	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	3 00	3 50	3 10

WHEELBARROWS

Navvy, steel wheel, doz..37.50-51.50
Garden steel wheel, doz.51.00-75.00
Light garden, doz. 37.00-54.00
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Hay Wire in Coils

No. 13	6 10
No. 14	6 15
No. 15	6 25
No. 16	7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10. 6c extra; No. 11. 12c; No. 12. 30c; No. 13. 30c; No. 14, 40c; No. 15. 55c; No. 16. 70c extra.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. Toronto

Barb	$6.20
No. 9 pl. galv.	5.35- 5.90
No. 12 pl. galv.	5.50- 6.00
No. 13 pl. galv.	6.00- 6.15
No. 9 coil sp.	5.50- 5.90
No. 12 coil sp.	5.80- 6.20

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 50
Fence staples, galvanized.$6.25-6.50
In 25-lb. boxes add 25c extra

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.....10%
Brass wire, 3 to 24 gauge, add 40%
25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq ft. in 100-ft. rolls...$3 00
In 50-ft. rolls 3 05
Bronze, sq. ft. 0 11

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 72
Eze, 11 in., per doz.	94 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

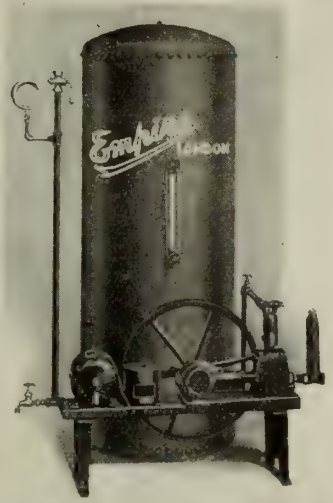
Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report.

EMPIRE WATER SUPPLY SYSTEMS

You can make big profit and satisfied customers by furnishing your trade with an Empire Water Supply System, which at very moderate cost keeps water on tap, under pressure, in kitchen, bathroom, barn or wherever desired.



Many years of service have proven the value of Empire Water Supply System, and the convenience resulting from an ample supply of running water—under pressure—should be the first consideration of those who desire a home that is modern.

Empire Water Systems can be supplied with Hand Pump, Gasoline Engine or Electric Pump. We carry in stock all lines of plumbing material. Write for our Catalogue on Rural Plumbing.

Empire Manufacturing Company, Limited

LONDON TORONTO



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.



MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

HARNESS OIL
NEATSFOOT OIL

Special Cylinder Oil (for steam engines).
A Gas Engine Oil (for gasoline engines).
Tractorlene Oil (for oil burning engines).
Ideal Thresher's Machines Oil (for general use).
Automobile Oil and Transmission Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white 2½-lb. packages, $8 for 100 lbs.; 5-lb packages, $7.80 for 100 lbs. F.o.b. Montreal, Toronto, London

BEESWAX Per lb.
Small quantities $0 45
Larger quantities 0 40
F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID
Bronzing liquid, No. 1 ..... $1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BRUSHES
Weighted, 15 lbs., each $1.35 $2.00
Weighted, 20 lbs., each 1.60- 2.25
Acme, 15 lbs., each 1.75
Acme, 20 lbs., each 2.00
Acme, 25 lbs., each 2.35
F.o.b. Toronto.

COATING
Cement Coating $3 00 $3 75
F.o.b. Montreal, Toronto.

COLORS (DRY) Per lb.
Raw Umber, 100-lb. kegs 7-15c
Burnt Umber, 100 lbs. 7-15c
Raw Sienna, 100-lb. kegs 7-15c
Burnt Sienna, 100-lb. kegs 7-15c
Imp. green, 100 lb. kegs 0 23
Chrome green, pure 0 35
Chrome yellow 0 31
Brunswick green, 100 lb. k. 0 12
Indian red, 100-lb. kegs 0 15
Indian red, No. 1, 100 lb. k. 0 06
Venetian red, best bright 0 04
Venetian red, No. 1 ..... 0 02½
Drop black, pure dry 0 15
Golden ochre, 100 lb. kegs 0 06½
White ochre, 100 lb. kegs 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 2½-3¼
Spruce ochre, 100-lb. kegs 4c-6c
Canadian red oxide, bbls ..... 2 -2¼
Super magnetic red 2¼-2½c
Vermilion 0 40
English vermilion 0 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE
Venetian red, 1 lb. tins, pure 0 15
Indian red 20-26
Chrome yellow, pure 45
Golden ochre, pure 22
French spruce ochre, pure 16-18
Chrome green, pure 18-26
French permanent green, pure 24
Signwriters' black, pure 25
Marine black, 5 lb. irons 0 17
Lampblack 0 24
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Duralite 6 15
Albagloss 6 05

GLUE Per lb.
Brantford All Round Glue—
Case No. 7—50-lb. pkgs. $28 00
Case No. 8—100 ½-lb. pkgs. 31 00
Case No. 9—200 ¼-lb. pkgs. 38 00
Discount.
French medal (prices withdrawn)
English common sheet 32-34
English prima 35-38
White pigsfoot 0 50
Cake bone, 112-lb. bags 0 35
Hide, 112-lb. bags 0 45
Gelatine, 112-lb. bags 45-60
Ground glues, 112-lb. bags, No. 1 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags 24

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

F.o.b. Montreal. Discount 25% on box glass.

Discount from pane list 10%.

Ontario Prices.

	B.S.	B.D.
Up to 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 84	....	45 45
85 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 25%.
Cut lights, 10%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE
Discounts below apply to plate glass list.
Montreal city price, 10% off list; country, 5%.
Toronto, Hamilton, London, 20%.
For shipments of glass outside of Toronto, Hamilton or London, 10% discount from the list. Freight charges paid to destination, provided the gross list value of the glass is $75 or over. Under $75 in value, 10% discount from the list, f.o.b. Toronto. These prices apply to glass under 90 inches in height. Over 90 inches, then special flat car rates apply.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE
(Ground in oil.)
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	$15 50	$15 70
Crown Diamond	15 50	15 70
Crown Pure	15 50	15 70
Green Seal	15 50	15 70
Tiger Pure	15 50	15 70
Ramsay's Pure	15 50	15 70
Moore's Pure	15 50	15 70
O.P.W. Dec. Pure	15 50	15 70
Red Seal	15 50	15 70
Decorators' Pure	15 50	15 70
O.P.W. English	15 70	15 90
Elephant Genuine	16 10	16 20

B.B. Genuine Lead, less than tons, $17.40 Toronto; $17.20 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00 $14 50
Genuine, 100-pound kegs, per cwt.	14 75 15 50
Less quantity	16 00 17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

	Dry, Pound	Paste, Pound
Barrels, 600 lbs.	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52½	0 32½

F.o.b. Toronto Montreal and Hamilton

MURESCO
Tints, 5-lb. packages, per 100 lbs., $7.80; white, 5-lb. packages, $7.20.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon

Elephant, white	3 70
Elephant, colors	3 30
B.H. English, white	3 80
B.H. English, colors	3 55
Minerva, white	3 65
Minerva, colors	3 50
Crown Diamon, white	3 55
Crown Diamond, colors	3 30
B.H. Frescouette, white	3 30
B.H. Frescouette, colors	3 10
Moore's House Colors, white	3 50
Moore's House Colors, colors	3 40
Moore's Egyptian Paint, all colors	2 75
Moore's Floor Paint	2 90
Moore's Sani-Flat	3 00
Jamieson's Crown Anchor	3 30
C.P.C. Pure, white	3 80
C.P.C. Pure, colors	3 55
O.P.W. Canada Brand, white	3 55
O.P.W. Canada Brand, colors	3 25
O.P.W. Canada Brand, floor	2 80
O.P.W. Flat Wall, white	3 05
O.P.W. Flat Wall, colors	2 85
Ramsay's Pure, white	3 65
Ramsay's Pure, coors	3 35
Martin-Senour, 100%, white	3 80
Martin-Senour, 100%, colors	3 55
Martin-Senour, Porch Paint	3 55
Martin-Senour, Neutone, white	3 35
Martin-Senour, neutone, col.	3 10
Senour's Floor Paint	3 00
Sherwin-Williams, white	3 80
Sherwin-Williams, colors	3 55
Flat Tone, white	3 30
Flat Tone, colors	3 10
Lowe Bros. H.S., white	3 80
Lowe Bros. H.S., colors	3 55
Mellotone, white	3 35
Mellotone, colors	3 20
Sanitone, white	3 30
Maple Leaf, white	3 80
Maple Leaf, colors	3 55
Maple Leaf, floor	3 00
Maple Leaf, flat wall	3 10
Pearcy's Prepared, colors	2 75
Pearcy's Prepared, white	3 15

F.o.b. Montreal, Toronto.

PARIS GREEN C.P. Berger's Per lb.
In barrels, about 600 lbs. 0 60¼ 0 61
In arsenic wegs, 250
In 50 lb. and 100 lb. drums 0 61¼ 0 62
In 25 lb. drums 0 62¼ 0 63
In 1 lb. packets, 100 lbs. in case 0 64¼ 0 65
In ½ lb. packets, 100 lbs. in case 0 66¼ 0 67
In 1 lb. tins, 100 lbs. in case 0 66¼ 0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY	Standard Montreal	Less than tons Toronto
Bulk, in casks	$4 10	$4 30
Bulk, 100-lb. drums	4 95	5.05-5.15
Bulk, 25 lb. drums	4 95	5 15
Bulk, 12½-lb. irons	5 20	5 40
Bladder, in bbls.	5 20	5 40

Ton lots standard are 20c per hundred pounds less.
Pure Putty, $1.75 cwt. advance.
London and Hamilton prices same as Toronto.

SHELLAC
Pure White, gal., $4.40-$4.50.
Pure Orange, gal., $4.15-$4.25.
Gum Shellac, TN, 70-74c lb.; finest orange, 83-86c; bone dry white, 80-83c.
F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER
Taxite, 1 gal. cans 3 00
B.H. Vanisher $2 75
Cumoff 3 00
Takof 3 25
O.P.W. Presto 3 00
Lingerwett 2 80-3 25
Solvo 3 00
F.o.b. Montreal, Toronto.

TURPENTINE
See weekly report elsewhere in this issue for prices.

SLATING Gal.
Liquid Slating, B.B. $2 20

VARNISHES Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins ..... $1.32-$1.45
B.H. Stovepipe Varnish, ½ pints, per dozen 1 54
Depend-on, list 3 25
B.H. Maritime Spar, list 7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.
Elastilite 2 90
Granitine 2 90
Hydrox Spar 3 65
Sun Varnish 2 64
Sun Spar 4 50
Sun Waterproof Floor 3 02
Jasperite Interior and Exterior 2 65
Jasperite Pale Hard Oil 1 90
Jasperite Indestructo Floor Finish 2 65
Jamieson's Copaline 3 02
M-S Marble-Ite Floor 3 29
M-S Wood-Var 3 29
M-S Double Spar 4 57
M-S Finest Interior 3 86
Elastic Interior 2 64
Mar-not 3 52
Quick Action House 2 47
Rexspar 4 62
Sear-Not 3 34
Kyanize Spar 4 95
Kyanize Cabinet Rubbing 3 85
Kyanize Interior 3 85
Luxeberry light 3 30
Luxeberry granite 3 52
Luxeberry spar 4 95
Ramsay's Universal 2 64
F.o.b. Montreal, Toronto.

WATER PAINTS
Opalite, 300 lb. bbls. 0 13½
Opalite, 100 lb. kegs 0 14
1 gal. packages, per pkg. 0 75
½ gal. package, per pkg. 0 40
Coralite, 5-lb. pkgs., white 0 05½
Coralite, 5-lb. pkgs., colors 0 06
B.H. Frescota, 5 lbs. white, $6.50; colors 7 00
F.o.b. Montreal, Toronto.

WASTE
Extra Quality XXX $0 20
XX Quality 0 18
X quality 0 17
F.o.b. Toronto

WHITE WIPING
XXX Extra 0 21
X Grand 0 19¾
XLCR 0 18½
X Empire 0 17¼
X Press 0 16

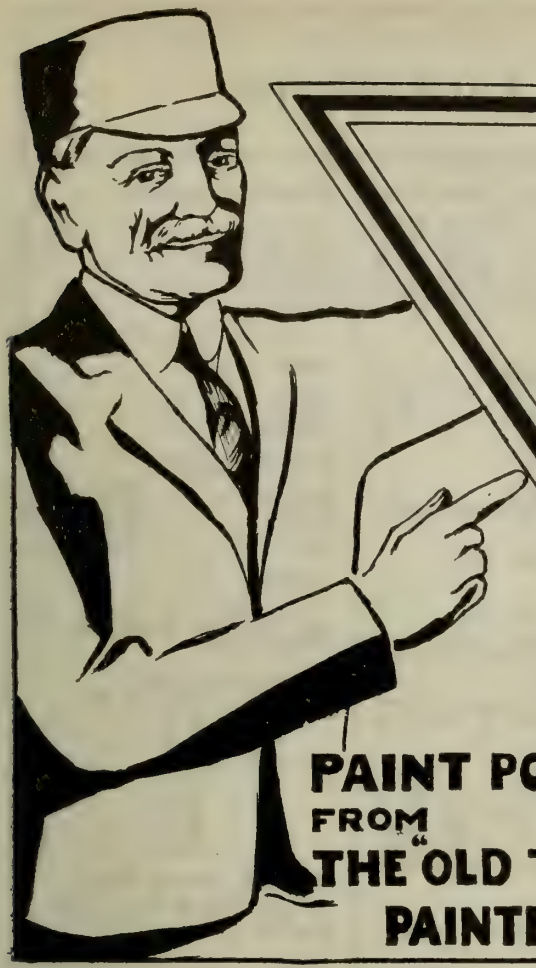
WASTE, COLORED WIPING
Quality I 0 15
Quality 1A 0 13
Quality IB 0 11
No. 5 ..... 0 16
No. 7 ..... 0 14
Japanese 0 15

WIPING WASTE, COLORED
Fancy 16½
Lion 15
Standard 13½
Popular 12
Keen ....
This line subject to trade discount for quantity.

WAX Per lb.
C. & B. Floor Wax ..... $0 [illegible]
B.H. Wax 0 35
Ronuk Floor Wax lb. 0 32
Berry Bros. 0 34
Imperial Floor Wax 0 30
Anchor 0 32
O.P.W. Lion Brand 0 35
Old English 0 45-0 55
Johnsons 0 45-0 55
Jamieson's liquid wax, gal. 2 75
Gold Medal 0 42
Ramsay's 0 30
S. & W. 0 40
F.o.b. Montreal and Toronto.

WHITING
Plain, in bbls $2 50
Gilders, bolted, in bbls 3 00
F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL Per gal.
In five gallons ..... $1.80-$1.90
In barrels 1.70
$1 extra for barrels
F.o.b. Montreal, Toronto, London.



Paint a Defense
Against Deterioration

There is a greater loss to property through lack of paint than loss by fire. Canada's fire loss in 1917 was over $23,000,000.00.

There are now, more than ever, greater opportunities for the sale and use of

Maple Leaf Paints

because they meet every need, for the adequate protection and preservation of property.

PAINT POINTERS FROM "THE OLD TIME PAINTER"

MAPLE LEAF M L FINISHES THAT ENDURE QUALITY



RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

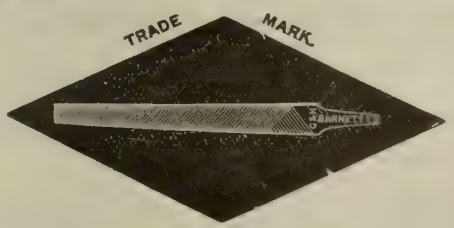
THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regal Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $41; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Singl Bit	$14 50	$18 00
Double Bit	16 50	19 50
Broad axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	20%
Gilmour	50%

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.05 base; other sizes, $5.60 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 33 1-3%; over 6 in., 20 and 10%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOARDS—Wash

	Doz.
Improved Globe	$4 00
Diamond King, Glass	4 75
Western King, Enamel	4 75

BOLTS

Carriage, ⅝ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅝ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft belts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality: plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	35
3 x 3 in.	37
3½ x 3½ in.	38
4 x 4 in.	47
4½ x 4½ in.	68
5 x 5 in.	80

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; ¾, $7.25; Logging, 5-16, 11c; ⅜, 10c; ½, 9¾c; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 65

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 66c lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.50; 10 in., $7.20; 12 in., $8.45.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

See Wares.

FILES

Globe	Discount 45%
Nicholson Gen.	Discount 35%

FITTINGS

Malleable	Black	Galv.
Class B	$ 26	$ 36½
Class C	17	26
Bushings	25%	..
Unions	35%	..
Nipples 4" and under	45%	..

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. barrels, 30c lb.; 100-lb. barrels, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$12 00	$17 50
26 to 40	13 25	20 00
41 to 50	16 75	23 00
51 to 60	17 50	23 50
61 to 70	18 75	25 00

GLASS (Plate)

5% off list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $7.25; No. 2 and larger, $7; snowshoes, No. 0 to No. 1, $7.50; No. 2 and larger, $7.25; steel, No. 0 to 1, $7.70; No. 2 and larger, $7.45; featherweight, $8.85.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED

	Apollo	Premier	and "Fleur de Lis"
10¾ oz. or 28 Eng.	$11 20		$11 20
28 Am. or 26 Eng.	10 90		10 90
26 Am. or 26 spec.	10 60		10 60
24	10 45		10 45
22	10 45		10 45
18 and 20	10 30		10 30
16 Am.	10 20		10 20

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$1 80
Mrs. Pott's No. 50, set	1 90

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $2 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 00
3	2 70
4	4 75
Barn Door	
5	2 70
8	2 90
9	5 00

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 5 00
New Century B	10 16
New Idea	11 35
Snowball	9 00

MATTOCKS

Pick, $10; cutter, $10.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	4 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$7 75	$8 25
Empress	10 00	10 60
Daisy	6 15	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices Per Roll

1 in. mesh x	24 in.	$5 95
	30 in.	7 20
	36 in.	8 50
2 in. mesh x	24 in.	2 90
	30 in.	3 40
	36 in.	4 05
	48 in.	5 25
	60 in.	6 55
	72 in.	7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots, all styles, 1c less than above

OILS

"Buffolite," 22½c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 35c; Family safety coal oil, 23½c; "Engoline" engine coil oil, 19½c; Summer black oil, 22½c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 46c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $19; less quantities, 20c.

PICKS, Clay, 6-7, $39.60 per doz.

POLISH—

	Doz.
O-Cedar—	
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page.)

Housecleaning Time should suggest Wa-Ko-Ver



Housecleaning always reveals floors to be stained, woodwork that needs retouching, furniture that should be brightened up—in fact, a hundred and one places where Wa-Ko-Ver could be used with telling effect.

If you keep Wa-Ko-Ver well to the fore just now in your windows, on your counters and in your advertising, the housewife's mind will become receptive to the Wa-Ko-Ver idea. The discovery of worn floors, scratched woodwork, etc., during housecleaning will at once suggest Wa-Ko-Ver—and your store.

Make use of housecleaning time to bring greater sales of Wa-Ko-Ver, the guaranteed stain, that beautifies all woodwork, and wears so wonderfully.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers

WINNIPEG - - CALGARY

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18x21 per box, half polish, $10.25; full polished, $11.75; 18x24, half polished, $10.25; full polished, $11.75; 20x28, half polished, $10.25; full polished, $11.75.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3 55 per dozen.

PUTTY

100-lb. irons	$5 50
25-lb. irons, per cwt.	5 80
1½-lb. tins	0 10

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope, ¼ and over, 55c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
.....	0 67	12 75

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $10.00; Watch Spring, $10.40; Lance Tooth or Lightning Blades, $10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—	
No. 2 loop	11 50
Bush	13 00

SWEEPERS, Carpet—	Each
Bissell's Grand Rapids, jap'd.	$2 85
Bissell's Grand Rapids, nick.	3 20
Bissell's Vacuum	8 00

STEEL SHEETS, BLACK

10 gauge	$8 50
12 gauge	8 50
14 gauge	8 40
16 gauge	8 50
18-20 gauge	8 80
22-24 gauge	8 85
26 gauge	8 90
28 gauge	9 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30. Black Cat and Crescent Scoops—No. 4, $15.80 doz.; No. 6, $16.80; No. 8, $17.80; No. 0, $18.80; Moose & Jones Scoops, No. 4, $16.90; No. 6, $17.80; No. 8, $18.70; No. 10, $19.60.

SOLDER. Per pound, 49 to 50c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95 ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $7.50; machine, $8.00 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.80 base.

STEEL HOOPS

½ in., $9.75; ⅝ in., $9.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TRAPS, GAME—	Doz.		
	Victor	H.& N.	Jump
No. 0	$1 80	....	....
No. 1	2 12	$3 25	$2 75
No. 1½	3 17	4 88	4 12
No. 2	4 44	6 83	6 05
No. 3	5 90	9 10	8 05

TUBS—	Wood	Fibre
No. 0	$18 30	$20 95
No. 1	15 65	18 00
No. 2	13 20	14 90
No. 3	11 45	12 70

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply	$0 60
Cotton, 4-ply	0 65
	Dozen

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.

Scotch Grey, 40, 12½% discount.

Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, 17½% discount.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.15; less than ton lots, $16.50.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Fort William, $5.10, Winnipeg, $5.50; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05, No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 00
8 in.	7 20
10 in.	8 40
12 in.	10 80
15 in.	14 40
Perfect Handle—	
6 in.	13 00
8 in.	15 60
10 in.	18 20
12 in.	23 40
15 in.	31 20
18 in.	41 60

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 13
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 60
36 in.	6 75
Trimo—	
10 in.	$1 45
14 in.	2 00
18 in.	2 90
24 in.	4 15

	Dozen	
Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Royal Canadian, $51.90 per doz., Eze, $56.10 per doz.; Bicycle, $61 per doz.; Ajax, $125.80 doz.

The truest indication of the success of any business policy is increased sales.

TAKING our sales of Electrical and Automobile Supplies as a criterion we have indisputable evidence that our policy of giving exceptional service meets with the approval of dealers everywhere.

To many our service—painstakingly exact, prompt and sure—has proven a revelation. To all it has been a means of making more sales, and of giving, in turn, an improved service to the consumer.

You, too, can benefit by this highly developed service by simply sending us your order.

Great West Electric Co., Limited
Winnipeg

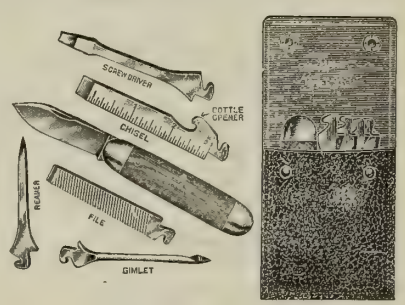
Distributors for:
Laco, Tungsten and Nitrogen Lamps.

Can You Imagine a Man or Boy

Who Wouldn't Like to Own This Kit?

No matter what a man's occupation may be, he will find daily use for the "So Handy" Pocket Knife Tool Kit. Autoist, Sportsman, Hunter, Farmer, Boy Scout—these, especially, will find it a pleasing and practical pocket companion. Excellent, too, for use around the home.
Outfit comprises a splendid Jack Knife with cocoa handle and an exceptionally good blade, and the following tools which can be instantly attached to the knife handle: File, Chisel, Reamer, Screw Driver, Bottle Opener, Gimlet and Rule, all made of high grade steel, carefully hardened and oil tempered.

The So Handy Kit is made in five styles. Jobbers—get posted about this good specialty.



RETAIL PRICE $1.50.

THE BRIDGEPORT HARDWARE MFG. CO. BRIDGEPORT, CONN., U.S.A.

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Canadian B. K. Morton Co., Montreal.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Ware Mfg. Co., Oakville, Ont.

Ammunition
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Auto Accessories
Boston Varnish Co., Everett Station, Boston, Mass.
Canadian Carbon Co., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Hyslop Bros., Toronto.
Interstate Electric Novelty Co., Toronto.
C. Kloepper, Limited, Toronto, Ont.
Line, Hansen & Kimball Co., Moose Jaw, Sask.
McKinnon Chain Co., St. Catharines.
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian Carbon Co., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Empire Mfg. Co., London, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bends, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Bibbs, Basin and Bath Cocks, Fuller
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brass Castings and Goods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets and Rods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
C. Kloepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boiler Tubes
Baines & Peckover, Toronto.

Boilers, Heating and Range
Empire Mfg. Co., London, Ont.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Bone Grinders
Toronto Lock Mfg. Co., Toronto.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
Canada Cycle & Motor Co., Weston, Ont
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Canada Cycle & Motor Co., Ltd., Weston, Ont.

Builders' Hardware
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.
The Stanley Works, New Britain, Conn

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.
Reeder-Weekes Mfg. Co., Ltd., Hamilton, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Specialties
Vol-Peek Mfg. Co., Montreal.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Faultless Caster Co., Evansville, Ind.
Landers, Frary & Clark, New Britain, Conn.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

Canadian Woodenware Co., St. Thomas, Ont.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

John Wanamaker's Dominance

JOHN WANAMAKER surpassed the merchants of the days of his beginning because he had an idea that they didn't have: namely, to multiply sales and customers. John Wanamaker has possessed this identical idea ever since, and it has made him the prince of merchants.

Smaller men among manufacturers and retailers lack this idea: they devote more thought and effort to buying right and running their business trimly. But they are not master merchants.

Now great success cannot come to any firm or any man apart from the Wanamaker idea—which is to multiply sales and customers. Given this idea, and pursue it ardently always, and fortunes and dominance are secured.

The winning and holding of customers and the enlargement of sales call for the employment of advertising. The printed solicitation gets to buyers that flesh-and-blood salesmen cannot get to, and gets to them at right times, and wears down resistance. Printed solicitations produce friendliness, and accelerate the traveller's sales efforts when he calls. Printed solicitations lower the cost of selling. The flesh-and-blood man cannot call on men for much less than $2 a call. The printed solicitation can make calls for as low as a cent a call.

A cent a call! For this very small sum a seller can have access to a very complete list of buyers—the best of them as well as the most of them. A seller can get to this fine company of buyers no matter where they may be—in large cities, in crossroad villages, in off-the-main-line towns. He can get to foreign prospects—in Newfoundland, British West Indies, in South America. A seller can have access to a class of men who have formed the habit of reading advertisements as a necessary part of their day's work; and reading in particular the advertisements which are carried in their specialized business newspaper which they subscribe to, paying cash in advance therefor, and which they rely on for complete news relating to their business, including the news of advertisers—their proposals or statements about their goods.

All this for a cent a call!

Are you a director or official, with a voice in the selling policies of your house? And are you discouraging the use of advertising when advertising proposals come up for consideration? Think of John Wanamaker, Timothy Eaton, Marshall Field, Gordon Selfridge, Sears-Roebuck, Butler Bros., and a score of other firms making a great success. Think of the firms in Canada who have built up tremendous demand for their trade-marked, standardized and advertised product. And analyze the reasons for their great success. You will perhaps then have a new view concerning the function and value of advertising as a sales force or agent.

Then consider the cheapness of advertising to the retailer. You will get help from the table following:

	Cost per page (minimum)	Cost per year for page space	Cost per call
Dry Goods Review	$35	$420	1 2-5 cents
Men's Wear Review	30	360	2 cents
Canadian Grocer	24	1,248	5-11 cents
Hardware and Metal	24	1,248	8-11 cents
Bookseller and Stationer	25	300	1 2-3 cents
Sanitary Engineer	16.70	400	1 3-4 cents

PRINTED solicitation at such low cost ought assuredly to be incorporated into the selling plans of every wholesale or manufacturing firm relying on retailers to distribute their products or merchandise. Will you discuss the matter with us?

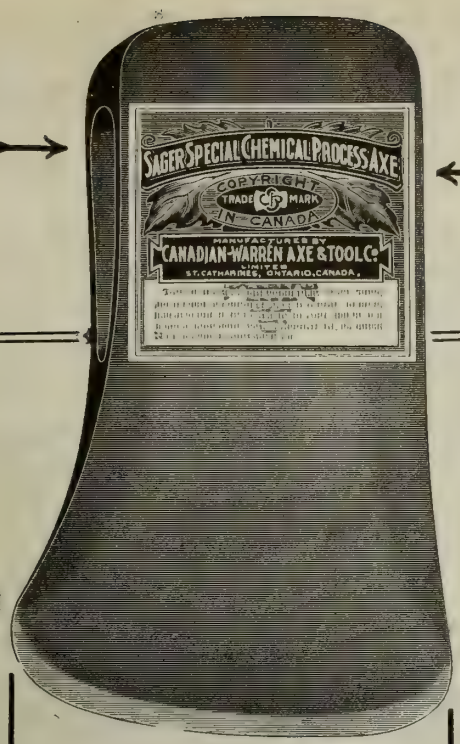
The MacLean Publishing Co., Limited

Toronto, Canada

Also at Montreal, Winnipeg, New York, Chicago, Boston and London, Eng.

THE BUYERS' GUIDE

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.
Concrete, Reinforcing
Baines & Peckover, Toronto.
Conductor Pipe, Hooks, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.
Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Cordage
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., Toronto.
Crowbars
B. J. Coghlin & Co., Montreal.
Cultivators
J. E. Gilson Mfg. Co., Port Washington, Ill.
C. S. Norcross & Sons, Bushnell, Ill.
Cutlery
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
John Chatillon & Sons, New York, N.Y.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).
Culverts, Corrugated Metal
Winnipeg Ceiling & Roofing Co., Winnipeg.
Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.
Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.
Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.
Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.
Display Racks and Stands
Cameron & Cameron, Toronto.
Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.
Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.
Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.
Door Hangers
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.
Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.
Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.
Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Dusters
Channell Chemical Co., Toronto.
Dynamite
Du Pont American Industries, Wilmington, Del.
Dry Cells
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Spielmann Agencies, Ltd., Montreal, Que.
Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.
Egg Cases
Walter Woods & Co., Hamilton.
Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.
Electric Fixtures
Barton Netting Co., Windsor.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.
Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man.
Toronto Lock Mfg. Co., Toronto.
Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.
Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Electrical Toys
A. C. Gilbert Co., New Haven, Conn.
Electro-plating
Toronto Lock Mfg. Co., Toronto.
Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Emery Glass and Papers
John Oakey & Sons, London, Eng.
Expansion Tanks
Pease Foundry Co., Ltd., Toronto.
Explosives
Du Pont Powder Co., Wilmington, Del.
Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Extinguishers, Fire
Booth-Coulter Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.
Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.
Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.
Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.
Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.
Ferrules, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Files
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Fillers
Boston Varnish Co., Everett Station, Boston, Mass.
Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.
Fire Door Fittings
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.
Fire Department Supplies
Booth-Coulter Co., Toronto.
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.
Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.
Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.
Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Force Cups
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.
Furniture Polish
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.
Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Floor Stands
Jenkins Bros., Ltd., Montreal.
Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.
Flint Cloths
John Oakey & Sons, London, Eng.
Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co, Winnipeg.
Garden Cultivators and Weeders
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.
Garage Hardware
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.
Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.
Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.
Galvanized Pipe
Canada Metal Co., Ltd., Toronto.
Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Glass Jars
Dominion Glass Co., Ltd., Montreal.
Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.
Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Glass, Window, Plate, Ornamental
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.
Glue, Sheet and Ground
Brantford Glue Co., Brantford, Ont.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.
Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.
Glass Benders
Toronto Plate Glass Importing Co., Toronto.
Glaziers' Diamonds
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.
A. Ramsay, Son & Co., Montreal, Que.
Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.
Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.



SAGER AXES
always make Satisfied Customers

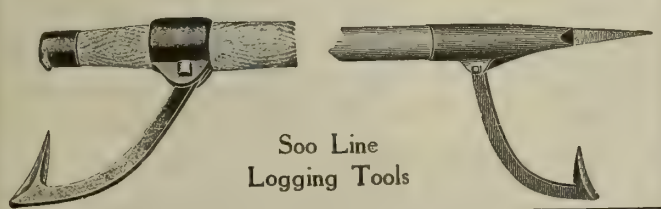
because of their sterling quality and excellent design. Our "Sager" special chemical process of tempering gives Sager axes their individuality.

Soo Line Logging Tools

Lumbermen prefer Soo Line Logging Tools because of the careful attention given to the design and their dependability when subject to hard usage.

We desire to impress upon the Merchants the necessity of placing orders NOW for Peavies, Pike Poles, etc., for Spring trade, as otherwise they may be disappointed in being unable to obtain deliveries.

Canadian Warren Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools



White Enamel
one of the
DOUGALL QUALITY LINE

Nothing is more beautiful than White Enamel—of the right kind.

The illustration above shows what a charming effect can be obtained with the use of DOUGALL'S WHITE ENAMEL.

It stays white—will not crack—can be washed—in fact is practically indestructible. Made in pure white and can be tinted to any color desired.

Write for Particulars.

The Dougall Varnish Co.
Limited
MONTREAL

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Machinery & Supply Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Door and Track
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Hardware Specialties
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Louis McLain Co., Ltd., Winnipeg, Man.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

H
Duluth Show Case Co., Duluth, Minn.

Hardware Shelving
Duluth Show Case Co., Duluth, Minn.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.

Heaters
Beauchamp, J. E., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.

Horse Nails
C. Kloepper, Limited, Toronto, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ice Scrapers
James Bros. Co., Perth, Ont.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Enamels
Boston Varnish Co., Everett Station, Boston, Mass.

Iron Boards
J. E. Beauchamp & Co., Montreal.

Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron Sheets, Black and Galvanized
Dominion Sheet Metal Co., Ltd., Hamilton.

Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.

Iron and Steel, Structural
Baines & Peckover, Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.

Jack Planes
National Machinery & Supply Co., Hamilton.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extension, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.

Lath, Metallic
Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Lanterns, Electric, Hand
Canadian Carbon Co., Toronto.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago, Ill.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.

Lace Leather
Wm. Taylor, Parry Sound, Ont.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Mantels and Grates
Barton Netting Co., Windsor.

Marine Brass Work
Empire Mfg. Co., London, Ont.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mendets
Collette Mfg. Co., Collingwood.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Monel Metal
International Nickle Co., New York.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oil Cups
Canadian Winkley Co., Windsor.

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and you will then realize the big trade you can easily get by showing the "Peerless" line of heavy, open hearth steel wire fencing.

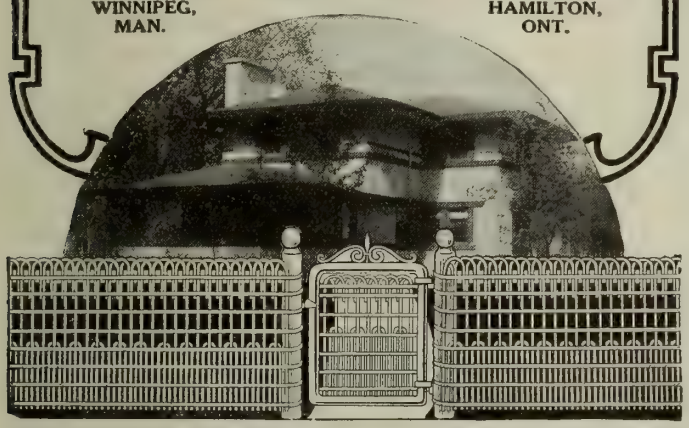
Your customers will be surprised to know how inexpensively they can surround their property with a strong, durable, yet highly ornamental fence.

You can easily afford to send a man out to take orders. Let us tell you about it.

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Get our Catalogue showing the beautiful designs for lawns, parks, cemeteries, etc. Also farm and poultry fencing and gates. There's a big fence trade waiting for you. WRITE TODAY.

The Banwell-Hoxie Wire Fence Co., Ltd.,
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RUSSELL-MAXIM
Spark Plugs



The 3 in 1 Terminal will fit practically any make of motor car sold in Canada, with the exception of the Chevrolet, for which special Head is furnished.

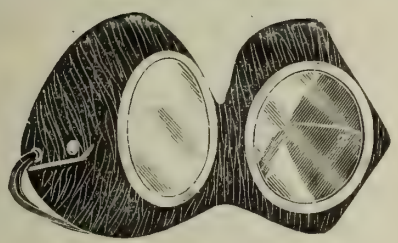
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Save Your Eyes

Snow and sun are hard on the eyes; save them by using Goggles. We carry a full line, Folding, Universal in tin cases, and Micalite Goggles; the best in the market, made in one piece and fireproof. All in assorted colors.

Thos. Birkett & Son Co. Ltd.
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THE BUYERS' GUIDE

Oil Hole Covers
Canadian Winkley Co., Windsor.
Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
Oil Tanks and Pumps
Thos. Davidson Mfg. Co., Ltd., Montreal.
Oilers
R. E. Bloomer, Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Orange Derinders
J. E. Beauchamp & Co., Montreal.
Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.
Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.
Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.
Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.
Packings
Consumers Cordage Co., Montreal.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.
Paint, Ready Mixed, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.
Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.
Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.
Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.
Paper Bags
Walter Woods & Co., Hamilton.
Paper, Wrapping
Walter Woods & Co., Hamilton.
Packing Rubber
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.
Pads
D. Ackland & Sons, Winnipeg.
Pads for Horses
American Pad & Textile Co., Chatham.
Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.
Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.
Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.
Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.
Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg
Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton
Pins, Escutcheon
Parmenter & Bulloch, Gananoque
Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.
Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt
Pipe, Black and Galvanized
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto
Pipe, Galvanized, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg
Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto
Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto
Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Plowshares
D. Ackland & Son, Winnipeg
Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal
Plumbers' Tools
Empire Mfg. Co., London, Ont.
Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.
Plates, Plain and Chequererd
Baines & Peckover, Toronto.
Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Poles, Electric Light
Northern Electric Co., Montreal
Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.
Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.
Poultry Netting
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.
Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.
Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal
Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto
Pulleys
Canada Foundries & Forgings, Brockville
Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Radiators
Empire Mfg. Co., London, Ont.
Radiator Valves
Jenkins Bros., Ltd., Montreal
Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto
Rakes
Ward & Payne, Sheffield, Eng.
Ranges, Coal and Wood
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Wrought Iron Range Co., Toronto
Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., She..eld, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.
Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.
Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.
Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto
Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.
Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Rifles
Harrington & Richardson Arms Co., Worcester Mass.
Roadlighters
C. A. Shaler Co.
Roofing
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Screw and Bolt Cases
Duluth Show Case Co., Duluth, Minn.
Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Shafting
Baines & Peckover, Toronto.
Sheets, Galvanized and Black
Baines & Peckover, Toronto.
Show Cases
Duluth Show Case Co., Duluth, Minn.
Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Solder
Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.
Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.
Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Montreal
Northern Electric Co., Ltd., Toronto
Eclipse Mfg. Co., Indianapolis, Ind.
Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.
Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock
Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Spring Dies
Wells Bros. Co. of Canada, Galt
Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.
Steel Bars
Baines & Peckover, Toronto.
Stoves
Enterprise Foundry Co., Sackville, N.B.
Canada Foundries & Forgings, Brockville.
Clare Bros. & Co., Preston
Findlay Bros., Carleton Place
Gurney Foundry Co., Toronto
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock
Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.
Stoves, Gasoline
National Stamping & Electric Works, Chicago
Stove Lining
Geo. W. Reed, Montreal.
Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Steel, Reinforcing
Baines & Peckover, Toronto.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton
Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton
Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Bending Brakes
Steel Bending Brake Works, Chatham
Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton
Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Becoming a Bigger Man

WHAT is the difference between some men you know and others known to you? Why are some men earning $3,000 a year and some $30,000? You can't put it down to heredity or better early opportunities, or even better education. What, then, is the explanation of the stagnation of some men and the elevation and progress of others?

We are reminded of a story. A railroad man, born in Canada, was revisiting his home town on the St. Lawrence River. He wandered up to a group of old-timers who sat in the sun basking in blissful idleness. "Charlie," said one of the old men, "they tell me you are getting $20,000 a year." "Something like that," said Charlie. "Well, all I've got to say, Charlie, is that you're not worth it."

A salary of $20,000 a year to these do-nothing men was incredible. Not one of the group had ever made as much as $2,000 a year, and each man in the company felt that he was a mighty good man.

Charlie had left the old home town when he was a lad. He had got into the mill of bigger things. He developed to be a good man, a better man, the best man for certain work. His specialized education, joined to his own energy and labor sent him up, up, up. To put it in another way: Charlie had always more to sell, and the world wanted his merchandise—brain, skill and ability. Having more to sell all the time, he got more pay all the time.

Charlie could have stayed in the old home town; could have stagnated like others; could have been content with common wages. In short, Charlie could have stayed with the common crowd at the foot of the ladder. But Charlie improved himself and pushed himself, and this type of man the Goddess of Fortune likes to take by the hand and lead onward and upward.

Almost any man can climb higher if he really wants to try. None but himself will hold him back. As a matter of fact, the world applauds and helps those who try to climb the ladder that reaches towards the stars.

The bank manager in an obscure branch in a village can get out of that bank surely and swiftly, if he makes it clear to his superiors that he is ready for larger service and a larger sphere. The humble retailer can burst the walls of his small store, just as Timothy Eaton did, if he gets the right idea and follows it. It is not a matter of brain or education so much as of purpose joined to energy and labor. The salesman or manager or bookkeeper or secretary can lift himself to a higher plane of service and rewards if he prepares himself diligently for larger work and pay. The small manufacturer, the company director, the broker—all can become enlarged in the nature of their enterprise and in the amount of their income,—by resolutely setting themselves about the task of growing to be bigger-minded men.

Specialized information is the great idea. This is what the world pays handsomely for. And to acquire specialized information is really a simple matter, calling for the purposeful and faithful use of time. This chiefly.

One does not have to stop his ordinary work, or go to a university, or to any school. One can acquire the specialized information in the margin of time which is his own—in the after-hours of business. Which means: If a man will read the right kind of books or publications, and make himself a serious student at home, in his hours—the evening hours or the early morning hours—he can climb to heights of position and pay that will dazzle the inert comrades of his youth or day's work.

IF business—BUSINESS—is your chosen field of work, we counsel you to read each week THE FINANCIAL POST. It will stimulate you mentally. It will challenge you to further studious effort. It will give you glimpses into the world of endeavor occupied by the captains of industry and finance. With the guidance of the POST, and with its wealth of specialized information, you, a purposeful man, aiming to go higher in life and pay, will find yourself becoming enlarged in knowledge and ambition, and will be acquiring the bases and facts of knowledge which become the rungs of the ladder you climb by.

It is the first step which costs. But this cost is trivial—a single dollar. We offer you the POST for four months for a dollar. Surely it is worth a dollar to discover how right we are in our argument. If you have the will to go higher in position and pay, sign the coupon below.

THE MACLEAN PUBLISHING COMPANY, LIMITED,
143-153 University Avenue, Toronto.

Send me / us THE FINANCIAL POST for four months for one dollar.

Money to be enclosed / remitted.

Signed .....

H.M.

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Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

Sweat Pads
American Pad & Textile Co., Chatham

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Supply Pipes, Iron and Brass, Bath and Basin
Empire Mfg. Co., London, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Cistern
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Empire Mfg. Co., London and Toronto
National Equipment Co., Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. of Canada, Galt

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.

Tapes, Steel
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wrought Iron Range Co., Toronto

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber Co., Toronto.
McGraw Tire & Rubber Co., East Palestine, O.

Tools
Buck Bros., Millbury, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Toys
Buck Bros., Millbury, Mass.
J. E. Beauchamp & Co., Montreal

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Woodworkers'
National Machinery & Supply Co., Hamilton

Towel Bars
Kinsinger Bruce & Co., Niagara Falls, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont.

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Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canada Foundries & Forgings, Brockville

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Turning Tools
Buck Bros., Milbury, Mass.
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

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Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
United Brass Founders, Ltd., Manchester, Eng.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
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Boston Varnish Co., Everett Station, Boston, Mass.
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Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

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Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

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Thos. Birkett & Son Co., Ltd., Ottawa.
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Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
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Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
C. A. Shaler Co.

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C. Kloepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
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Dowswell, Lees & Co., Hamilton.
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Scythes & Co., Ltd., Toronto
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Canadian Woodenware Co., St. Thomas, Ont.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

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Empire Mfg. Co., London, Ont.

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Swan Mfg. Co., Winnipeg

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Can. Foundries & Forgings, Ltd., Brockville, Ont

Whitewash Outfits
Collins Mfg. Co., Toronto

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J. E. Gilson Mfg. Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

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Frothingham & Workman, Montreal
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Lewis Bros., Ltd., Montreal
Rice, Lewis & Sons, Ltd., Toronto

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Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal

Windows, Kalameined
Metallic Roofing Co., Toronto and Winnipeg

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Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

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Steel Co. of Canada, Ltd., Hamilton

Wire
Canadian Tube & Iron Co., Ltd., Montreal
British Aluminum Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound, Ont.
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton

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Baines & Peckover, Toronto.

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Trimont Mfg. Co., Roxbury, Mass.
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Bridgeport Hardware Co., Bridgeport, Conn.

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L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

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Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

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Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Dowswell, Lees & Co., Hamilton.
J. H. Connor & Sons, Ltd., Ottawa
Lewis Bros., Ltd., Montreal

Zinc, Bar
Canada Metal Co., Ltd., Toronto

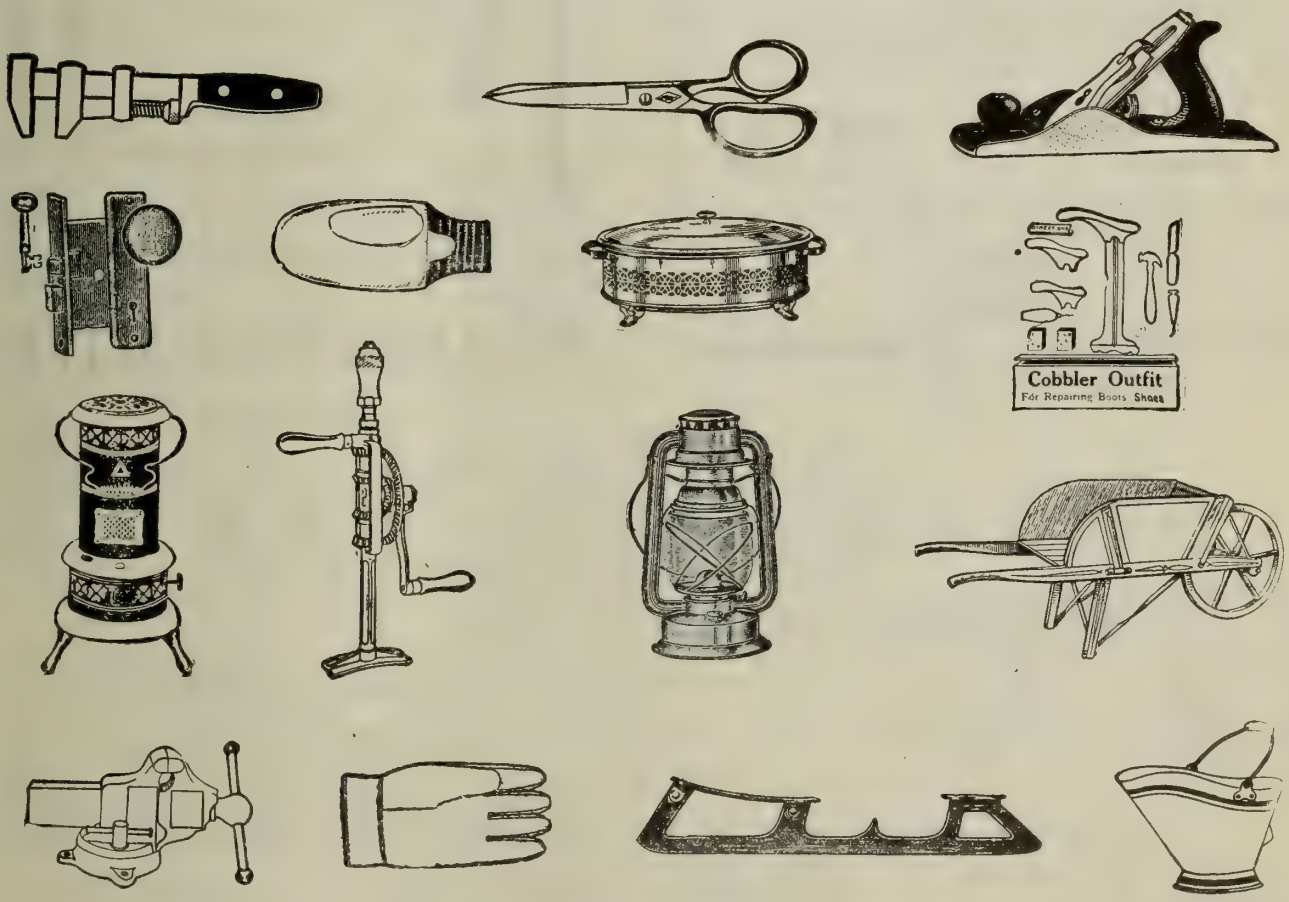
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Not only does advertising create a good impression regarding the product advertised but it **makes for a better product.** There are added responsibility and written-printed claims to substantiate.

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THE retailers who are securing best results from their newspaper advertising are those who are using illustrations in their advertisements. Just as a mail order catalog would be dead without illustrations, so is the average consumer advertisement when illustrations are omitted.

Canadian retail hardware merchants can secure attractive illustrations through HARDWARE AND METAL'S Electro Service. Mounted electros are supplied at a cost of 20c each. Booklet showing 365 electros will be supplied on request. Address below.



HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

143-153 University Avenue, Toronto, Canada

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO



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The great efforts to increase food production which will be made this year will tend to increase sales of tree pruning tools. Every grower will be anxious to give his trees every assistance to bear well.

You can do your part by being prepared to supply the most approved type of pruners. We have many styles all positively guaranteed against defects in material and workmanship.

Taylor's Improved Pattern Pruner

Orchard King Compound Lever



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GUELPH, ONTARIO

METALS · CHEMICALS · GLASS
B&SH Established 1790

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All paint pigments

Immediate shipment from stock

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STEADFAST QUALITY

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Quality Files
A REPUTATION
SECOND TO NONE

Discerning Hardware Buyers specify them exclusively.

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Port Hope, Ont.
"Ask Your Jobber"

If interested, tear out this page and keep with letters to be answered.



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Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

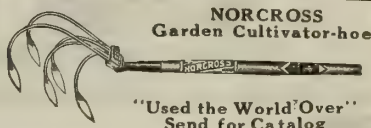
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A composition of pure virgin Metals with unusual wearing qualities. Always specify Owl Brand. Made in the West by



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NORCROSS
Garden Cultivator-hoes

"Used the World Over"
Send for Catalog

C.S. Norcross & Sons, Bushnell, Ill.

Metal Checks

Drop us a card for prices and particulars

HAMILTON STAMP & STENCIL WORKS, Ltd.
HAMILTON, ONT.



"Climax" Paper Balers

Turn Waste Paper Into Money

FREE—10 DAYS' TRIAL.



12 sizes.
Made of Steel.
Reduces your fire risk.
Salesmen and Dealers Wanted.

CLIMAX BALER CO.
HAMILTON, ONT.





BLUE LABEL LAMPS
ALWAYS SATISFY
Made by
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada



FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

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BATH ROOM FITTINGS

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KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
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AUTO ACCESSORIES

STERLING

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Manufactured by

Diamond Saw & Stamping Works
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TRADE **SAWYER** MARK
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STITCHED CANVAS BELTS
"THE QUALITY BELT"

PLEWES LIMITED, Distributors, WINNIPEG

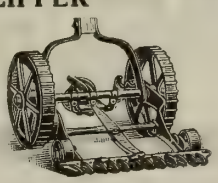


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GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO. Dixon, Ill.



Strong, Easy-Running Trucks

Made in all styles and sizes. Stocked for quick deliveries. Rubber tired if ordered. Made to order. Also hand trucks. Repairs supplied.

John Watson Mfg Co. Ltd.
Winnipeg

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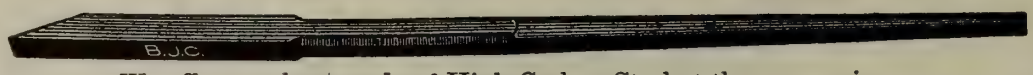
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A Germantown of quality that gets big business



WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

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No. 102-A—CHISEL POINT

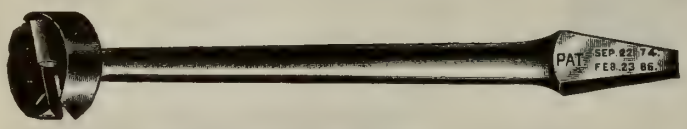
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SPECIFY DOMINION BRAND

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THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn. U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL



The Peterboro Lock Mfg. Company, Limited

Peterboro, Canada

Established 1885

MANUFACTURERS OF

BUILDERS' HARDWARE

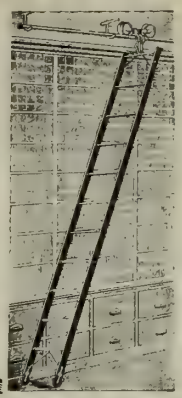
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increase your sales facilities without adding to your wage account. They enable you you to serve customers in a minimum of time, no matter from what part of your stock they buy. Made to order to suit your shelving.
Write to J. H. Ashdown Hardware Co., Winnipeg; Marshall Wells Co., Limited, Winnipeg; or to the makers



John Calander Mfg. Co.
155 E. 12th Street,
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LONDON BAR IRON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

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Manufacturers of

FERRONA PIG IRON

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OPEN HEARTH STEEL



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in trade circles of the Distributors, whose names appear below, of MYERS PUMPS and HAY TOOLS is an indication of the high quality of the goods themselves.
Send your inquiries direct to them, or write us for the names of many other large jobbers who can also supply you the MYERS. Catalog on request.

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Winnipeg, Calgary & Branches
LEWIS Bros. Ltd.
Montreal
F.E. MYERS & Bro.
ASHLAND, O.



FIRST AID IN THE KITCHEN

A Good War Time Specialty

For mending holes in all kinds of Pots, Pans, etc. Graniteware, Aluminum and other kinds. Easily applied with the finger and ready for use in two minutes. Sells well at a good profit; put up in attractive display stands.

From your Wholesaler, or write us direct.

H. NAGLE & CO., BOX 2024, MONTREAL

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OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

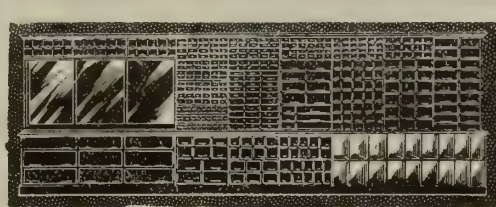
SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL, Sole MANUFACTURERS
Toronto, Canada

If interested, tear out this page and keep with letters to be answered.

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

Acme Waste Mfg. Co.

Cotton and Wool Waste Manufacturers

482 Wellington Street West, Toronto, Ont.
5 Queen Street, Montreal, Que.

Western Representatives:

P. A. C. McINTYRE & CO.
206 Scott Block, Winnipeg, Man.

Write to any one of these places when in need of waste.



Why not stock these lines, which will bring you good results.

Ironing Tables, Garden Seats, Sleighs, Folding Chairs, Kiddy Karrs, Toboggans, Lawn Swings, Iron Washers, Mail Boxes, Chair Seats, Snow Shovels, Games, Knife Sharpeners, Auto Tire Vulcanizers, Orange Peelers, Sifting Shovels, Croquet Sets, Hibernocycle, Tennis Rackets.

J. E. Beauchamp & Co., Montreal

British Columbia, R. G. Bedlington & Co., Vancouver; Alberta and Saskatchewan, Frederic Sara & Co., Calgary; Manitoba, J. D. Macbeth, Winnipeg; Western Ontario, W. J. Grant, Toronto; Toronto City, Lynch & Manley, Toronto; Eastern Ontario, L. E. Adams, Toronto; Montreal City, J. M. Paquin, Montreal; Quebec City, Landry & Simard, Quebec; New Brunswick, St. John Sales Co., St. John; P. E. Island, Jas. D. Offer, Charlottetown; Newfoundland, Walter Clouston, St. John's.

Arctic Metal

QUALITY

should be the first consideration when purchasing Babbitt Metal. Order Arctic Metal and satisfaction is assured.

"We guarantee what we make"

Tallman Brass & Metal Co.
HAMILTON, ONT.

Cleveland Grindstones

IT'S IN THE GRIT

GENUINE BEREA STONE from our famous quarries at Berea, Ohio, in Cuyahoga County has been the WORLD'S STANDARD for more than 65 years. You can get this quality only through us. Have your jobber order "Clevelands" for you today.

CLEVELAND TRADE MARK GRINDSTONES

Write for folder, "Selection and Care of a Grindstone."

THE CLEVELAND STONE COMPANY
Leader-News Building CLEVELAND, O.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

C. KLOPFER, LIMITED

Edward Halloran, Manager

44-50 Wellington Street East, TORONTO
And at Guelph

IRON and STEEL
HEAVY HARDWARE
AUTOMOBILE ACCESSORIES

If interested, tear out this page and keep with letters to be answered.

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

GLUE
IN PACKAGES

Put up in the way that best appea s to the people – that's "Brantford" GLUE

It's an all 'round glue and makes good profits for dealers.
In ¼, ½ and 1 lb. packages at your jobbers.

ANADA GLUE CO., Limited, Brantford, Ont.

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

IN
ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal, Toronto
Philadelphia New York
Winnipeg
London, Eng.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our
CUTLERY
By seeing that th exact mark is on each blad

REGISTERED TRADE MARK
GRANTED 1682.

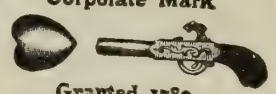
SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY



E. Roy
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man.



4 Good Reasons --- READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

If interested, tear out this page and keep with letters to be answered.

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Made in Canada



Conservation of Food

DOMESTIC ECONOMY is impossible without FRUIT JARS.

This is fully recognised by all Authorities interested in FOOD CONSERVATION and their PUBLICITY CAMPAIGN will undoubtedly stimulate the use of JARS this year and create a demand far above normal. RETAILERS should be ready to do their part by having JARS on hand when required.

REQUIREMENTS should be carefully considered and orders placed with WHOLESALERS as early as possible.

LATE ORDERS may not ensure delivery in time to meet the requirements of the PUBLIC.

NO FRUIT or vegetables should be wasted this year for want of JARS.

Ask your Wholesaler for JARS "MADE IN CANADA" and guaranteed by a reliable manufacturer.

Adv. of Dominion Glass Company, Limited



Made in Canada



Wanted

SITUATIONS VACANT

WANTED—TINSMITH FOR COUNTRY SHOP —must be competent, reliable, exempt from military service. Good salary paid to right man. Apply Drawer A, Rocanville, Sask.

GOOD LIVE EXPERIENCED RETAIL HARDware salesman for one of best stores in Toronto. Give all details in first letter. Apply Box 370, Hardware and Metal.

WANTED—AN EXCEPTIONAL OPPORTUNity for an intelligent and aggressive salesman, to represent a very reputable paint and varnish house in Ontario. Must be sober and industrious. Applications treated confidentially. Box 367, Hardware and Metal.

WANTED — FIRST-CLASS HARDWARE clerk and window dresser. Must be well posted and capable. Good position to the right man. Apply to The Bond Hardware Co., Guelph.

WANTED—YOUNG MEN FOR WHOLESALE and retail hardware firm. Also man experienced in wholesale and retail automobile accessories. Apply Oliver Vokes, 40 Queen St. East, Toronto.

THOROUGH HARDWARE MAN OR LADY capable of taking charge of all office work. Reply, stating full particulars, Box 380, Hardware and Metal.

WANTED

WANTED — A SECOND-HAND 5-GALLON Bowser outside gasoline tank. Quote cheapest price. J. A. Loeppky, Wymark, Sask.

ADVERTISER DESIRES TO RENT OR PURchase hardware store in Western Ontario, with or without stock. Give all particulars to Box 379, care Hardware and Metal, Montreal.

EXPERIENCED TRAVELLERS WITH GOOD connections, calling on the hardware trade, wanted for every province of the Dominion to sell an up-to-date line of builders' and cabinet hardware on liberal commission. Splendid opportunity for A1 men. Apply Box 384, Hardware and Metal.

MISCELLANEOUS

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314 Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

FOR SALE

FOR SALE — INSIDE BOWSER GASOLINE pump with five-barrel tank; used since fall of nineteen sixteen; am replacing by street pump. A snap for cash. H. Stevens, Ochre River, Man.

HARDWARE STOCK AND BUSINESS FOR sale in live town of 800. First-class farmers' trade. Hydro just coming in. Apply Box 360, Hardware and Metal.

FOR SALE — HARDWARE BUSINESS IN large Eastern Ontario city; stock about $8,000.00. Price right for quick sale. Box 361, Hardware and Metal.

FOR SALE, AT A LIBERAL DISCOUNT—2 National cash registers, cost $210.00 cash; 1 Taylor safe, cost $150.00; 1 oval glass counter show case, cost $30.00; 1 set of tinners' tools, cost $250.00. J. H. Millard, Melfort, Sask.

FOR SALE—BUILDING AND HARDWARE stock in good live Saskatchewan village. Stock on hand about $6,000. Living rooms above. Good opportunity and terms for right man. Box 726, Hardware and Metal.

FOR SALE — HARDWARE BUSINESS IN good Western Ontario city; stock five thousand; paying business; act quick. Box 365, Hardware and Metal.

HARDWARE AND TINSMITHING BUSINESS in a Western Ontario town of 800, with good farming connections. Stock, fixtures and tools, $12,000; can be reduced. Box 372, Hardware and Metal.

HARDWARE BUSINESS FOR SALE—IN A Northern Ontario town of 8,000 population. Stock of shelf and heavy hardware, in excellent condition. Stock can be reduced to about $15,000.00. Will sell or lease premises. Owner has been in business over twenty-five years and wants to retire. Box 730, Hardware and Metal, Toronto, Ont.

TO BE SOLD BY LOTS ONLY—FIRST:— Buggy shafts at 30, 20% off list; buggy and waggon spokes, 35, 20% off list; buggy rims, 25, 20% off list; hubs, assorted, 30, 20% off list. Second:—Cut nails, assorted, $5.00 base. Third:—Sherwin-Williams prepared paints in ¼, ½ and 1 gallon at $3.00. Stock given on application. Courchesne & Chaput, Joliette, P.Q.

WELL ESTABLISHED RETAIL BUSINESS and buildings for sale—in Western Ontario town, of population 835. Stock about $38,000.00, consisting of shelf and heavy hardware, furniture, groceries, crockery, tinware and graniteware, harness, wallpaper, tinshop and plumbing. Been in business 28 years. Good reasons for selling. Apply Box 382, Hardware and Metal.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

If interested, tear out this page and keep with letters to be answered.

Lloyd George
and the War

COL. JOHN BAYNE MACLEAN contributes to the March issue of MACLEAN'S MAGAZINE a strong article dealing with the need for efficiency in the Lloyd George Government and giving interesting information with reference to the young man who is rapidly coming to the front in Imperial affairs—Sir Eric Geddes, the head of the Admiralty. This contribution is one of a notable series.

„SIXTEEN MONTHS IN GERMANY.
What a Canadian Prisoner saw and heard there—and how he escaped," By John Evans

This article presents a picture of conditions in Germany and gives many new facts with reference to what is going on in that country. The writer worked for sixteen months in the mines of Westphalia and came in close contact at all times with the miners. The story of his escape is a thrilling one.

"CANADIANS IN MESOPOTAMIA."
By a Canadian Medical Officer.

Little has been known heretofore of the campaign in Mesopotamia. This article gives details of the campaign and of the part which Canadians are taking in it. It shows how the inefficiency of the first campaign has been done away with and how splendidly organized the British army now is. The article contains many interesting anecdotes of adventure on that front.

"LABOR THE DOMINANT FACTOR."
By Agnes C. Laut.

This is an article on the war situation as it is developing on this side of the Atlantic, showing that labor is becoming a dominant factor. In the United States the antagonistic attitude of the labor union is dying out and being replaced by a strong desire to assist in war measures.

"CANADA'S NEW BOSS."
By H. F. Gadsby.

A political article, dealing with the "man behind" Union Government. It gives interesting and exclusive information with reference to the political situation at Ottawa as it is developing since the election.

"A CASUALTY."
By Robert W. Service.

A war poem which tells of an experience which actually happened to Service while driving a motor ambulance on the Western Front. It will be illustrated by C. W. Jefferys.

Fiction in the March Number

"BY THE TIP OF AN EYELASH," by A. C. Allenson, illustrated by R. M. Brinkerhoff. A bright story combining business, love and horse racing.

"THE GARDEN OF SPICES," by L. M. Montgomery, illustrated by F. Weston Taylor. This is a most unusual and charming love story.

Two long instalments of the two serials **"THE PAWNS COUNT,"** by E. Phillips Oppenheim, and **"THE MAGIC MAKERS,"** by Alan Sullivan.

"THE GIRL ON THE VERANDAH," by Arthur Beverly Baxter, who wrote **"The Man Who Scoffed,"** and **"Mam'selle Butterfly."**

Regular Departments and Features

There are the regular features and departments: Review of Reviews; Business Outlook; The Investment Situation; The Nation's Business; Books; Women and Their Work. A food article by Miss Chapman is a feature, and a new Spring Department on Seeds and Garden Culture starts in this number.

MacLean's Magazine
At all News Stands—20c.

"HENDRYX"

STANDARD STEEL AND BRASS CHAINS

MR. CHAIN USER: August, 1917.

For many years we have made a specialty of chain for manufacturer's use, and are well equipped for this business.

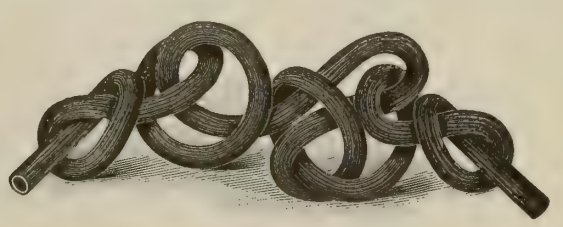
Our chain is made of special wire found by us to be best suited for the purpose. The links are well shaped, small and compact, making a heavy, strong chain.

A sample mailed to us of what you may need will be given immediate attention, and interesting prices quoted on any quantity. Yours very truly,

The Andrew B. Hendryx Company, New Haven, Conn.

"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto, Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria

LUFKIN



BOXWOOD RULES



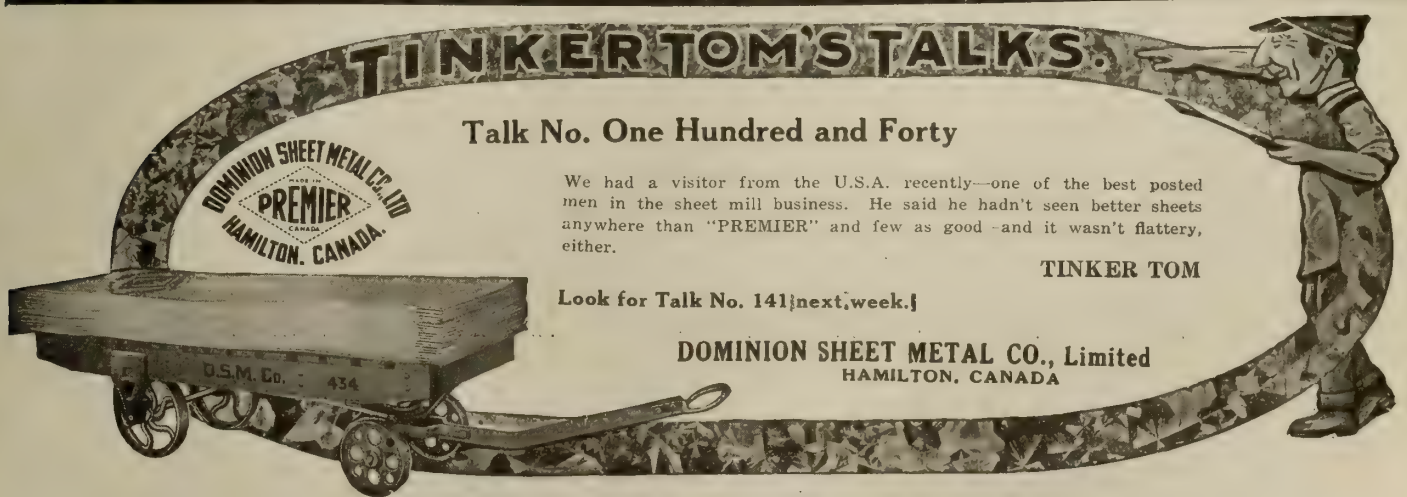
RELIABLE

in every way

From the selection of the boxwood, its seasoning, the assembling, graduating and finishing of the rule, a uniform and high quality product.
A complete line.

Send for catalogue. THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT. Ask your jobber.

TINKER TOM'S TALKS



Talk No. One Hundred and Forty

We had a visitor from the U.S.A. recently—one of the best posted men in the sheet mill business. He said he hadn't seen better sheets anywhere than "PREMIER" and few as good—and it wasn't flattery, either.

TINKER TOM

Look for Talk No. 141 next week.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA

CHAIN

McKinnon Columbus Products

Anchor Chain
- Stud Link
- Close Link

Brake Chain
Boom Chains
Butt Chains
Breast Chains
- Single
- Double
- Double Loose Link
- Double Slack
- Slide
- Bow
- Special Pattern with Snaps

Canadian Coil Chain
Canadian Machine Chain
Coil Chain
- Proof Quality
- BB Quality
- BBB Quality

Conveyor Chain
- or "Log Haul UP"

Cold Shuts
Cow-Ties
- Four Chain
- Ohio Pattern
- Open and Closed Ring Pattern

Chin Chains
Cart Back Chains
- Single and Double

Cart Breeching Chains and Pins
Derrick Chain
Dogs
- Chain
- Eye
- Ring

Dredge Chain
- "C" Quality
- "CC" Quality

Fixture Chain

Halter Chains
Hand Forged Chain
- Crane Quality
- Dredge Quality

Heel Chains
- All sizes and kinds

Hobble Chains
- Coast Pattern

Lap Links
Lap Rings
Log or Binding Chains

Mine Car Hitchings
Mine Car Hitching Pins
Mine Car Hitching Rings
Missing Links

Passing Link Chains

Rafting Chains
Railroad Switch Chains
Repair Links
Rings
- Agricultural
- Harness

Shackles
Sling Chains
Special Chains to Blue-Print
Stage Traces
- Buckeye or Regular Pattern

Stake Chains
Steam Shovel Chain
- "CC" Quality
- Hercules Solid Weld Quality

Steel Loading Chain

Tire Chains (non-skid)
- Dreadnaught
- Imperial

Toggles
- Concord

Traces
Truck Chains (non-skid)

Wagon Chains
- Anti-Spreader
- California Stretcher
- Dump Wagon
- Fifth or Rolling
- Lock
- Stay
- Stretcher or Spreader
- Tailboard or End Gate
- Tongue or Pole

Well Chains
Wheel Chains

McKinnon Columbus Chain Limited

GENERAL OFFICES

St. Catharines, Ontario

ANNUAL SPRING NUMBER

HARDWARE AND METAL

CANADA

Vol. XXX. No. 12.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLICATION OFFICE, TORONTO
MONTREAL WINNIPEG NEW YORK BOSTON CHICAGO LONDON, ENG.



Now Ready !

BUILDERS CABINET & STRUCTURAL HARDWARE

CATALOGUE A.

TO-LO-CO

REGISTERED TRADE MARK

THE NEW

TO-LO-CO

CATALOG

TORONTO LOCK M·F·G. CO.

FACTORIES

PATTERSON PLACE

TORONTO CANADA

WRITE TODAY FOR YOURS

HERE SINCE 1855

Tinplates
Canada Plates
Black and Galvanized Sheets
All Grades

COMPLETE STOCKS

M. & L. SAMUEL, BENJAMIN & CO.

Cor. King St. and Spadina Ave. TORONTO, ONTARIO

If interested, tear out this page and keep with letters to be answered.

Covering the World

HOYT'S
Babbitts and Solders

From Nome to Auckland, from 'Frisco to Archangel, from Glasgow to the Cape, from Vancouver to Singapore, wherever men go in ships, wherever wheels turn, there you will find Hoyt's Metals serving their several purposes.

From the four strategically located central establishments the far-flung battle line of the Hoyt sales organization reaches out to the uttermost edges of civilization.

Hoyt's Nickel Genuine, Hoyt's Trojan, and Hoyt's Frost King Babbitts are reducing friction in all parts of the world, while Hoyt's Bar and Wire Solders, Came Lead and Specialties are giving perfect satisfaction to all peoples.

Metals so universally demanded as are Hoyt's will surely satisfy you. Try them and see.

Bring Good Profit to the Dealer

Hoyt Metal Company

Eastern Avenue and Lewis Street

Toronto, Canada

London, Eng., New York, U.S.A.
St. Louis, Mo., U.S.A.



If interested, tear out this page and keep with letters to be answered.

Acklands

Largest Jobbers of Blacksmith's Supplies in Canada.

The Largest Jobbers

Best in Quality and Manufacture

Westwo REGD

Painted Sets for Wagon Plow and Implement

THE "GUARANTEED" LINE



Good Appearance Protected

The appearance goes a long way toward putting through a sale in selling wagon sets. Wagon sets put up in crates give insurance against bruised woods, marred finishes and other defects likely to discount its sale value.

Westwo REGD **Painted Sets are Put Up in Strong Crates**

Westwo line also covers a wide range of eveners, hitches, whiffletrees, neckyokes, etc., in sizes and style to suit all Western requirements.

Send for Westwo folder.

D. Ackland & Son
LIMITED
WINNIPEG CALGARY

GUARANTEE
All Westwo
Sets are guaranteed, and any defective part will be replaced free.

If interested, tear out this page and keep with letters to be answered.



"NO GALL SORES"

Sweat Pads
Housings
Saddle-Blankets

"Keep Horses fit"

NOW is the time to make a display of Ventiplex goods.

Give prominence to them and they are certain to attract business.

Ventiplex Pads, Housings and Saddle Blankets assist in greater production because horses are always free from the handicap due to gall sores.

Ventiplex Goods lengthen the life and usefulness of a horse by removing irritation and giving comfort. They are made of fine wool felt, sanitary, hygienic, very durable and easily washed. Warranted to make the collar fit.

Boost this line --- you'll find it mighty profitable and very satisfactory.

Burlington Windsor Blanket Co., Limited

793 King Street West - TORONTO

If interested, tear out this page and keep with letters to be answered.



LIGHT NARROW BUTTS

Packed the "National" Way, which means less handling and quicker sales

National Wrought Steel Light Narrow Butts come in three styles, as shown here, Loose Pin, Tight Pin and Ball Tip. They are perfectly made from cold rolled steel and will hang true and swing readily. They can be supplied in any finish desired.

To make their good qualities all the more appreciated and to make selling simpler, they are packed one dozen pairs in a box, *each pair in a separate envelope with screws.*

Selling a pair of these hinges entails just one operation on your part. You simply pass to your customer the sealed envelope containing both hinges and screws. No fussing around to find the right size screw. No delay, no mistakes—your customer perfectly satisfied.

You'll like handling "National" Hinges both because of quality and the handy way they're packed.

We would like to have your name on our list for the 1918 catalog.

NATIONAL MANUFACTURING CO.
STERLING, ILLINOIS

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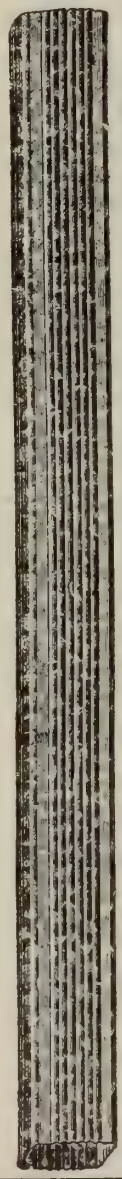
Wages are high—let our machinery work for you.



Repairing old buildings ***Fixing up new buildings***

Be Prepared!

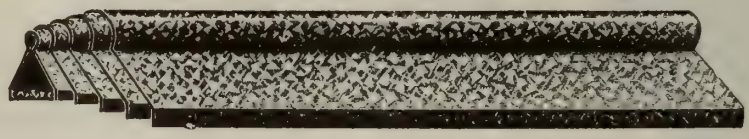
Pre-winter building and repairing offers great opportunities for business—the dealer who goes after it early and with a good line is the one that will reap the profits.



Wheeler-Bain products rank with the best of their kind manufactured anywhere.

Our *Rotary Screw Fan Ventilator* solves the ventilating problem better than anything of its kind on the market. Economical, too. A lot of them in use and giving perfect satisfaction.

Our *Conductor Pipe* is made of the best quality of galvanized iron. Seam is absolutely tight and straight and has stood the test of time.





Corrugated Roofing and Siding

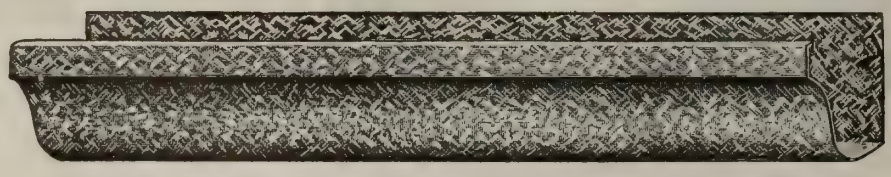
Here's a good line that offers a fine opportunity. Seek out the orders that will be required for covering garages and barns and sell them our unsurpassed products—good profits.

Our Profitable Line of Products

Ridgeroll, Eavetrough, Skylights, Conductor Heads, Galvanized Sheets, Copper Sheets, Valleys, Elbows, Ventilators, Conductor Hooks, Tin Plates, etc.

Write for catalogue and further details.
Do it now.

Wheeler & Bain
TORONTO



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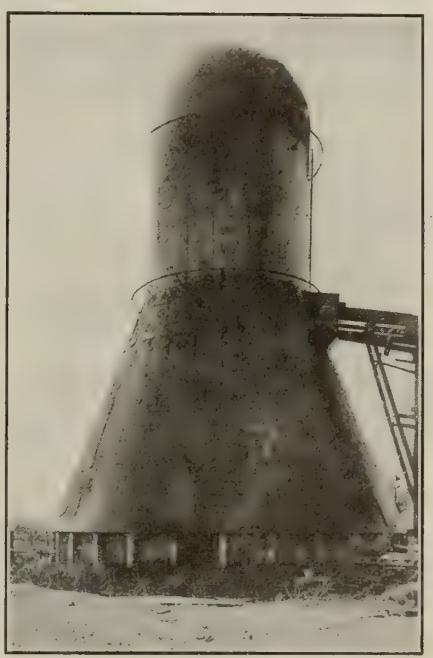
Fisher Flouring Mill, Seattle, Wash. 125 tons of black and galvanized Armco Iron used for roofing, ventilators, bins, hoppers and chutes.

The Iron That's Made To Last

demonstrates its superior quality in hundreds of uses.

ARMCO IRON
Resists Rust

because of its remarkable Purity and the care and skill bestowed on every phase of its production.



Refuse Burner of Blue Annealed Armco Iron built by the Walsh Construction Co. of Vancouver, B.C., for Hunting & Merritt Lumber Company.

AMERICAN ARMCO INGOT IRON

The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

The American Rolling Mill Company
MIDDLETOWN, OHIO

Licensed Manufacturers Under Patents Granted to the International Metal Products Company

Armco Iron Sheets, Plates, Roofing, Pipe, Gutter and Metal Lath

Branch Offices in

NEW YORK CHICAGO PITTSBURGH CLEVELAND DETROIT
ST. LOUIS CINCINNATI ATLANTA WASHINGTON and SAN FRANCISCO

If interested, tear out this page and keep with letters to be answered.



OUR NEW FACTORY

That we are interested in serving the trade promptly and maintaining our long standing reputation for highest quality products is evident by the fact that we have recently moved into a very large, new, modern plant, as shown above—a plant that has every facility for quality production and quick delivery.

STEWART HORSE CLIPPING MACHINES
STEWART SHEEP SHEARING MACHINES
CLARK AUTOMOBILE HEATERS
PRINCESS ELECTRIC FLAT IRONS
STEWART HANDY WORKER
STEWART HORSE and CATTLE GROOMING MACHINES, ETC.

Stewart goods are famous for the way they sell, serve and satisfy—and for their good profit to dealers. They are backed up by liberal dealer co-operation in the way of "Go to your dealer" advertising, display signs, materials, etc.

If you have never sold them be sure to try them this season. You'll be pleased with the results.

Stewart Horse Clipping Machines

Horse clipping machines will be in demand as soon as Spring comes. Not much time now—order at once and be prepared to make a good profit on this line.

Stewart Horse Clipping Machines cut keenest and last longest. There are more Stewart's sold than all others put together. They will get you the cream of the clipping machine business.

The Stewart No. 1 Ball Bearing Clipping Machine sells to the user in Canada for only $11.00. It's the machine dealers should stock.

Recommend the Stewart No. 1 Machine for clipping the udders and flanks of dairy cows. It is just what is needed, and the sale for this purpose is growing rapidly.

Order from your jobber now, while he has the stock to take care of you.



Stewart No. 1 Ball Bearing Enclosed Gear Clipping Machine in Operation
Retail Price $11.00

Chicago Flexible Shaft Company

Twelfth Street and Central Avenue **Chicago, Ill., U.S.A.**

Your Jobber can supply you with Stewart Goods

If interested, tear out this page and keep with letters to be answered.



Stewart No. 9 Ball Bearing Sheep Shearing Machine
Retail Price $17.00

Here's a big seller for dealers in sheep localities.

Wool is bringing a big price to-day and for this reason you should boost the Stewart Sheep Shearing Machines. The additional wool secured in one shearing of even a small flock will pay for a Stewart No. 9, which is our best hand operated machine. Stewart Sheep Shearing Machines shear faster, cannot injure the sheep and give fully 15% **more wool** than can be obtained by shearing with hand blades.

Ball Bearing throughout, turns easy and will last a lifetime with ordinary care. Retail price with four combs and four cutters only $17.00.

Order now from your jobber.

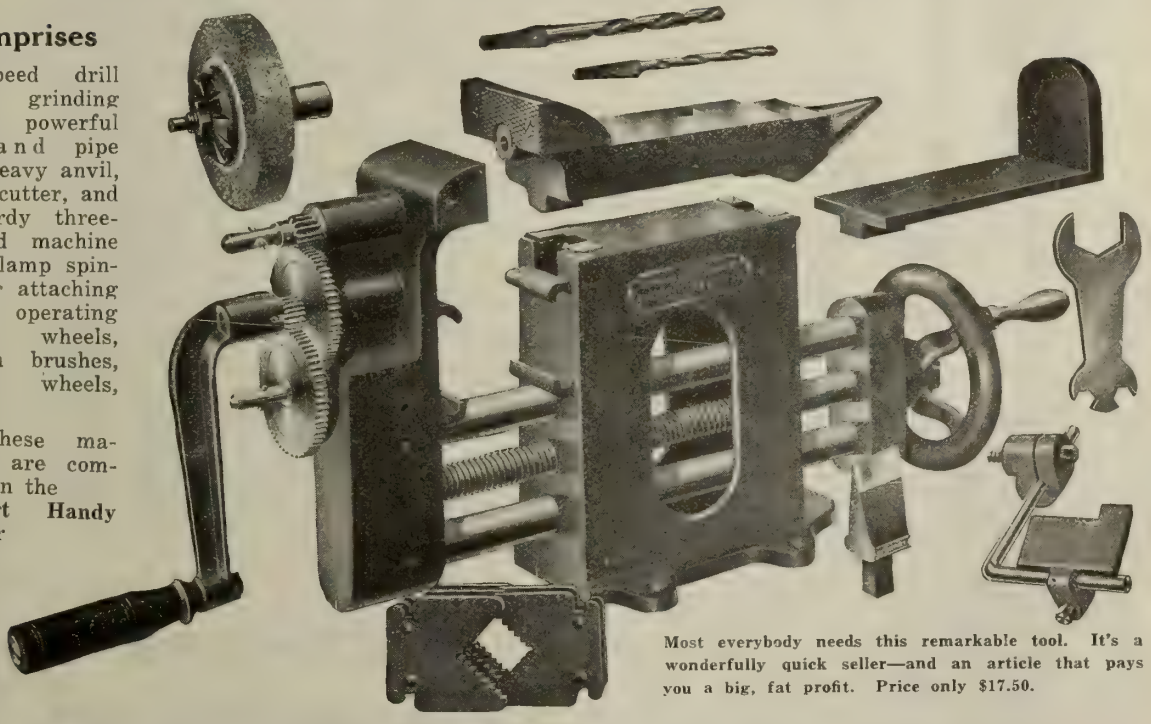
The Stewart Handy Worker

Six-in-One Tool for the Farm, Shop, Garage and Home

Comprises

Two-speed drill 'press, grinding outfit, powerful vise and pipe vise, heavy anvil, metal cutter, and a sturdy three-speed machine with clamp spindle for attaching and operating emery wheels, scratch brushes, buffing wheels, etc.

All these machines are combined in the **Stewart Handy Worker**



Most everybody needs this remarkable tool. It's a wonderfully quick seller—and an article that pays you a big, fat profit. Price only $17.50.

Chicago Flexible Shaft Company

Twelfth Street and Central Avenue **Chicago, Ill., U. S. A.**

Your Jobber can supply you with Stewart Goods

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GOODELL-PRATT

1500 GOOD TOOLS





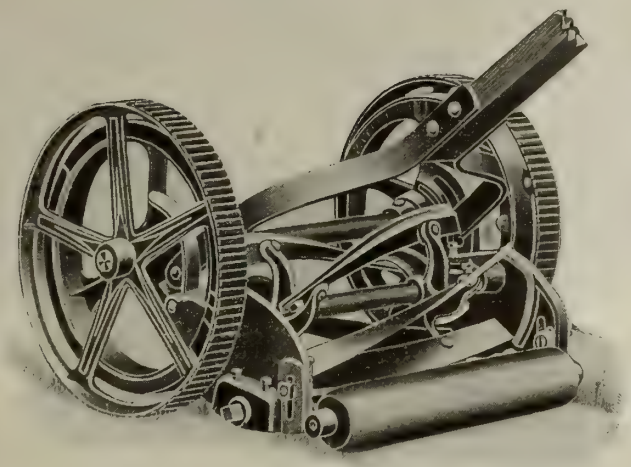
SCREW-DRIVERS

The Goodell-Pratt Pocket Screw-driver Set No. 231 is a mighty convenient, practical and deservedly popular tool that everyone has a use for every day. The Set consists of a Hollow Handle, with a Chuck, three small Screw-driver Blades and a Reamer. When not in use, the Chuck and Blades are contained inside of the handle. The whole tool is exceptionally well made, the Blades are of tool steel and the Handle is handsomely polished, nickeled and buffed. It is 3¼ inches long when closed and weighs 4 ounces. A practically indestructible tool. Dealers will find our line of Screw-drivers a very comprehensive one as it contains a tool for every class of work. There are 20 different models, each one adapted to its particular job. Goodell-Pratt Advertised 1,500 Good Tools offer great profit-producing possibilities. Better get in line.

Goodell-Pratt Company

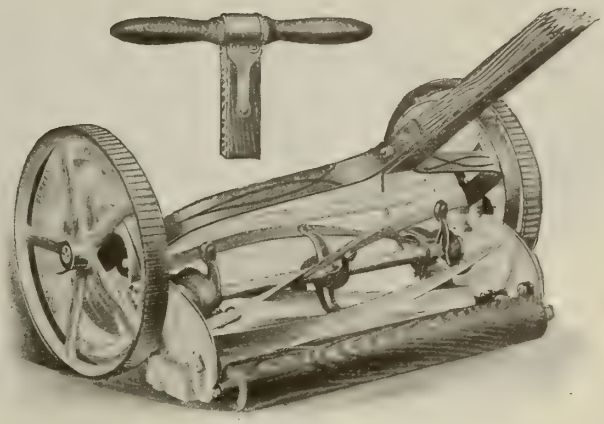
Greenfield, *Toolsmiths* Mass., U.S.A.

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"Woodyatt" Lawn Mower

Open four-knife cylinder. Tool steel knives, oil tempered. Bearings are extra long and adjustable. Best quality material used throughout its construction. Made with grass box attachment. This mower has been on the market longer than any other high-grade mower in the world.



"Empress" Lawn Mower

Open four-knife cylinder. 10½-inch wheels. Special tool steel knives, oil tempered. Case-hardened adjustable bearings. Case-hardened ball-bearings and balls. Specially prepared polished steel shafts. Cheeks easily detached. Made with grass box attachment.

A Line That Will Make Buyers Think Well of Your Store

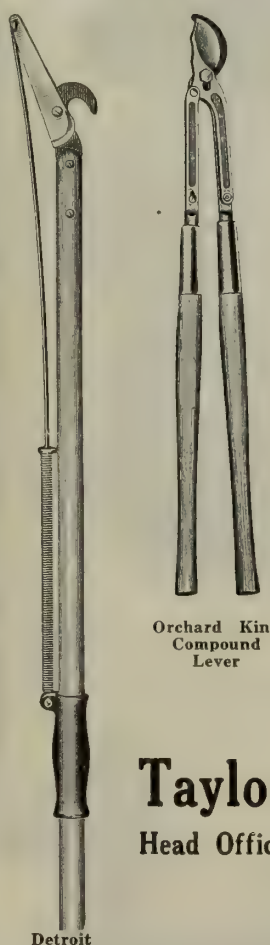
TAYLOR-FORBES LAWN MOWERS

are good and reliable. They have stood the test for forty years and have made a friend of every user. Their quality, finish and distinctive mechanical features have never been equalled.

Unconditionally Guaranteed

If for any reason, at any time within one year from date of purchase, the purchaser of a Taylor-Forbes Lawn Mower is not satisfied with his purchase, we insist on giving him a new machine or refunding his money.

See that you have a good stock of Taylor-Forbes mowers on hand this summer. They'll increase your sales.



Detroit

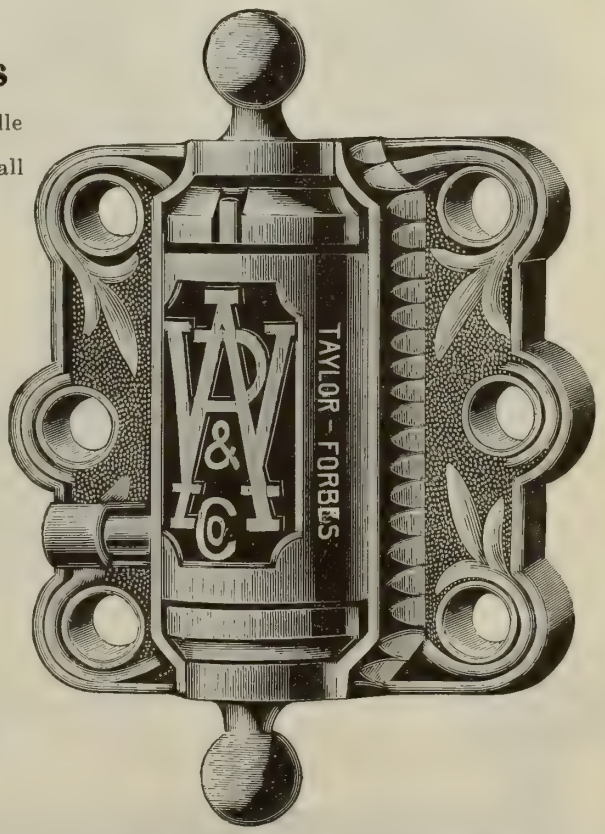
Orchard King Compound Lever

Tree Pruners

DETROIT—length of handle 6 ft. to 16 ft.
ORCHARD KING—length all over 31½ inches.

T-F Spring Hinges

Nos. 20, 120, 220, 320—Hold back.
No. 20—Japanned No. 120 Antique Copper.
No. 220—Bronze Plated.
No. 320 Dull Brass Plated.
The last word in quality and service. Packed with screws.



Taylor-Forbes Co., Ltd.

Head Office and Works: GUELPH, ONT.

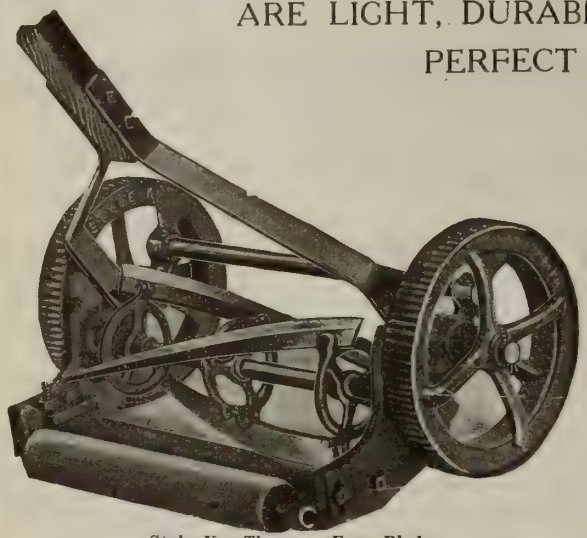
If interested, tear out this page and keep with letters to be answered.

CANADA FOUNDRIES & FORGINGS LIMITED

ORIGINAL PRODUCERS AND DISTRIBUTORS

"BROCKVILLE" LAWN MOWERS

ARE LIGHT, DURABLE, EASY RUNNING,
PERFECT WORKING,



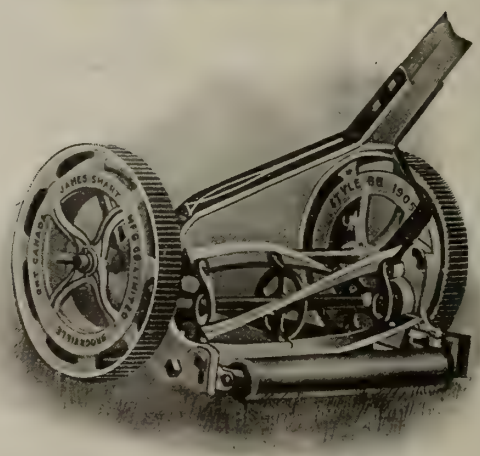
Style K. Three or Four Blades



Cut showing Style K with Grass Box



Style C 10½ in. Driving Wheels



Style BB With Ball Bearings

Steel Spindles, Malleable Centres, Hardwood Handles and Rollers. Thoroughly made in every particular of best materials and every machine guaranteed.

Handsomely finished, being painted in attractive colors. They are the best money can buy.

PRODUCED AT

THE JAMES SMART PLANT

BROCKVILLE, ONT. - WINNIPEG, MAN.

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CANADA FOUNDRIES & FORGINGS LIMITED

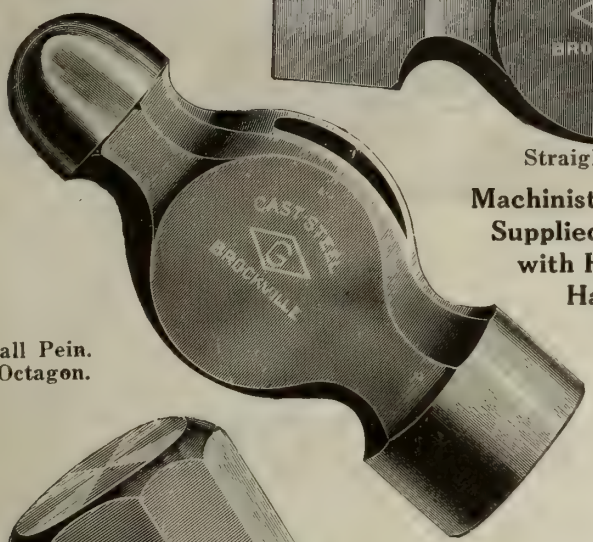
ORIGINAL PRODUCERS AND DISTRIBUTORS

Machinists' or Engineers' Hammers (Solid Cast Steel)

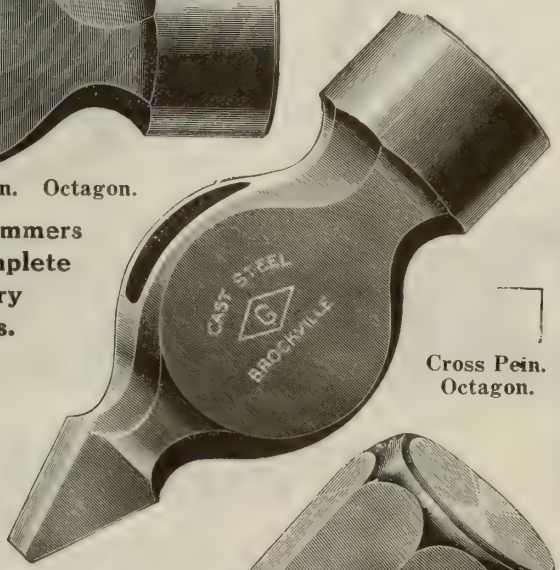


Straight Pein. Octagon.

Machinists' Hammers Supplied Complete with Hickory Handles.



Ball Pein. Octagon.



Cross Pein. Octagon.

Blacksmiths' Sledges



No. 37. Cross Pein.



No. 37½. Straight Pein.

We also make hammers for Carpenters, Bricklayers, Masons, Blacksmiths, Miners and Ship Builders.

Produced at JAMES SMART PLANT, Brockville, Ont.; Winnipeg, Man.

If interested, tear out this page and keep with letters to be answered.



PINK'S
LUMBERING TOOLS

We manufacture all kinds of lumbering tools. Light and durable.

We have supplied a great number of Lumber Tools for the Overseas Forestry Battalions.

Pink's tools give a service that wins the recommendation of users everywhere. If anyone in England, Scotland or elsewhere requiring tools of this kind, will inquire of the Canadian people who are using our goods there they will be convinced.

MADE IN CANADA

The Standard Tools in every Province of the Dominion, New Zealand, Australia, etc.

We Also Manufacture Car Movers

Long Distance 'Phone No. 87.

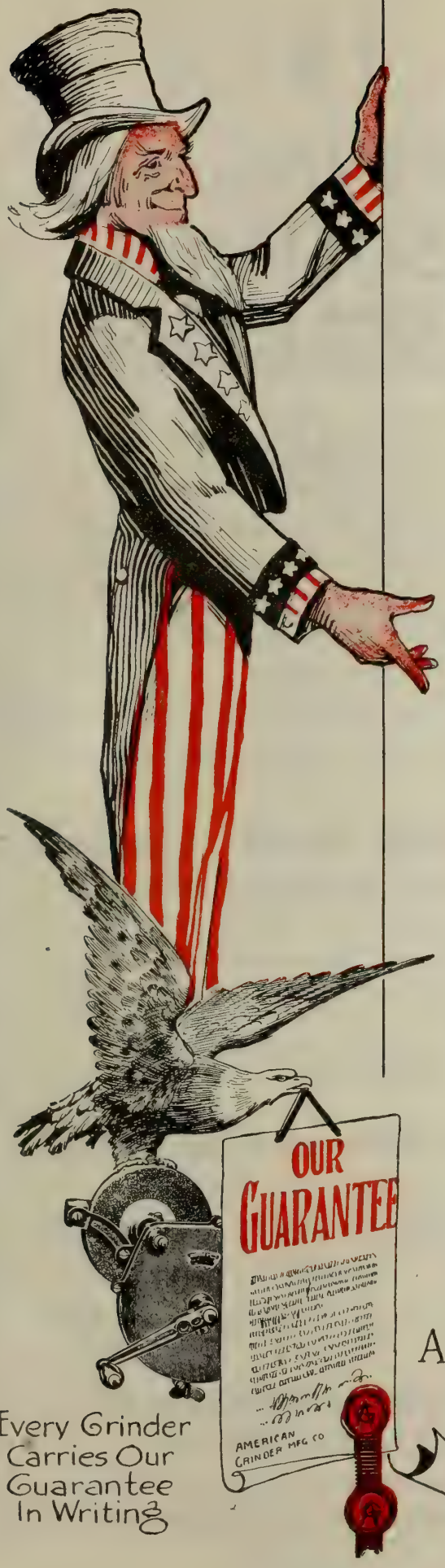
Sold throughout the Dominion by all wholesale and retail hardware merchants.

We Solicit Export Business

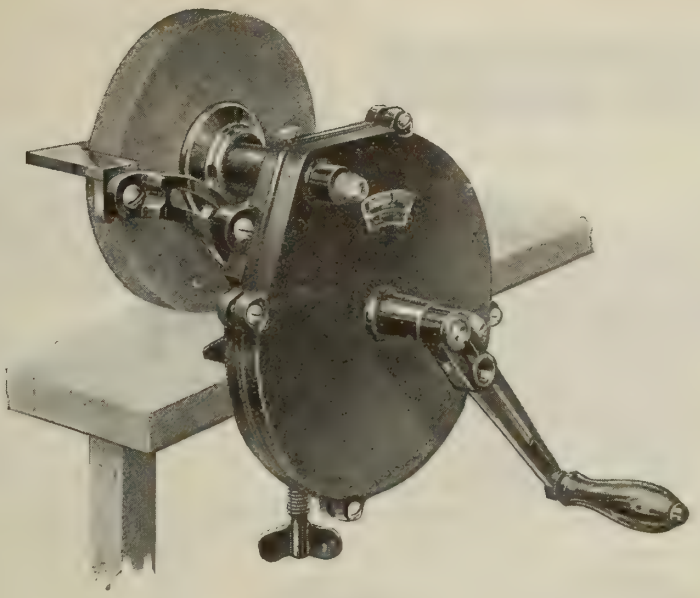
SEND FOR CATALOG AND PRICE LIST

The Thomas Pink Company, Limited
PEMBROKE, ONTARIO, CANADA

If interested, tear out this page and keep with letters to be answered.



Every Grinder Carries Our Guarantee In Writing



Used by U.S. Gov't.
Made in Eleven Sizes
SOLD BY
LEADING JOBBERS

AMERICAN
Self-Oiling Grinders

A Perfected Line for the Trade That Demands the Best

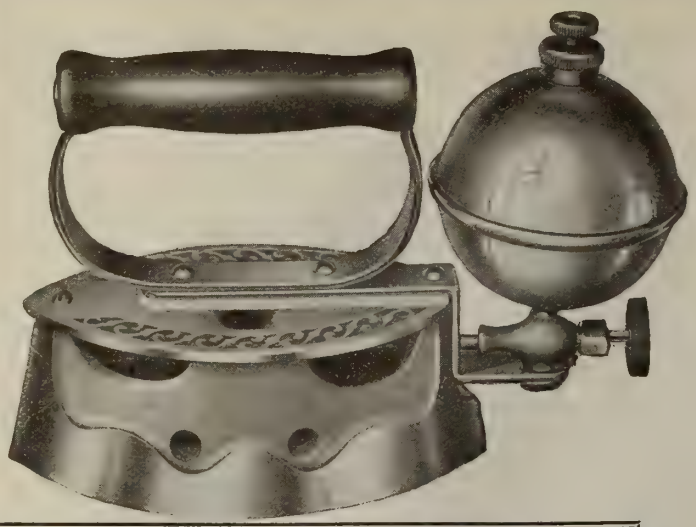
A COMPLETE line of high-grade grinders — perfectly-balanced, quiet and smooth-running and durable,—there is an American Grinder for every demand. All working parts are enclosed in a positive oil-tight gear-case, allowing a continuous bath in oil. The unbreakable malleable clamp and self-oiling feature are found only in the American line. The material and workmanship are of the highest quality throughout.

AMERICAN GRINDER MFG. CO.
MILWAUKEE, WIS

Agents for Canada

Merchants Hardware Specialties Co., Calgary, Alta; D. Philip, 138 Portage Ave. East, Winnipeg, Man.; John H. Graham & Co., 113 Chambers Street, New York City.

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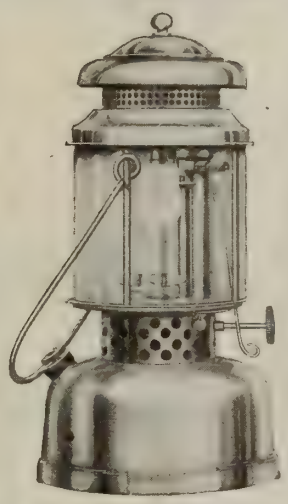
1918 SPRING and SUMMER SELLERS

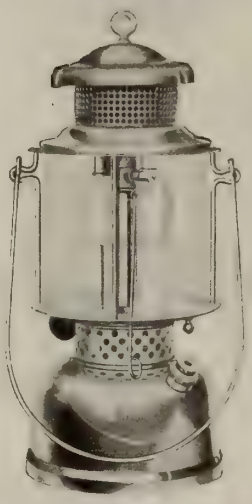
"COMFORT"
SELF-HEATING IRON

Two Points. Both Ends Front Ends.

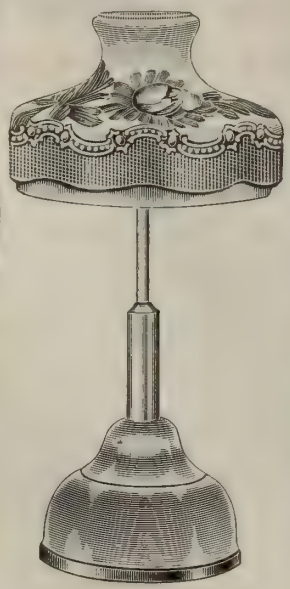
IT SELLS!—Easily, Quickly, right off the shelves. Needs very little explanation or demonstration and therein lies the motive for Dealers and Merchants displaying and pushing it.
To the majority of housekeepers the "Comfort" is the iron—*par excellence*—
It makes and burns its own gas.
No stove or gas or electricity needed.
No wires, cords or tubes to obstruct vision or hamper movement.

EVERY USER A FRIEND AND BOOSTER
MAKES
NEW CUSTOMERS FOR THE DEALER









"HANDY"
Camp Stove

For Heating and Cooking Single and Double Burners

Sells in city and country.
Especially well suited to the needs of Cottagers, Campers, Motorists, Show People, Vacationists, etc.

"NULITE" No. 10 Lamp
400 C.P.

The easiest selling Reading Lamp on the market.
People like it for the light it gives.
Efficient in use.
Economical in cost.

Over 250,000 Sold in 4 Years.

"STORM KING" Lantern
SINGLE and DOUBLE MANTLE

Sells to Farmers, Campers, Hunters, Motorists, Fishermen, Boatmen, Trainmen, Cottagers, Vacationists.
Used extensively by Construction and Surveying Gangs and in Soldiers', Miners' and Lumber Camps. Gives 350 c.p. wonderful, bright, penetrating light—as much light as twenty-five ordinary lamps and lanterns combined.

USED INDOORS—OUTDOORS
ANYWHERE—EVERYWHERE
FIELD FOR SALE UNLIMITED

Quick Sales and Big Profits

with these big Spring and Summer sellers.
They are known, popular, trusted and approved. They supply a seasonable demand, are well advertised and extensively handled by Dealers.
They sell easily, the turnover is quick and you make a big profit.

Send for catalogs, prices, terms, etc., on "Nulite" Lamps and other appliances. Ask for samples of "Consumer" literature and "Dealer" helps—WRITE TO-DAY.

National Stamping & Electric Works

410-424 S. Clinton St., Chicago, Ill., U. S. A.

If interested, tear out this page and keep with letters to be answered.

Canadian Tube & Iron Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

BOLTS AND NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, etc.

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.
We also manufacture NIPPLES in all sizes—black or galvanized.

Canadian Rolling Mills Co., Limited

Works : Lachine Canal, Montreal

Manufacturers of

BAR IRON AND STEEL (rounds, squares and flats).

TWISTED STEEL BARS FOR REINFORCING.

CANADIAN TUBE & IRON CO., Limited
MONTREAL

Colonial Wire Mfg. Co., Limited

Manufacturers of

SMOOTH STEEL WIRES (Bright annealed, solid and annealed).

TINNED MATTRESS WIRE, BROOM WIRE, FINE WIRE (plain and galvanized).

FENCE STAPLES — WIRE NAILS — WOOD SCREWS.

PUMP RODS (plain and galvanized).

CANADIAN TUBE & IRON CO., Limited
MONTREAL



If interested, tear out this page and keep with letters to be answered.

RELIABLE
TRADE MARK
Canadian Products

Bigger Profits From Your Dry Cell Sales—Write Me Personally for My Plan

W. M. Turnley, Manager
The Dominion Battery Co., Limited, Toronto

I WANT to tell you how to increase your Dry Cell sales and how to make more money on every sale. If you're getting ALL the Dry Cell business in your community, my plan will increase your **profits.** And, if your Dry Cell business can stand more prosperity, you surely should write me immediately. At any rate, since it costs nothing to learn what I have to offer—**write me now.**

Here's a better Dry Cell that satisfies everyone—the RELIABLE. Dealers like to sell it—users like to buy it. Made in four types for every Dry Cell use—Ignition, Telephone. Regular and Three-volt Lighting — each type the best when used in the service for which it is intended.

RELIABLE Dry Cells sell too fast to lose their power on the shelf. Still, RELIABLE Dry Cells are made to have extraordinarily long shelf life.

THE DOMINION BATTERY COMPANY
Limited
736 Dundas St. East **Toronto**

"Lively and Lasting"



If interested, tear out this page and keep with letters to be answered.

RELIABLE
TRADE MARK
Canadian Products

SPEED UP SEARCHLIGHT SALES WITH THESE QUICK SELLERS

Here are the most sensational sellers in the searchlight line—Colored Enameled Metal Tubular Searchlights.

You won't keep a stock of these long. Mechanics, autoists, farmers, business men, housewives, boys and girls will swarm to take them off your hands. They're just what you've been looking for — something to add spice and put new life into searchlight sales.

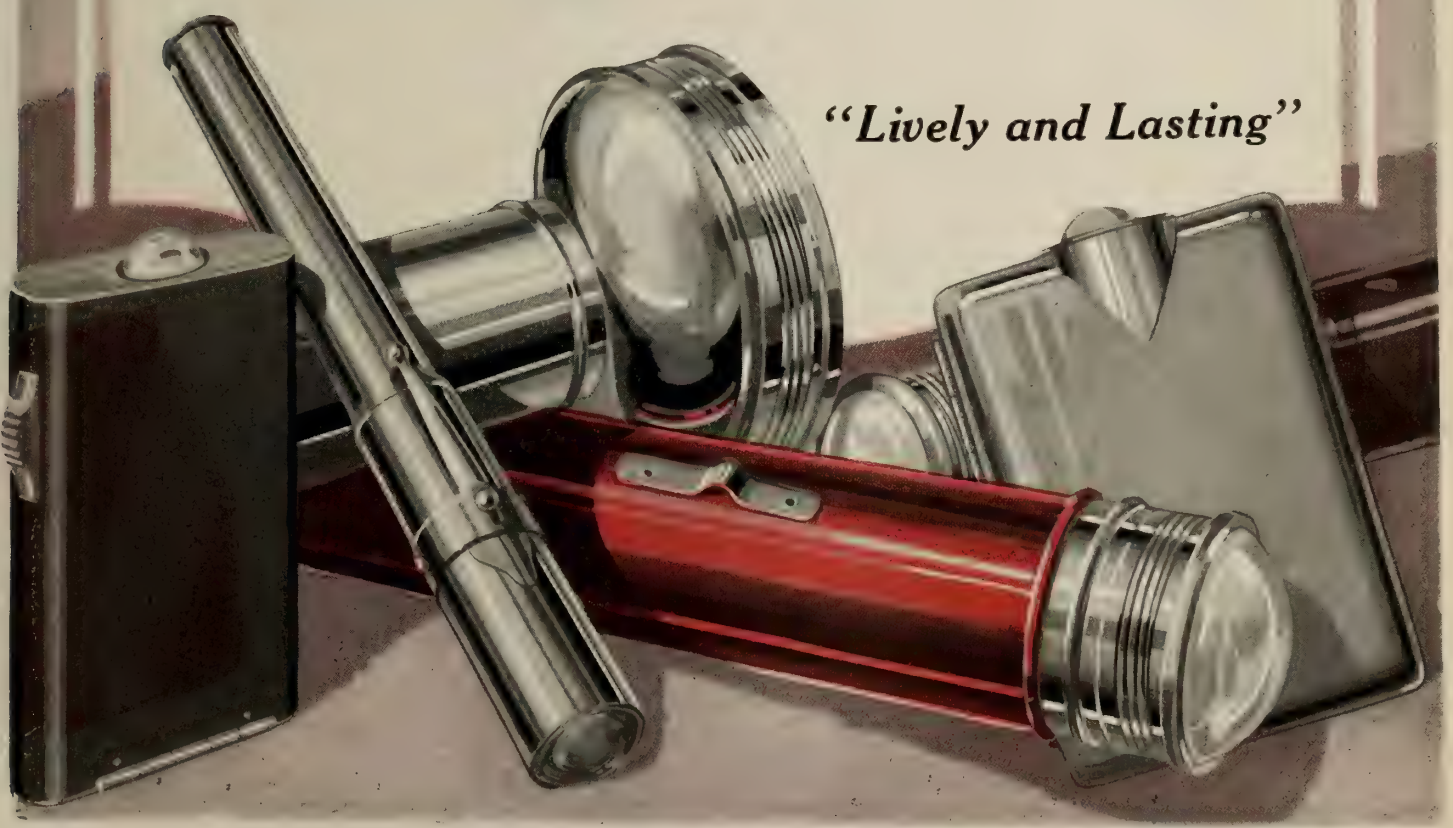
Made in standard tubular sizes. Four colors: Red, Green, Brown and Blue. Colors guaranteed.

Write for samples and prices. Get these sales-liveners into your stock as quickly as possible. Display them, sell them; get an idea of the profit there is in handling RELIABLE Canadian Products.

THE DOMINION BATTERY COMPANY
LIMITED

W. M. Turnley, Manager

736 Dundas Street East **Toronto**



If interested, tear out this page and keep with letters to be answered.

HOWLAND'S
SAMSON
(TRADE MARK REGISTERED)
QUALITY
H.S.HOWLAND SONS & CO. LIMITED
TORONTO



Just Out!

Special Spring Issue of Howland's Bulletin

This Special Issue has been conceded to be the very best number we have ever issued.

It is a veritable catalogue of ninety-six pages, showing a full range of seasonable lines at current prices.

Its attractiveness will help your sales if you leave it for your customers to look over; and to you, as a Hardware Dealer, it will be found invaluable when you—

ORDER BY MAIL

If you did not get your copy, advise us and we will forward one promptly.

H. S. HOWLAND, SONS & CO. LIMITED
WHOLESALE HARDWARE
TORONTO

If interested, tear out this page and keep with letters to be answered.

FILES

ALL CANADIAN

P X H
TRADE MARK

Equal to the WORLD'S BEST

IMPERIAL
TRADE MARK

FINE STEEL, EXPERT WORKMANSHIP

and

STEADFAST QUALITY

make these brands

The Standard of File Efficiency

Made in Canada by Canadian Capital and Canadian Labor and sold wherever good Hardware can be purchased.

Port Hope File Mfg. Co.

Port Hope, Ontario

"ASK YOUR JOBBER"

If interested, tear out this page and keep with letters to be answered.

FROTHINGHAM & WORKMAN

LIMITED

"Canada's Oldest Established Wholesale Hardware House"

199-203 St. Paul Street **MONTREAL**

Where you get the Service

Our stock is as complete as possible under present conditions—we do not permit substitution but fill orders according to specifications.

We have no private brands, our goods are sold under the manufacturers' own name.

Our organization permits of fast service — all orders are shipped promptly.

Full insurance on parcel post shipments.

Try us with a mail order.

If interested, tear out this page and keep with letters to be answered.

Cotton and Wool Waste
Washed Cotton Wipers



Prompt delivery from stock on all our grades of Cotton and Wool Waste or Wipers.

SAMPLES WITH PRICES ON REQUEST

We also Manufacture

Tents, Flags, Tarpaulins, Bags, Oiled Clothing Nautical Instruments.

We are Leading Jobbers of

Cotton, Jute or Flax Twines; Cordage, Cotton Duck, Marine Hardware, Oakum, Pitch, Caulking Cotton, Candlewick, Fisherman's Supplies.

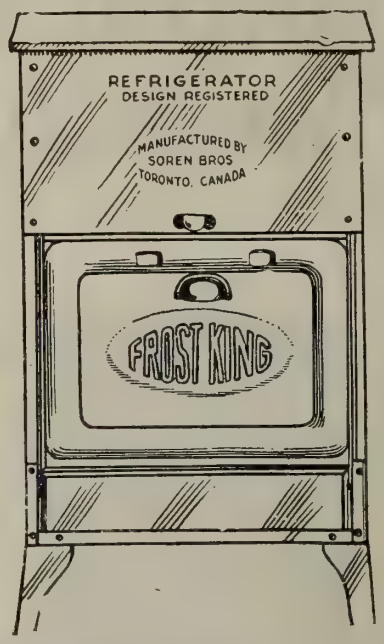
SCYTHES & COMPANY LIMITED

Toronto - - Montreal

If interested, tear out this page and keep with letters to be answered.

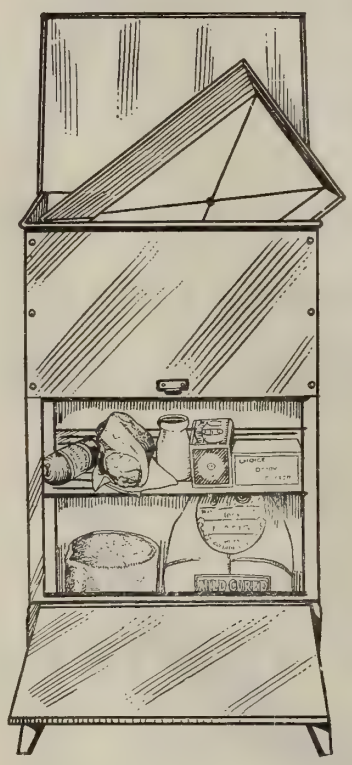
Conservation

never meant so much to all of us—to the whole British Empire—as it does to-day. Admiral Jellicoe said recently that the people in England may expect a hard time during the next four or five months; we have to save every scrap of food to send enough to keep them from starvation and to feed our soldiers. This year there is an abundance of ice which must be used to conserve the food we have, consequently the up-to-the-minute hardware man will early exhibit in his store a refrigerator that is a necessity of the time.



The Frost King All-Metal Refrigerator

is an innovation which will replace the old heavy refrigerator



Note the Following Features

CHEAP—Sells at a popular price.

LIGHT—Weighs only 28 lbs. One person can carry it from position to position.

COMPACT—Height from floor to top is 33½ inches; width is 20 inches; depth is 14 inches.

ATTRACTIVE—Proportions are pleasing. Color is pearl grey. Finish is enamel — double-coated. An inconspicuous article of furniture, yet has style. Door is defined by heavy embossing. Name, "FROST KING" is in gold on embossed medallion.

STRONG—Made of sheet metal heavily galvanized (rustless). All parts bolted together so they can be taken apart or repaired simply. Construction is first-class. Hinges are solid and stout

SANITARY—No wood or other absorbent materials used. Dampness, odors and germ-breeding surfaces and corners entirely absent.

LARGE ICE HOLDER—Ice holder is galvanized sheet steel, with a capacity of 25 lbs. of ice. Measures 18 x 11 x 8 inches. Is instantly removable. Ice put in from top. Top lifts in its entirety.

COMMODIOUS FOOD CHAMBER—Measures 18 x 13 x 19 inches. Has grill shelf removable, made of galvanized sheet metal.

DROP DOOR—Door is hinged horizontally and when open forms a braced shelf.

INSULATION—Ice holder is suspended in ice chamber and is separated from outer walls and top by air chambers after the manner of a thermos bottle, thus economizing in ice and maintaining an even icy-cold temperature.

WATER ESCAPE—Water drains to waste pipe, which empties into pan placed under the refrigerator or through a pipe passing through the floor.

FEET—Refrigerator has cast-iron feet, bolted on. Bottom of refrigerator stands 5 inches above floor. Thus ample space for pan for water from melting ice is provided.

The "Frost King" is suitable for any home, summer residence, apartments and especially adaptable to camp use.

Procured from all leading jobbers or direct from us.

SOREN BROS

TORONTO - - ONTARIO

If interested, tear out this page and keep with letters to be answered.

Buster Brown

Wagons

Made in Plain Bearings or Roller Bearings



Roller Bearing Wagons

No. 1 Roller Bearing Buster Brown Wagon (Spoke Wheel)
No. 2 Roller Bearing Buster Brown Wagon (Spoke Wheel)
No. 3 Roller Bearing Buster Brown Wagon (Spoke Wheel)

Plain Bearing Wagons

No. 1 Plain Bearing Buster Brown Wagon (Spoke Wheel)
No. 2 Plain Bearing Buster Brown Wagon (Spoke Wheel)
No. 3 Plain Bearing Buster Brown Wagon (Spoke Wheel)

Runners interchangeable with wheels for any style or size, per set of four runners.

Packed No. 1 and 2 with two in a carton; No. 3, one in a carton.

Also Manufacturers of

Farm and Freight Wagons, Carriers, Dump Carts, Dump Wagons and Farm Sleighs

Our lines are standard sellers and are well known throughout Canada. Enquiries of all kinds promptly answered.



Woodstock Wagon & Mfg. Co., Ltd., Woodstock, Ont.

REPRESENTATIVES:

Bissett & Webb Ltd., 126 Lombard St., Winnipeg, Man.

Lynch & Manley, 6 Lombard St., Toronto, Ont.

David Smith, 312 17th Ave. West, Calgary, Alta.

Montreal Representative, I. A. Lambert, Box 1311, Montreal, Que.

Bert Conway, Box 33, Regina, Sask.

Quebec Province, Louis Duhamel, 428 Rideau Street, Ottawa, Ont.

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Stanley Tools



BAILEY IRON PLANES

The Standard For More Than Fifty Years

Made by the most skilled Plane makers in the world.

The average Carpenter invariably demands a *Bailey*.

He learned his trade by their use as did his father before him. You never have to "carry over" a *Bailey Plane*. They are always in demand and constitute one of the most staple articles a Hardware Dealer stocks.

Improvements are constantly being made in their manufacture, tending to make them daily more popular and more sought after by discriminating Carpenters and Mechanics.

If you do not carry these Planes, arrange to do so at once. You will be surprised how your Plane sales will increase.

MADE IN THE CANADIAN WORKS

OF THE

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

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We Have Blow Torches and Furnaces of all Descriptions

WRITE FOR CATALOGUE

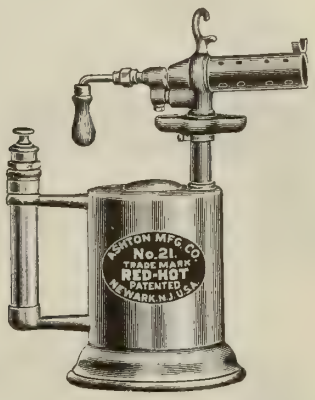


CRESCENT BABY

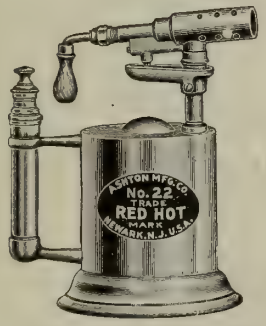
For working in cramped places

You Want the Very Best Mail Order Service

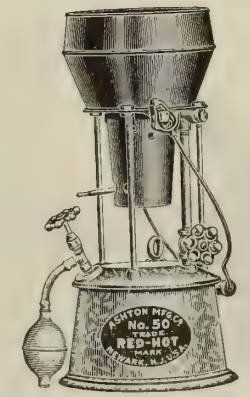
TRY US



No. 21—ASHTON "RED HOT"



No. 22—ASHTON "RED HOT"



COIL FIRE POTS

See our Catalogue No. 50, pages 198 and 199

LEWIS BROS., LIMITED, MONTREAL

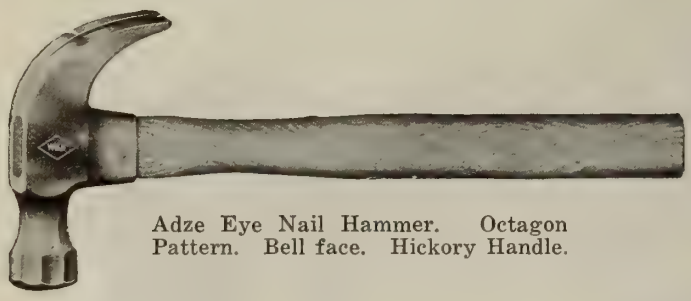
EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

If interested, tear out this page and keep with letters to be answered.

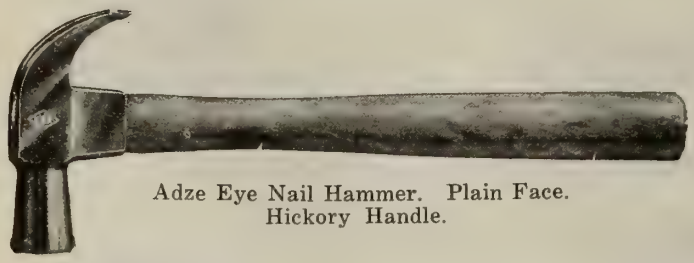
W&B

TRADE MARK Reg U S Pat Off.

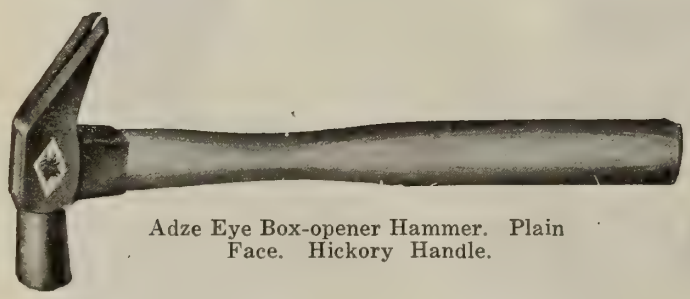
HAMMERS



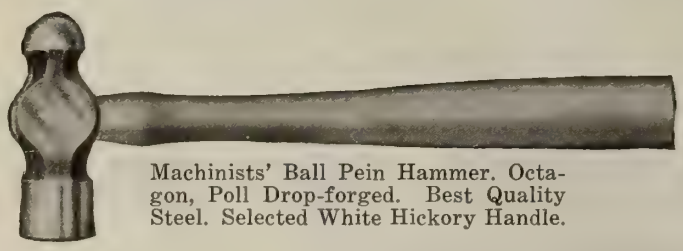
Adze Eye Nail Hammer. Octagon Pattern. Bell face. Hickory Handle.



Adze Eye Nail Hammer. Plain Face. Hickory Handle.



Adze Eye Box-opener Hammer. Plain Face. Hickory Handle.



Machinists' Ball Pein Hammer. Octagon, Poll Drop-forged. Best Quality Steel. Selected White Hickory Handle.

Every Article Guaranteed.

There's a W. & B. Hammer to meet every demand of the machine shop.

They have recorded 64 years of successful service and can be thoroughly relied upon.

Our line of tools includes:---

Special High Grade Drop Forgings

Screws and Drop Forged Wrenches

Hammers

Auto Pliers, Etc.

If your jobber or dealer can't supply you, write direct. Send for Catalogue.

DEALERS—If you are not handling W. & B. lines, write for proposition.

The Whitman & Barnes Mfg. Co.

Established 1854

Canadian Office and Factory

ST. CATHARINES, ONT., CAN.

If interested, tear out this page and keep with letters to be answered.

Westclox

They All Have the Patented Construction

A BIG factor in the success of *Westclox* alarms has been the patented *Westclox* construction. These clocks have made good because they are as good all through as they look outside.

All *Westclox* alarms —the complete line, now nationally advertised— have this same type of construction.

Needle-fine pivots of polished steel greatly reduce friction. Lighter main-springs are required. There is less wear and tear on the move ment.

That's why *Westclox* win friends quickly and hold them.

The new advertising is telling your customers about this entire line and about the patented construction which is a *Westclox* family trait.

Advertising played a big part in building *Westclox* reputation. Now that same kind of advertising is winning friends for every clock in the line.

Western Clock Co.—*makers of Westclox*

La Salle, Illinois, U. S. A.

Big Ben—Baby Ben—Pocket Ben—America—Bingo—Lookout—Sleep-Meter

Toronto Office, 58-64 Wellington St., W.

If interested, tear out this page and keep with letters to be answered.

Roofings you can Recommend

Black Cat
Tarred and Dry
Sulphate

Good Luck
Tarred and Dry
Fibre

Rubber Roofings
Black Cat
Good Luck
McComb's Special
1, 2 and 3 Ply

Shield Brand
Ready Roofing
2 and 3 ply

Shield Brand
Tarred and Dry
Sheathing

Dominion Brand
Tarred Felt
Coal Tar and
Pitch

These full quality roofings you can safely recommend to your most exacting customer. They give good, honest service that creates confidence in you and your stock.

More than this, reasonable prices make these roofings exceptional value that make sales easy and profits sure and steady.

Then stock these brands—they'll increase your roofing profits.

J. H. McCOMB, Limited
MONTREAL

If interested, tear out this page and keep with letters to be answered.

RUBBER GOODS
FOR THE HARDWARE TRADE

"Reliability in Rubber"

GUTTA PERCHA & RUBBER LIMITED
TRADE MARK



We make Hose of all kinds, Packings to suit every requirement, Belting for all purposes, Force Cups and Plumbers' Supplies, Tubing, Valves, Valve Discs, Wringer Rolls, Rubber Mats and Matting, Stair Treads, Interlocking Rubber Tiling, Automobile, Carriage and Truck Tires, Etc., Etc.

Send for Catalogue.

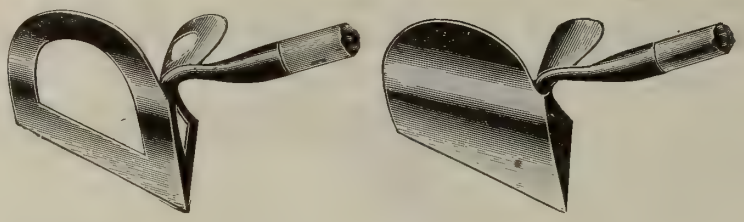
Gutta Percha & Rubber, Limited

TORONTO HALIFAX MONTREAL OTTAWA FORT WILLIAM WINNIPEG REGINA
SASKATOON LETHBRIDGE CALGARY EDMONTON VANCOUVER VICTORIA
SYDNEY, MELBOURNE and PERTH, AUSTRALIA

If interested, tear out this page and keep with letters to be answered.

Our New Handy Garden Hoe

will hoe, plow, list, pulverize, cover, and cultivate



As a Hoe It breaks up the soil easily..

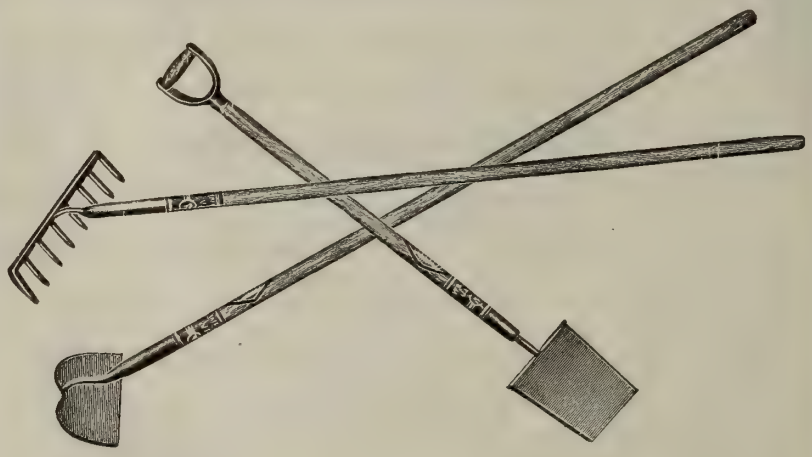
As a Plow It has the angle cutting Shear of the Plow; it cuts a smooth level bottom, and completely turns the surface of the soil with its full Stubble Mold Board; and it cuts and turns the roots of the weeds to the sun and air, leaving a clean Pulverized Surface.

As a Lister It cuts a Smooth, Even Furrow.

As a Pulverizer By pushing it backwards in a Listed furrow, it Pulverizes, smooths and Packs the fine mulch for a Perfect Seed-bed and Furrow.

To Cover Seeds After the seeds have been planted in the furrow, push the Lister backwards over the furrow, and by raising or lowering the point of the handle you can cover to any uniform depth required.

As a Pulverizing Cultivator It can be used as a SURFACE CULTIVATOR or as a SUBSOIL CULTIVATOR.

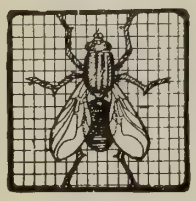


GARDEN TOOLS in sets

Spading Forks, Spades, Pull Easy Cultivators, Pull Easy "Jr" Cultivators

FOR THE AMATEUR GARDENER

FLY SCREEN NETTING



FLY SWATTERS

SCREEN DOOR HINGES, PULLS CATCHES AND SPRINGS



GARDEN HOSE

HOSE NUZZLES

COUP-LINGS CLAMPS

HOSE MENDERS

HOSE REELS

LAWN SPRINK-LERS

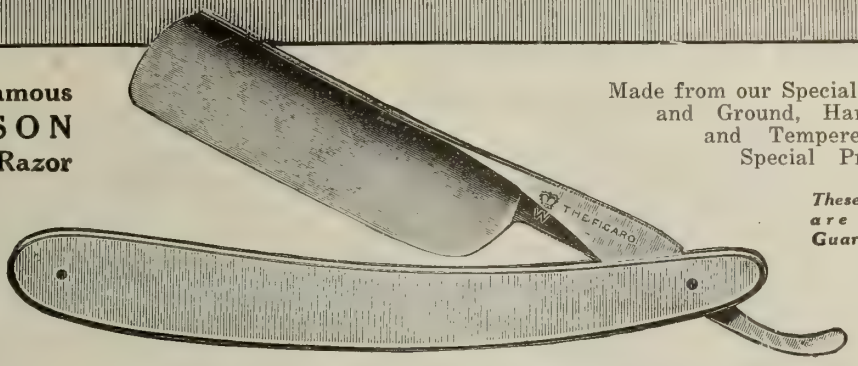
GARDEN WHEEL BARROWS

Caverhill, Learmont & Co.

Montreal

If interested, tear out this page and keep with letters to be answered.

The **World-Famous**
WILKINSON
Sword-Steel Razor
—The envy of every man who loves an easy shave.



Made from our Special Steel, and Ground, Hardened and Tempered by Special Process.

These Razors are Fully Guaranteed.

Anticipate
the "After-the-War" rush by placing Orders
—NOW—

THE output of our famous WILKINSON Silver Sword-Steel Razors has been largely restricted through war requirements. We feel the time has arrived when factors and retailers should be placing their orders for "after-the-War" delivery, and we invite such orders, to be executed in strict rotation as received. Every effort made to meet sample orders from present limited output.

The **PALL MALL**
7-Day Safety Shaver,
in Best Leather Case. Extra Blades may be obtained for the "Pall Mall" Safety Razor. The blades are *solid*, therefore most suitable for *stiff* beards and tender skins.

The
WILKINSON SWORD CO., LTD.
53, PALL MALL, LONDON, S.W. 1.

T. H. RANDOLPH, Managing Director.



We are Makers of
RAZORS, SHAVERS, SWORDS, GUNS, PISTOLS, CAMP EQUIPMENT, HUNTING KNIVES, etc.

If interested, tear out this page and keep with letters to be answered.

How easily the "Kasement" Door drops into place

You can hang it in 10 minutes and take it down in a second, the holes are all drilled ready for hinges, hooks, etc., furnished complete with hardware.

Simplicity—1 design, 3 sizes (2-8 x 6-8, 2-10 x 6-10, 3 x 7). "Kasement" Doors are made oversize because they fit on the outside of the door casing—save time for the householder and the dealer.

Strength—22 genuine mortise and tenon joints, and air-dried Southern pine lumber (¼ sawn stiles) make it possible for us to **guarantee Kasement Doors not to sag or warp or pull apart at the joints.**

Price to Trade: F.O.B. Toronto— With hardware

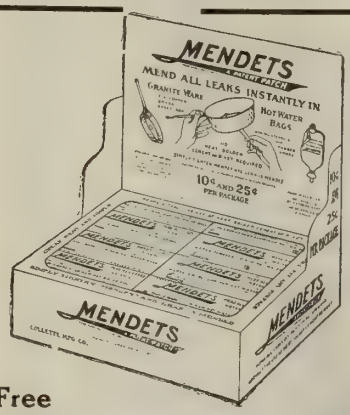
No. 1—Oak, flat stain, average size..... $2.18 ea.
No. 2—Oak stain, 2 coats varnish, average size.. 2.46 "
No. 3—Green stain, 2 coats varnish, average size. 2.46 "

Selling Helps—With opening orders of 3 or more crates (6 doors in each), we give a handsome demonstrating model for your counter, and attractive electro for newspaper advertising. Get our "Ad Suggestions."



(PATENTED)

KASEMENT SKRENE DORE CO.
98 KINGSWOOD ROAD, TORONTO



Free Display Container

Ask your jobber to supply you with a Mendet Display Container. It attracts favorable attention and brings profitable sales.

Wholesale Hardware Merchants Who Sell MENDETS:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal, Que.; Revillon Wholesale, Ltd., Edmonton, Alta.; Wood, Vallance & Adams, Ltd., Calgary, Alta.; Louis McLain Co., Ltd., Winnipeg, Man.; Lewis Bros., Ltd., Montreal, Que.; Wood, Vallance & Leggat, Ltd., Vancouver, B.C.; Kennedy Hardware Co., Toronto; T. McAvity & Sons, Ltd., St. John, N.B.; H. S. Howland, Sons & Co., Toronto.

MENDETS
A PATENT PATCH

help them practice economy

Economy in the home has become a necessity as well as a patriotic duty. You can help housewives to real economy by keeping constantly before them the merits of **Mendets,** the great little patent patch that mends all leaks instantly without the use of heat, Solder, Cement or Rivet. Cooking Utensils of all kinds and Rubber Goods can be repaired with the greatest economy of time and material. The cheapest patch, the easiest to apply, made in all sizes and will fit any surface.

Order from your jobber.

Collette Mfg. Company, COLLINGWOOD, ONTARIO CANADA

If interested, tear out this page and keep with letters to be answered.

How many horse owners in your community?

Just think. There are more than a few. And every one of them appreciates the fact that a sore shoulder is a serious discount to the value of a horse.

Right there is where you can get them interested in the TAPATCO BRAND COLLAR PAD—the pad that keeps the horse's shoulders in good working condition all day and every day.

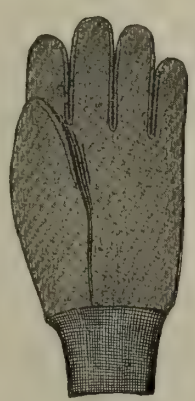
The excellent grade of cotton drill from which the TAPATCO Pad is made and the specially prepared composite stuffing in every one is a guarantee of long wear under the most trying conditions.



Note Exclusive Tapatco Patent

—A new patented staple and felt reinforcing device for attaching the hooks to the pad. This prevents the hooks from pulling off easily, even where the fabric has been weakened by long use. **This form of attachment is found only on pads manufactured by us.**

You'll need a big supply of Tapatco Cotton Gloves this year

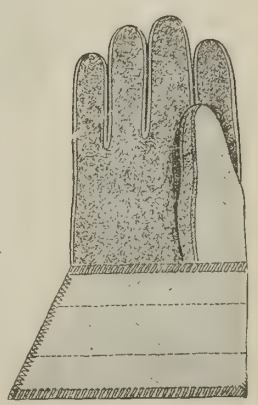


Increased activities on the farm and in the field of production generally will boost the demand for TAPATCO Gloves.

These are high-grade, easy-selling gloves that will stand up and satisfy under the most severe service. There are none better for use in field, garden, workshop or factory.

Order through your jobber now and play up TAPATCO—the glove of service and quality. Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weight. Jersey gloves and mitts in Oxford, Tan and Slate.

We also make a leatherette-faced glove that is a winner everywhere.



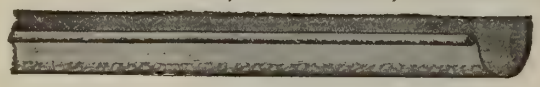
The American Pad and Textile Co.

CHATHAM, ONTARIO

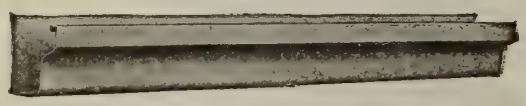
If interested, tear out this page and keep with letters to be answered.

EAVES TROUGH PEDLAR'S CONDUCTOR PIPE

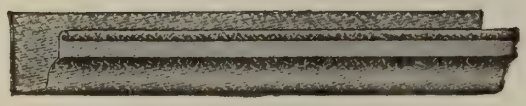
ELBOWS, SHOES, HOOKS, HANGERS, MITRES AND ENDS



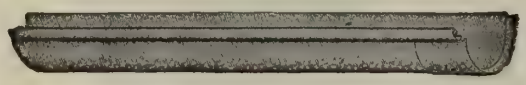
No. 830—Lap Joint Half-Round Eave Trough



No. 831—Ogee Square Bead Eave Trough



No. 847—Ogee Round Bead Eave Trough



No. 890—Slip Joint Half-Round Eave Trough. Single Bead

In a large variety of gauges galvanized Steel or in Anti Corrosive Toncan Metal when desired. The latter is recommended for places where Steel is likely to be affected by corrosion. All Pedlar Pipe and Fittings are guaranteed flawless in material and workmanship.



No. 840—Plain Round Conducter Pipe
Crimped at one end for easy joining. 10 feet long.



No. 841—Round Corrugated Conductor Pipe
Crimped at one end for easy joining. 10 feet long.



No. 850—Square Corrugated Conductor Pipe
Will not burst from freezing. End Crimped. 10 feet long.



No. 854—Octagon Standing Seam Conductor Pipe
Stock sizes—3, 4 and 5 inches—10 feet long.

Write Us To-day for Catalog H.M. and Discounts.

THE PEDLAR PEOPLE LIMITED

Established 1861

Executive Offices and Factories: OSHAWA, ONT.

Branches: Montreal, Ottawa, Toronto, London, Winnipeg, Vancouver



"It surprised me to see my Sales grow so fast,"

said a Western Canada hardware merchant after he had installed "Duluth" Fixtures only a few months.

"Duluth"

Sectional Hardware Store Equipment

If you will merely look into the money-making possibilities of this practical, modern and complete line of Hardware Store Equipment—the leaks it will stop in your business, the increased efficiency it will give your clerks—you will also install them without hesitation—and *the cost is so reasonable* you will be surprised. **Investigate to-day and have your store ready for the Spring Trade.**

Our Store Planning Service is Free.

Write for copy of our complete new catalog No. 10C and store planning blank.

Duluth Show Case Company, Duluth, Minnesota, U.S.A.

If interested, tear out this page and keep with letters to be answered.

ODD SIZES!

"You'll get it from Baines & Peckover" — that's the common expression in the metal trades when it comes to odd sizes, special lengths, etc., in bar iron and steel, sheets, bolts, etc. Of course, we carry standard sizes, too, in immense variety. You'll always get what you want, quickly, from Baines & Peckover.

Merchant Bar Iron and Steel

In the largest variety in odd and special sizes, for example: rounds from 1/8" to 12½" diameter.

Soft irons—Staybolt, Swedes, Refined, etc.

Steels—Nickel (up to 5½" diameter round), High Carbon, Reeled, Shafting, etc. In fact everything in cold rolled, round, square, Hexagon and Flat. Also Strips, Flat Wire, etc. Tool Steels of all kinds. Hoops, Bands and Box Strapping.

Reinforcing steel for concrete—We cut bars to any length and bend to shape ready for use. Expanded Metal and Lath, Column Spirals, Stirrups, etc. We have everything in this line and enormous stocks at that. You get quick shipment here.

Angles, Channels, Tees, Beams—in every size you are likely to want, and cut to length.

Rails and all their accessories.

Sheets

We have them in all gauges and sizes—standard and special. Galvanized, Black, Corrugated, Canada Plate, Tin Plate, etc.

Plates in plain and chequered, anything cut to any size to suit anybody.

Chain—Proof-Coil and BBB.

Rope—in Manila and Wire Cable, all sizes.

Bolts

We carry an enormous stock of Bolts, Screws, Nails, Nuts, Rivets, Washers, etc., of all kinds. It is worth your while to get acquainted with our stocks as we can handle your emergency orders.

☛—We keep a stock of Bolts up to 36" in length.

Quick shipments are the rule with us. Send us your orders.

Get our Stock List—it shows the biggest variety listed in iron and steel and their various products. Write for it to-day.

BAINES & PECKOVER

Warehouses, 98-116 Esplanade **TORONTO** Yards, Harbor District

If interested, tear out this page and keep with letters to be answered.

Dominion Ammunition

DOMINION

—is the Ammunition that is backed by this trade-mark—a mark that means a genuine and unqualified guarantee to every user of Dominion Shotgun Shells and Cartridges.



Dominion Cartridge Company, Limited

120 St. James Street **Montreal**

If interested, tear out this page and keep with letters to be answered.

Dominion Ammunition

AMMUNITION

—of the type of Dominion—cartridges and shotgun shells that are giving satisfactory results to sportsmen in every part of Canada—is the ammunition that should always be in full stock in your store. Dominion Ammunition is sold before it reaches your shelves. Its record assures this and the guarantee of the Big "D" Trademark supports each sale.

Dominion Cartridge Company, Limited

120 St. James Street **Montreal**

If interested, tear out this page and keep with letters to be answered.









FIVE WORKS—OVER 3,000 EMPLOYEES

It is our intention after the War to devote our energies to the intensive production of the following Specialities:

Gunmetal and Brass Valves and Cocks.
Steam, Water and Compressed Air Fittings generally.
Cast Iron Stop and Sluice Valves.
Semi-Rotary Pumps.
Extruded Brass and Bronze Bars.
Brass Bolts and Nuts, Studs and General Turned Work from the Bar
Cast and Malleable Iron Cocks and Pipe Fittings.
Pressure and Vacuum Gauges.
Injectors, Engine Governors.
Spraying Machinery.
Coppersmiths' Work.
"Stella" Brand Alloys, Manganese Copper, Silicon Copper, Ferro Zinc, Phosphor Copper and Tin, etc.

Business After the War

If you are interested in any or all of the lines mentioned and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office.

United Brass Founders and Engineers, Limited

Empress Foundry

Cornbrook, Manchester, England

If interested, tear out this page and keep with letters to be answered.

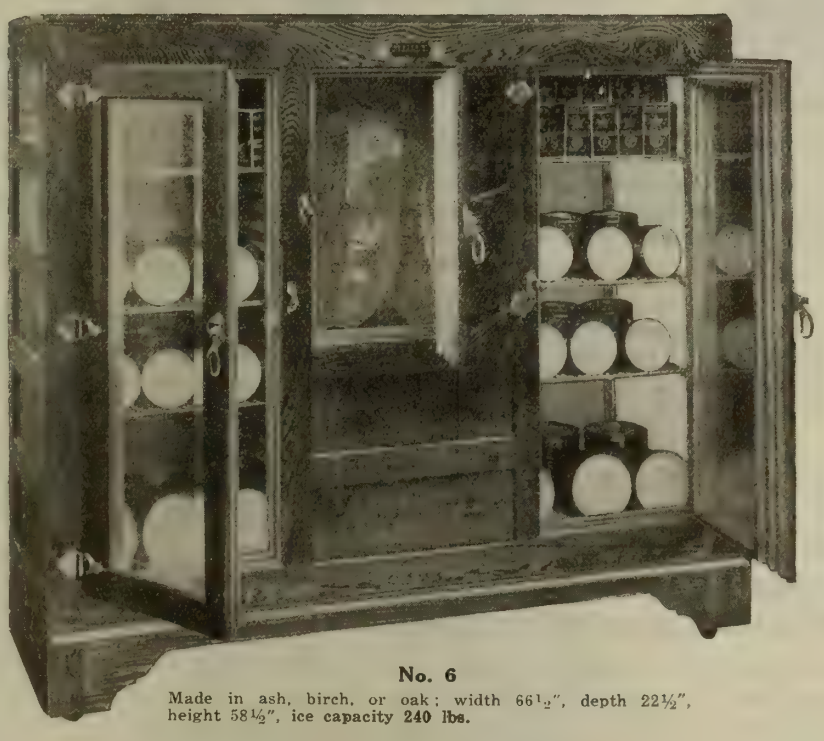
A Winner All Along the Line

Put the Barnet in your show rooms and watch sales grow. In the Barnet you can show your customer every modern feature worth having. The Barnet's patented syphon and air circulating systems insure perfect refrigeration.

Write to-day for full particulars and attractive selling proposition.

THE BARNET

Made in Canada



No. 6

Made in ash, birch, or oak; width 66½", depth 22½", height 58½", ice capacity 240 lbs.

Insulation

No less than eleven protecting walls —flax fibre—correct dead air space—chemically prepared papers.

Circulation

Improved syphon principle; foods preserved sweet, fresh and cool, in unbroken current of pure, dry air.

No Moisture

As an experiment, matches can be lighted on the walls of the ice chamber after being enclosed in the refrigerator many days.

Drainage

No drainage pipe—simply an opening in refrigerator floor. This avoids accumulation of slimy matter and odors.

Ventilation

The Barnet system is exclusive and is protected by our patents. Prevents contamination and co-mingling of odors.

Vitreous Porcelain Linings

A great attraction to women—easy-to-keep-clean; will not check or peel. The Barnet carries a hard and fast guarantee.

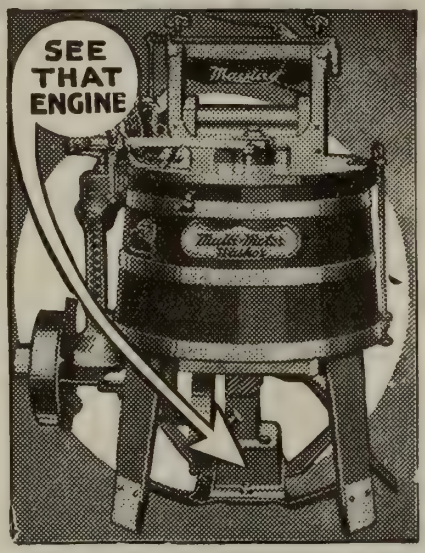
The Barnet syphon system is the highest achievement in effective refrigeration. It appeals to the best trade. To provide a complete line, we also manufacture a low priced refrigerator that is good value for the money.

The Renfrew Refrigerator Co., Ltd.

Head Office and Works: Renfrew, Ont.

If interested, tear out this page and keep with letters to be answered.

Maytag
Multi-Motor Washer
With
Swinging Reversible Wringer



Maytag
Electric Washer
With
Swinging Reversible Wringer



Showing how wringer swings to any desired position.

To-day the Maytag Policy of helping the Dealer is, in part, as follows:

Intensive advertising to the consumer, producing the inquiries which are turned over to the dealer. The prospective buyers are followed up direct from our Western headquarters at Winnipeg, and all prospective buyers are referred direct to the store of our customer. Direct campaigns by mail to prospects whose names are furnished by the dealer.

Our instruction book, The Laundry Manual, which is a book of practical information for both Dealer and Buyer, is absolutely free and contains, in addition to detailed description of the Washers, many valuable formulas and receipts which are appreciated by all. Our Literature is the best. It not only tells the whole story but is artistic and attractive.

The Maytag policy has always been one of close co-operation with the dealer, and to-day it is broader than ever.

WE WANT ONE DEALER IN EVERY TOWN·
WRITE FOR OUR DEALERS PROPOSITION.

The Maytag Washers are getting into the homes of Canada, because they save time, labor, clothes and money. The Maytag Washers have an established reputation, are an unqualified success from every point of view. This is the reason they have won their way into the hearts of the housewives of Canada, and this is one of the many reasons why it will pay you, Mr. Dealer, to get on the band-wagon while the getting is good.

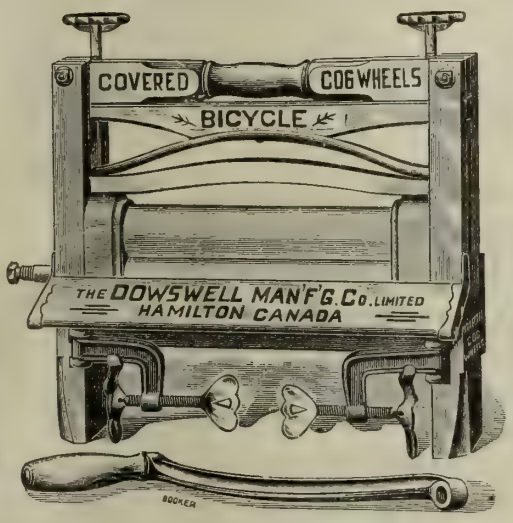
The Maytag Co., Limited
Winnipeg

If interested, tear out this page and keep with letters to be answered.

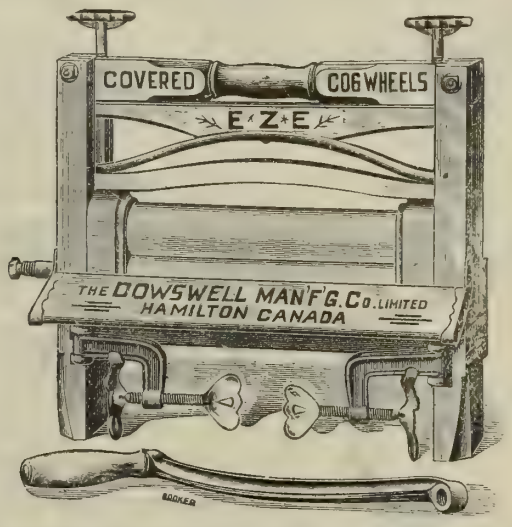
Satisfaction in Wringers

The Backbone of a Wringer is the Quality of its Rolls

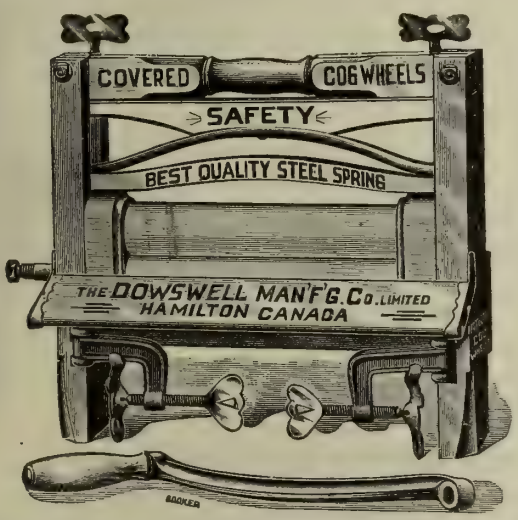
¶ For the Rolls in our Wringers the raw material is selected with great care. They are manufactured by only experienced experts, using the most modern methods. We give full Wringer value for money received.



THE BICYCLE—A popular, high grade wringer, has steel ball bearings, covered cog wheels, sure-grip tub clamps and extra high grade rolls 11 x 1¾".

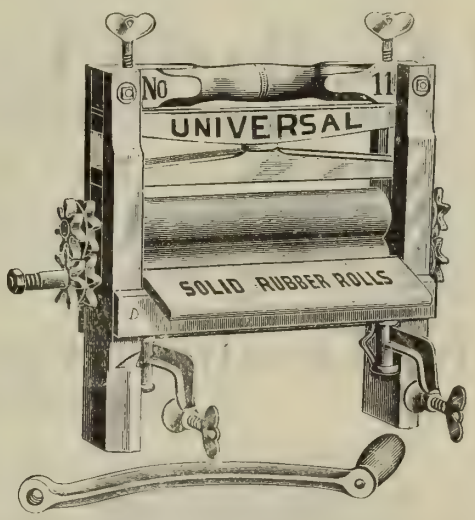


THE EZE—Has steel ball bearings, covered cog wheels, folding apron, sure-grip tub clamps. Standard grade rolls 11 x 1¾".



THE "SAFETY"—For round or square tubs, fitted with steel ball bearings, sure grip tub clamps. Extra grade rolls 11" x 1¾".

OUR WASHING MACHINES—Are just as good as our Wringers.



THE UNIVERSAL—Low priced. 10 or 11" rolls.

THE NEW IDEA STYLE B—It is the latest and best in detachable tub washers. Complete with permanent wringer stand. Easy on the clothes, hard on the dirt.

Order Through

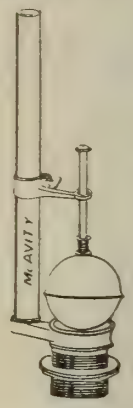
Caverhill, Learmont & Company

MONTREAL

If interested, tear out this page and keep with letters to be answered.

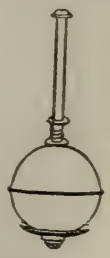
Two Profitable Lines

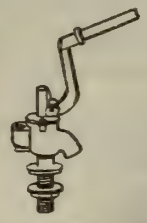
for the Hardware and Plumbing Trade to Handle



Royal Tank Valve Complete

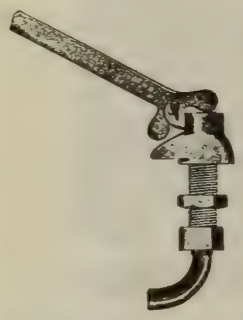

5-in. Copper Float Soldered


Valve Float


O. K. Bottom Supply Ball Cock, Rod and Refill Tube


Low Tank Diaphragm


Elevated Ball Cock, Rod and Refill Tube

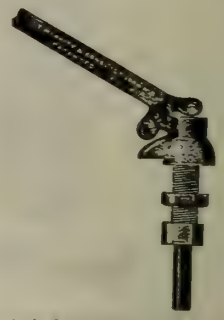

McAvity's Patent Ball Cock Bent Tail

McAVITY TANK FITTINGS

Are a Profitable Line for the HARDWARE and PLUMBING TRADE to handle

The Fit, The Quality, The Price—IS RIGHT

Prompt delivery, with liberal freight allowance


McAvity's Patent Ball Cock Straight Tail

O.K. Basin Cocks

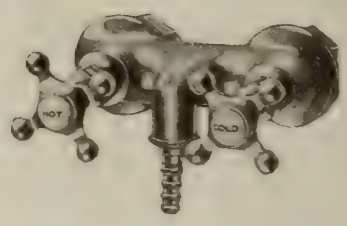
NICKEL PLATED

4-Arm China Index Handles. Length of Spout, 3¼-in. C. to C. Stuffing Box, Incased Washer, Ground Joint. 1-4 in. I.P. Male Thread.



O.K. Double Bath Cocks

NICKEL PLATED



4-Arm China Index Handles. N.P. Tails Screwed for 1-2 in. I.P. 3⅜ in. C. to C.

Quality, Design and Workmanship Good.

Price no Higher than a Good Cock Ought to Cost. Delivery Prompt. Permit us to quote a price delivered at your nearest railway station.

T. McAVITY & SONS, Limited

Montreal
Toronto

ST. JOHN, N.B.

Winnipeg
Vancouver

If interested, tear out this page and keep with letters to be answered.

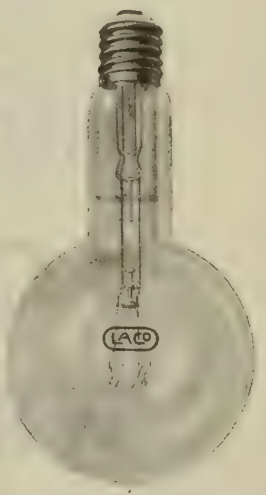


Laco Lamps Meet the Present Demand for Economy in Power

You can not only cut your lighting costs and sell other goods to better advantage by lighting your own store with

LACO NITRO LAMPS

but you can build a profitable, trade-winning business by *selling* them.



LACO NITRO LAMPS are the latest development of the tungsten lamp for use in stores, offices, factories, warehouses, churches, schools and other public buildings. They comprise a tungsten filament burning in nitrogen gas. They consume less current, yet give a greater candle-power per watt than any other type of lamp.

LACO TUNGSTEN LAMPS are the standard of quality for *home* lighting. Their strongest selling argument is the same as Laco Nitro: *Greater Efficiency at Lower Maintenance Cost.*

Our Big Advertising Campaign

is familiarizing the public throughout Canada with the reasons for Laco superiority, and is directing enquiries to the logical source of supply—the local Hardware and Electrical Shop. If you have not yet linked up with this profitable business, lose no time in communicating with our nearest distributing centre.

CANADIAN LACO-PHILIPS COMPANY, LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

If interested, tear out this page and keep with letters to be answered.

ALL WHOLESALE HARDWARE DEALERS CARRY

"HERCULES" SASH CORD

AND

"STAR"

QUALITY

CLOTHES LINES

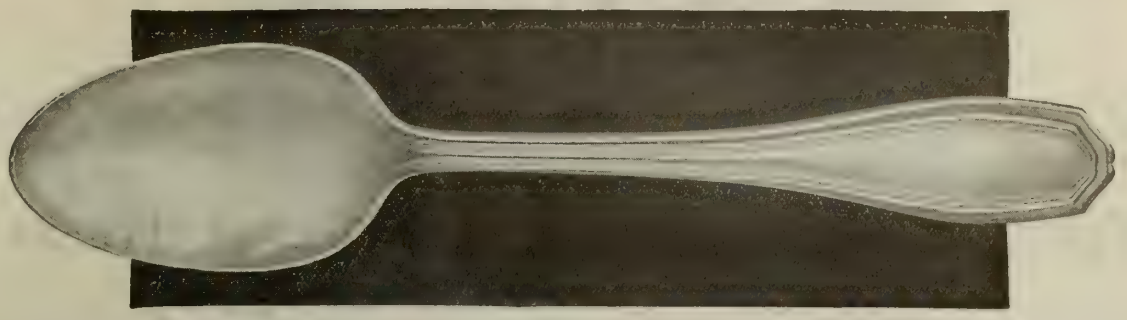
WRAPPING TWINES

AND

BRAIDED AWNING CORD

Manufactured in Canada

If interested, tear out this page and keep with letters to be answered.



The Clinton is a staple pattern, advertised to millions of silverware buyers. We've used it as a big *advertiser* for the Wm. Rogers & Son line. Today its success shows how a fine pattern helps popularize a brand.

The Clinton

Silverware in the Hardware Store Invites Women Shoppers

You like to see women form the habit of shopping in your store for many home necessaries, and women are attracted by beautiful merchandise.

The Popular Priced Silverware of

William Rogers and his Son

has the eye-inviting character not possessed by other necessary household articles in the hardware stock. It lends itself to fascinating window, counter and showcase displays. *It combines beauty with economy and utility.* Best of all it shows you a surprisingly good profit. Its quality is guaranteed. If you already carry it you know it is a business builder.

If you haven't tried it why not look into it as a business stimulant? We work hand in hand with hardware retailers who will co-operate. Write for prices and suggestions.

WILLIAM ROGERS MANUFACTURING CO., Limited
Niagara Falls, Ontario

If interested, tear out this page and keep with letters to be answered.

WAKYTE MFG Co.
WAKYTE
WINNIPEG · CANADA

People will patronize the store that handles guaranteed goods.

The WAKYTE Label is an absolute guarantee to both Dealer and Consumer.

Wakyte Closets, Chemical and Barrel Trucks



WAKYTE CLOSET NO. SPECIAL

The Progressive Hardware Dealer desires to handle goods on which he can make a good profit and a quick turnover, at the same time satisfying his customers.

WAKYTE Quality Goods at low prices ensure a quick turnover to the Dealer, and absolute satisfaction to the Purchaser. This explains why **WAKYTE** Closets and Chemical are now carried in stock by practically every Hardware Dealer from Coast to Coast, in preference to all other makes.

When you sell **WAKYTE** Closets or Chemical to your customers you know that you have given them more value for their money than they can get anywhere else. These closets are made in three designs (but only ONE Quality), No. 2, No. 3 and Special. The seat is finished in Mahogany, and the body in Maroon Enamel.



WAKYTE POWDER CHEMICAL

Wakyte Powder Chemical

We recommend your ordering **WAKYTE** Powder Chemical to replace liquid chemical previously supplied. It is put up in packages having the same capacity as one gallon cans. A package costs less than a gallon of liquid, yet is equal to nearly 1½ gallons. In addition to this it may be shipped under any weather conditions without loss or damage.



PATENTED

Wakyte Barrel Trucks

We strongly recommend your equipping your store with **WAKYTE** Barrel Trucks. No such convenience has ever been offered to you for handling your barrels of oil as this truck, and you cannot make a better investment than by equipping your store with them NOW. They are inexpensive and will last almost a lifetime. Answers three purposes, viz.: Hoist, Truck and Permanent Stand for holding barrels of liquid.

Photographs and prices of **WAKYTE** 1918 Models are in the hands of all Wholesale Hardware travellers, who are now booking orders for Fall delivery on **WAKYTE** Closets, Chemical, Barrel Trucks, etc. We recommend your placing your order at once, as by doing this you are guaranteed present prices for Fall delivery.



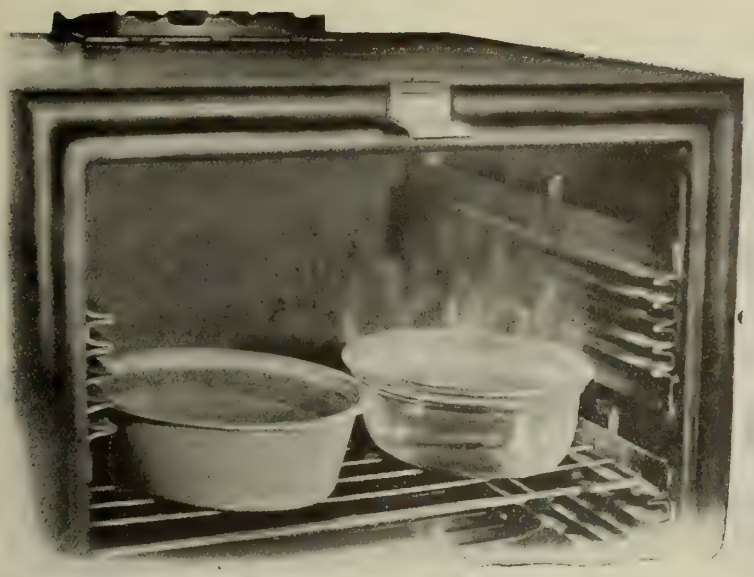
WAKYLE CLOSET NO. 2

For the convenience of our customers, a complete stock of **WAKYTE** goods is carried at Winnipeg, Edmonton, Calgary, Saskatoon and London, Ontario.

We solicit your inquiries and orders.

Wakyte Manufacturing Co., Limited, 259-261 Stanley Street WINNIPEG

If interested, tear out this page and keep with letters to be answered.



Sensational test

A metal pan and a Pyrex dish were filled with cold water and put into an oven. The water in the Pyrex dish boiled in ten minutes. The water in the metal dish, though left in the oven for two hours, never boiled. This is because metal shuts out 60% of the oven heat from the water, while all the oven heat goes right through Pyrex. This test can be duplicated in every coal oven and almost every gas one. It is only in exceptional ovens that it is ever possible to get a great enough heat to boil water in metal.

Revolutionizes cooking!

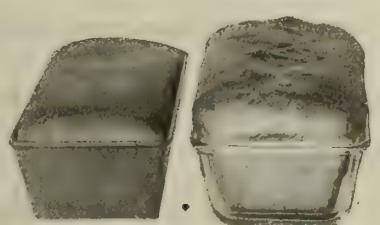
The simple test photographed above shows how much more heat Pyrex absorbs than ordinary pans. The two loaves of bread prove how much better this extra, more even heat cooks food.

Ordinary pans waste fuel, time and flavor

Scientists tell us there are two kinds of heat in the oven—hot air heat and heat which radiates from the walls and bottom of the oven. Only one-third of oven heat is hot air. Two-thirds is radiant heat.

Only the hot air can heat a metal pan. Just as an iron shutter keeps out the sun's rays, so every metal pan keeps out radiant heat. Just as a window pane lets in the warmth of sunlight, so all the oven heat floods through Pyrex.

This means that food cooked in Pyrex gets all the heat instead of just one-third. This is why every food cooked in Pyrex is so thoroughly, so evenly cooked, why it is so much more delicious. This is why bread baked in Pyrex rises an inch higher, why pies have crisp undercrusts just like the top, why meat is so tender.



Baked in ordinary pan *Baked in Pyrex*

Pyrex bakes bread an inch higher. This photograph of the same dough baked in the same amount of the same sized pans is proving it to millions

6,000,000 people will learn these facts this year

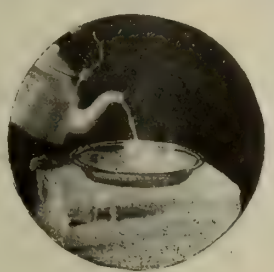
Full pages in The Ladies' Home Journal, The Saturday Evening Post and Good Housekeeping, sometimes in color, will tell these and other amazing facts about Pyrex to millions of people in every city and town. McCall's Magazine, Christian Herald and Jacobs Religious List, comprising forty-nine magazines, will spread this news to smaller towns and villages and even the heart of the country this year. 6,000,000 families in the United States and Canada will learn the startling improvement Pyrex makes in cooking.

You will feel the demand in your town. Your customers will be asking for Pyrex.

Write to-day for full information and the 1918 Price List.

PYREX SALES DIVISION
304 Tioga Ave., Corning, N.Y.
CORNING GLASS WORKS

Manufactured by the World's Largest Makers of Technical Glass



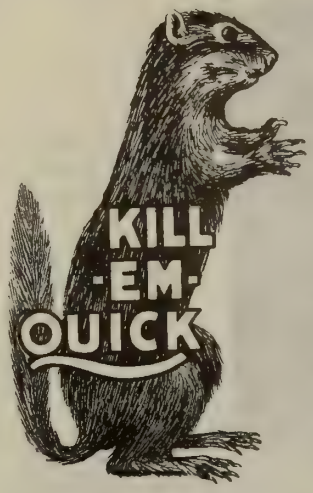
Pyrex will not break in the oven. Dealers are authorized to replace any dish broken by oven heat. Pyrex has the name on every piece.

PYREX

TRANSPARENT OVEN DISHES

LEADING MANUFACTURERS OF METAL MOUNTINGS HAVE ADOPTED PYREX FOR THEIR STANDARD INSERTS

If interested, tear out this page and keep with letters to be answered.



Kill-Em-Quick

Gopher Poison

Here's a Popular Seller

Your farmer customers are well acquainted with this Successful Gopher Poison—they know it delivers the goods—they know that the Manitoba Agricultural College recommends its use and states that it is

"The Most Effective Gopher Poison"

If you carry Kill-Em-Quick in stock you will find its sales most gratifying and profitable.

50 cent size, per doz. $3.90
$1.00 size, per doz. 7.80
F.O.B. Jobber—5%, 30 days

Buy it from your jobber or send your order to us and we will deliver it through the nearest jobber.

Carry Kill-Em-Quick in Stock and get this business.

Kill-Em-Quick Co., Ltd.

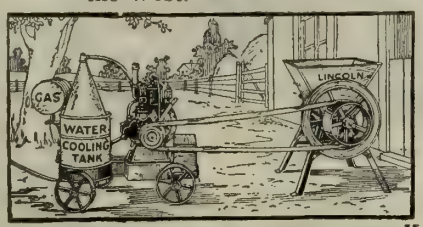
Winnipeg - - Canada

If interested, tear out this page and keep with letters to be answered.

Cushman

Light Weight Engines

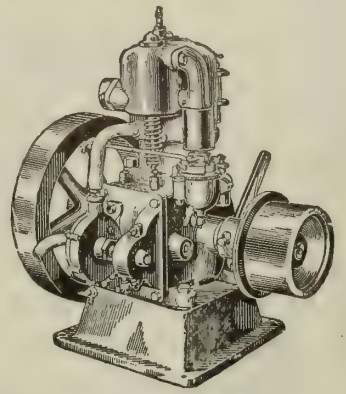
FOR ALL FARM WORK—4 TO 20 H.P. These engines are in big demand in the West.



FARMERS HANDY 4 H.P. TRUCK
Easy to move around from job to job, Same engine used on binder

Cushman Engines are the lightest weight farm engines in the world, yet they are even more steady running, quiet and dependable than most heavy engines, because of Throttle Governor, perfect balance and almost no friction or vibration.

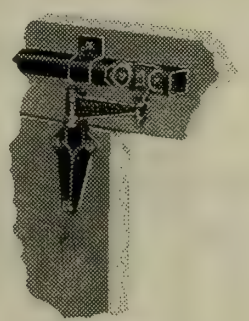
May be attached to machines such as binders, balers, etc., to save a team. Easy to move around. Moving parts enclosed and run in bath of oil. Run at any speed —speed changed while running. Direct water circulating pump prevents overheating. Schebler Carburetor and Friction Clutch Pulley.



Klean Kwick Washer

KLEAN KWICK VACUUM WASHERS are taking the housewives by storm. They are "making good" in lightening the burden of wash-day and cleaning clothes as no other washer is doing.
Built on a new and correct principle of washing—forcing and pulling the hot suds through the clothes by air pressure and suction.
The heart of the **Klean Kwick Washer** is the STOMPER, which does the work. The stomper is a cone, that when attached to our improved mechanical construction forces over a thousand gallons of hot water and steam through the clothes in three to five minutes. This means quick washing, clean washing, easy washing. **Sell this washer—it's a money-maker.**





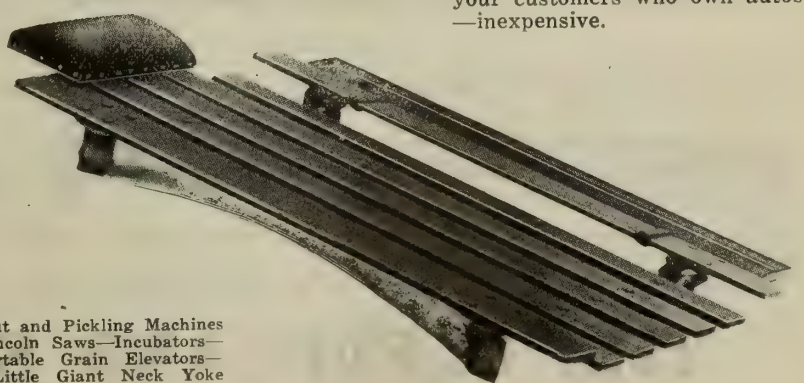
All Hangers Equipped with Roller Bearings.

WAGNER
Garage and Barn Door Hanger

An improved design: Far in advance of any ordinary garage or door hanger.
Opening a clumsy or awkward door is a distasteful operation. A child can open the heaviest and clumsiest of doors equipped with the WAGNER improved hanger. An easy line to sell and nice profit on each sale.

WAGNER Auto Creeper
Complete with Metal Tool Rack

A garage is not half equipped without an auto creeper. This WAGNER is easy-running, strong and efficient. Sell one to all your customers who own autos —inexpensive.



Write for a full account of each of these Cushman lines. Any information gladly furnished.

Cushman Motor Works of Canada, Limited

Builders of Famous Light Weight Engines

WINNIPEG, CANADA

Fanning Mills—"Hoiland" Wild Oat Separators—Smut and Pickling Machines —Vacuum Washing Machines—Lincoln Grinders—Lincoln Saws—Incubators— Universal Hoists—Langdon Ideal Self Feeders—Portable Grain Elevators— Wagner Hardware Specialties—Mountaineer and Little Giant Neck Yoke Centres—Combination Threshing Outfits.

If interested, tear out this page and keep with letters to be answered.

A Profitable Line to Handle

Hardware dealers are finding Brantford Asphalt Slates a line that it pays to feature.

This modern roofing material is particularly suitable for present day conditions when labor is scarce and high, because time can be saved on the job—Brantford Asphalt Slates being quickly and easily laid on account of their pliability and their regularity of size. They do not split when nailing. Every one is perfect.



House in Kingston roofed with Brantford Asphalt Slates

Brantford Asphalt Slates are suitable for any building with a pitch roof. They are used on many costly homes to-day, yet they are moderate in price. There should be many roofing opportunities in your locality. Write for our proposition.

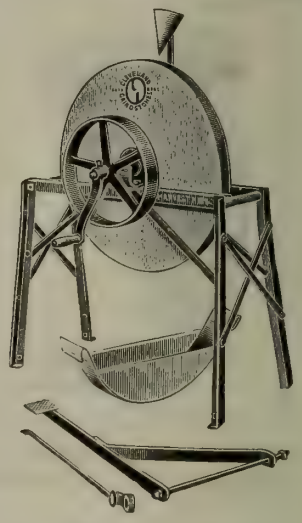
Brantford Asphalt Slates

Brantford Roofing Co. Limited

Head Office and Factory: Brantford, Canada

Branches at Toronto, Montreal, Halifax

Harvest King Power Grindstones



CLEVELAND TRADE MARK GRINDSTONES

IT'S IN THE GRIT

Grindstones are made from Sandstone and it is the sand particles or grit that makes the grindstone good or bad.

We own and operate the only *genuine* Berea and Huron stone quarries and these are the grits that give the best grinding results.

HARVEST KING has a frame of heavy angle steel. The stone is a CLEVELAND GRINDSTONE 24″ x 2″ with 5/8″ shaft, 12″ x 2 3/8″ pulley and heavy steel roller bearings. A hand crank and drip cup goes with every HARVEST KING.

We can also supply a frough, treadle, pitman and bearing. Finished in green and black. Comes to you frame folded, stone crated.

Write for prices to-day.

THE CLEVELAND STONE CO.

1836 Euclid Avenue, 8th Floor, Cleveland, Ohio

If interested, tear out this page and keep with letters to be answered.

NAILS

Wire Nails

All Standard and Special Gauges

Nail Wire, Rivet Wire

Oiled and Annealed Wire—Galvanized Wires
Plain Barbed and Coiled Spring.

Dominion Iron & Steel Company, Ltd.

SYDNEY, N. S.; MONTREAL, QUE.

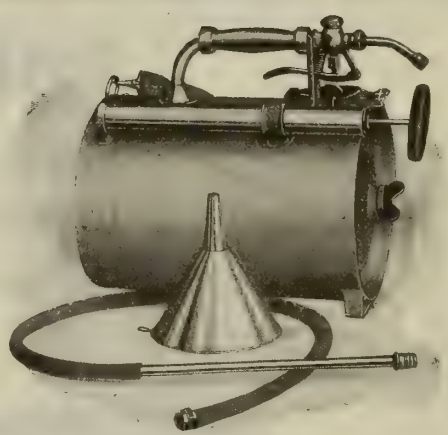
WIRE

All Those Extra Acres

mean added sales of Garden Implements

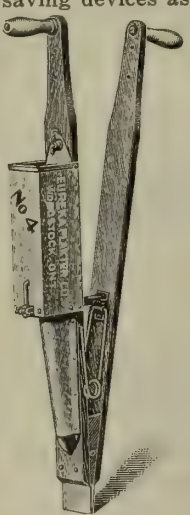
A larger area of Canadian soil will be under cultivation this year than ever before, and this despite the fact that there are fewer men to do the work. The only solution is the more general adoption of such labor-saving devices as are shown here.

It is the patriotic duty of all Hardware Dealers to make careful and well thought-out plans to place as many Eureka Time-Saving Tools as possible on Canadian Gardens this Spring. Let "Greater Production" be your watchward and Eureka Tools your good helpers.



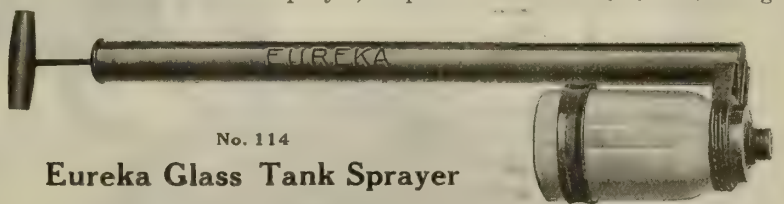
Fountain Compressed Air Sprayer

No complex or intricate parts, positive and automatic in action, easily operated, easily controlled—a time-saver, labor-saving and solution-saver. Will spray 2,000 plants in one minute on one filling.



EUREKA CORN PLANTER

In one and two-hand styles, adjustable seed guard, positive, accurate, well made, nicely finished, very durable.



No. 114

Eureka Glass Tank Sprayer

Reliable, durable, economical—a neat appearing, efficient sprayer for potatoes, small shrubs, live stock or for disinfecting poultry houses.

The EUREKA PLANTER Co., Ltd. WOODSTOCK, Ont.

If interested, tear out this page and keep with letters to be answered.



When roofs begin to leak this Spring!

When the snow thaws and the heavy spring rains come there'll be leaky roofs all about you. Turn this circumstance to your advantage by having in stock a supply of Reed's Patent Plastic Asphalt Roof Cement. This is the roof cement that for twenty-five years has stood the test of heat, cold, rain, snow and wind and has never failed to stick where laid. It mends all manner of leaks in slate, metal, gravel and prepared roofs, is effective for pointing around Chimneys, Skylights and Dormer Windows, and for repairing coping stones, gutters and wood and stone work. It is the most useful substance a roofer or plumber can have, and it gives a satisfaction that reflects on the Dealer who sells it.

Reed's Patent Plastic Asphalt Roof Cement can be obtained from all jobbers or direct from the makers. It is put up in 1, 5 and 10 lb. tins, in drums of 125 lbs. and in barrels of 500 lbs. A trial order of the smaller tins will soon demonstrate its stability and value

Geo. W. Reed & Co., Limited, *Manufacturers*, Montreal

Royal

FOURTEEN YEARS OF SUCCESS BEHIND IT

ROYAL SELF-HEATING IRONS

Insure Satisfied Customers and Profit for you.



BECAUSE—

—it does an average ironing for less than two cents.

—it has a valve that regulates the heat instantly.

—it is the right weight—right size—right shape.

—it is highly polished and nickel-plated throughout.

—it has an always cool handle—protected by a heat-proof shield and asbestos lid.

—it can be used any time—at any place. No hose or cord to dangle in the way.

—it is used and praised by over 850,000 housewives.

Write us now for details. Also name and address of nearest Canadian Distributor.

Royal Iron Manufacturing Company

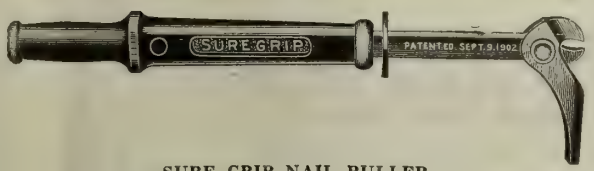
556 Wayne St., Big Prairie, O.. U.S.A.

If interested, tear out this page and keep with letters to be answered.

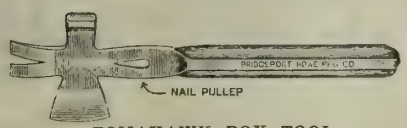
The Most Complete Line of its Kind

Made by people who specialize on these goods. Get posted!

Send for latest catalog



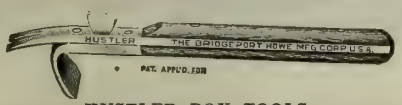
SURE GRIP NAIL PULLER



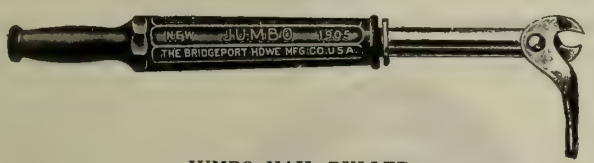
TOMAHAWK BOX TOOL



RED BULL NAIL PULLERS



HUSTLER BOX TOOLS



JUMBO NAIL PULLER



MATCHLESS BOX OPENERS



UNBREAKABLE NAIL PULLERS



BOX TERRIER CRATE OPENERS

Our Nail Pullers are sold by nearly all Canadian Jobbers.

The Bridgeport Hardware Mfg. Corporation

BRIDGEPORT, CONN., U.S.A.

Canadian Representative: **Prescott W. Robinson, 414 Drummond Bldg., Montreal**

Standardize Your File Trade

Amongst the "Famous Five" there is a file to meet the exact needs of every customer.

Your customer will accept a "Famous Five" file every time without question, because he knows that they are the standard for file quality.

Your "line of least resistance" in selling is to specify the "Famous Five" when buying.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by





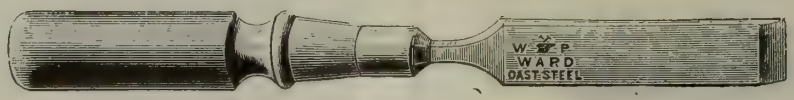
You can recommend Ward & Payne's Chisels and Gouges

W P

Carpenters everywhere look on the Anvil Brand as a mark of quality on Light-Edge Tools. To those who know, this celebrated brand and the name Ward are synonymous with the very highest quality. To those of your customers who look to you in such matters you can recommend *W. & P.* Chisels and Gouges as being the most satisfactory tools on the market.

Get full particulars from the Canadian agents:—

SHERMAN F. AINSLIE, Spadina Avenue, Toronto
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.
ALEXANDER GIBB, 3 St. Nicholas St., Montreal





Building Paper, Tar and Plain
Ready Roofing,
Keystone Deading Felt,
Wall Board,
Cement,
Hard Wall Plaster,
Plaster Paris,
Lime,
Fire Brick,
Fire Clay,
Axe, Sledge and Pick Handles, etc.

Also Asbestos Paper Asbestos Mill Board Asbestos Cement

Builders Supplies

Shipped Immediately from Stock

CANADA CEMENT COMPANY LIMITED
PORTLAND CANADA CEMENT
MONTREAL

Building prospects are better than ever in the rural districts of the West.

It behooves dealers to be prepared to meet extra demand.

Dealers should stock well with Building Paper, Wall Board, Ready Roofing, etc.

We can supply you with all kinds of high quality building materials, promptly.

Look up amount of business in sight and order quickly.

Write us for mixed carload proposition. We have something interesting to offer. It will save you money.

WALTER BELYEA & CO.

Successors to the Late Thos. Black
WINNIPEG

If interested, tear out this page and keep with letters to be answered.

ATKINS

STERLING QUALITY

Cross Cuts, Hand Saws and Tools



The fuel shortage has induced people to cut more wood. It is certain that the demand for good Cross Cut Saws and Hand Saws will be greater than ever before.

You now have a chance to sell them the Highest Quality Saws, make better profit and do it quicker than last year.



Be sure you buy Saws that will satisfy your customers absolutely. Sell them Atkins Saws and they will return to your store for other things.

"The Highest Quality Means the Lowest Price — ATKINS"

Write us for information and prices.

E. C. ATKINS & CO., INC.

Established 1857

MAKERS OF STERLING QUALITY SAWS

CANADIAN FACTORY: HAMILTON, ONT. **VANCOUVER BRANCH: 109 POWELL ST.**

Are You On Our Black List?

IF NOT—WHY?

Our list contains the names of the Principal Manufacturers and Dealers in Paints, Varnishes and Colors in America, Great Britain, her Colonies and Dependencies who buy exclusively the Blacks made by

THE L. MARTIN CO.



This Seal on Every Package



1849 - 1918

Is Your Guarantee



WHY BUY THE "NEAR BRAND" WHEN THE BEST IS PROCURABLE?

Originators of the Famous Old Standard, Eagle, Pyramid and Globe Germantown Lamp Blacks—so named after our first factory in Germantown, Philadelphia.

Sixty-Nine Years' Experience has taught us Some Things about the Black Business which may interest you.

Sixty-Nine Years' Reputation behind each Package will help Your sales. Grinding Blacks that are unmatchable in Strength, Color and Delicacy of Tone will solve your Black Problem.

SEND US YOUR TRIAL ORDER—THEN

YOU WILL REMAIN ON OUR BLACK LIST

THE L. MARTIN CO.

Works: Philadelphia, Pa.
Johnsonburg, Pa.

Office: 81 Fulton Street, New York

Cincinnati, Ohio
London, England

CANADIAN SALES AGENTS:

MONTREAL
James A. Taylor
22 St. Francois Xavier St.

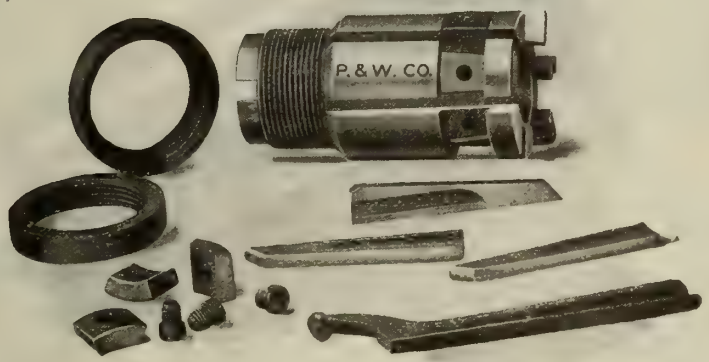
TORONTO
James Hayward
23 Scott Street

WINNIPEG
P. A. C. McIntyre & Co.

SMALL TOOLS

P. & W. Adjustable BLADE REAMERS





These reamers have eccentric relief and can be set to size without regrinding. They are unexcelled for design and simplicity and ease of adjustment. The eccentrically relieved blades are stronger than others, do not chatter, and produce a smoother hole. The hand, shell and fluted chucking reamers have interchangeable nuts, screws and wrenches. The bottom of a hole can readily be faced. By a simple adjustment of the blades the reamers can easily be set to size without regrinding.

PROMPT SERVICE

is assured at our nearest store, where P. & W. Small Tools are carried in stock. Place your order there to-day.

Precision Machine Tools Standard and Gauges

PRATT & WHITNEY CO.

of Canada, Limited

Works: DUNDAS, ONTARIO

MONTREAL	TORONTO	WINNIPEG	VANCOUVER
723 Drummond Bldg.	1002 C.P.R. Bldg.	1205 McArthur Bldg.	B.C. Equipment Co.

If interested, tear out this page and keep with letters to be answered.

Filling a Long Felt Want,

UNIVERSAL

Vacuum Bottles



The Bottle with the big drinking cup

Landers, Frary & Clark
New Britain, Conn.

Canadian Representatives

A. MacFarlane & Co., Ltd.
Montreal

If interested, tear out this page and keep with letters to be answered.

"Reliable" Agents are making money



"Oh dear! This is hard work."

"I'm not One Bit tired, Grandma."

Because they have the best churn proposition on the market agents for RELIABLE Patent Dash Churns are reaping a bountiful harvest of orders.

Every woman who churns has at some time used an old-fashioned dash churn. Although she may now be using some patent churn she still remembers longingly the beautiful butter the old dash churn made, and if it wasn't for the heavy labor involved she would go back to the old methods.

It's this fact which makes RELIABLE Churns so much easier to sell than other makes. The "RELIABLE" is a dash churn with the labor removed. The tried and proven method of butter-making embodied in the old dash churn is linked up in the "RELIABLE" with a simple, effective, fool-proof mechanism which relieves the operator of practically all labor.

In selling a "RELIABLE" churn you are not handicapped by first having to overcome the prejudice usually entertained in regard to patent churns. Your prospect has, through his or her own experience, been sold on the dash principle. Selling the "RELIABLE" is simply a matter of securing the prospect's confidence, and with the positive five-year guarantee behind you that is an easy matter.

One agent sold 14 "RELIABLES" in one day, another 11, another sold 30 in a week, and another 25. That's the way they go, once you introduce one or two in a locality everybody wants one.

If there is no "RELIABLE" agent in your district be advised to write at once and secure the Agency yourself.

There's good money in selling "Reliable" Churns. The following prices are effective in Ontario, Quebec and Maritime Provinces:

No. 4 with Pulley or Crank, $6.30, retails at $ 9.75
No. 5 with Pulley or Crank, 6.50, retails at 10.00
No. 6 with Pulley or Crank, 6.50, retails at 10.00

Complete with 1/20 H.P. Robins and Meyers Motor $31.00. Retails at $35.00.

The Reliable Churn Co. of Canada

T. W. FOSTER, MGR., 141 King St. E., TORONTO

This Help Costs You Nothing

"RELIABLE" PATENT DASH CHURNS are being advertised in *Family Herald & Weekly Star, Farmers' Advocate, Ottawa Valley Journal, Farmers' Magazine, Toronto Globe, Toronto Star,* and the 55 *Weeklies* on the *Hamilton Union List.*

They have also been demonstrated at the *Canadian National Exhibition.*

If interested, tear out this page and keep with letters to be answered.

The Easy Washer

More than an easy washer—it is a fast and careful washer. Not only rubs the clothes naturally the way a woman does when washing by hand, but the double acting rub permits the washing to be done in half the time required with other machines. The two rubbing boards built on the principle of a washboard, gives more run than any other machine made.

Requires but small quantity of water, will not tear the finest fabric, or bunch the clothes. The system of this washer makes it supreme of all machines, and appeals readily to the housewife. Made in two sizes for "standard" and large families.

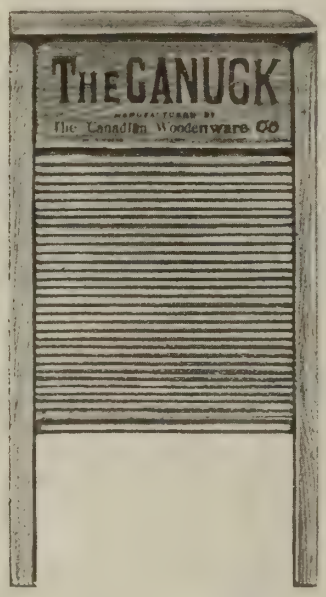


A Big Sale is Double Sure

OUR SPECIALTY

THE CANUCK

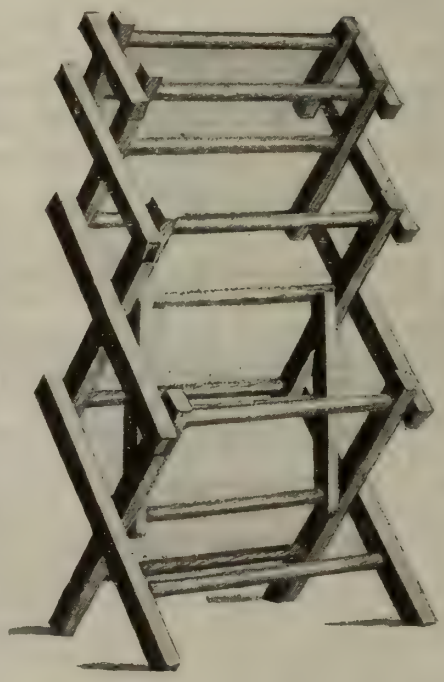
The King of Washboards.



STANDARD SIZE GLASS
Rubbing Surface.

WASHBOARDS
Standard Size

The CANUCK (Glass)
The SUPREME SOLID GLOBE (Heavy Back) (Zinc)
The SUPREME SOLID GLOBE (Heavy Back) (Metal)
COMPETITOR GLOBE (Thin, Solid Back) (Zinc)
COMPETITOR GLOBE (Thin, Solid Back) (Metal)
THE WASH-DAY SURPRISE One and one-half inch under size in width (Metal)
ECONOMY (Metal) size board 8" x 21" (Not a Toy)
TOY BOARD, size 6" x 17"



FAULTLESS CLOTHES HORSE

The best constructed Clothes Horse on the market. Stands solid and will not collapse when moved from room to room full of clothes. Made of good, clear material and very neat in appearance. Stands 4¾ feet high and takes up but little floor space. Folds up very compact when not in use.

Made in two sizes of 13 bars each.

No. 1, bars 2 feet long.

No. 2, bars 3 feet long.

The Canadian Woodenware Co.

ST. THOMAS, ONT.

Manufacturers of Washboards (Glass, Zinc and Metal), Washing Machines, The Easy Washer, Clothes Horses, Screen Windows, etc.

If interested, tear out this page and keep with letters to be answered.



"Brantford" Twines have given Unqualified Satisfaction

MAPLE LEAF BRAND

This is the reception "BRANTFORD" Twines are meeting with everywhere. Farmers and dealers are enthusiastic over the exceptional quality.

BINDER TWINE

Rope and Cordage

We have communications by the score testifying to the remarkable quality.

"I have handled twine for twenty years and think I am qualified to judge, and I can say you have the very BEST on the market."
This is what one dealer has to say.

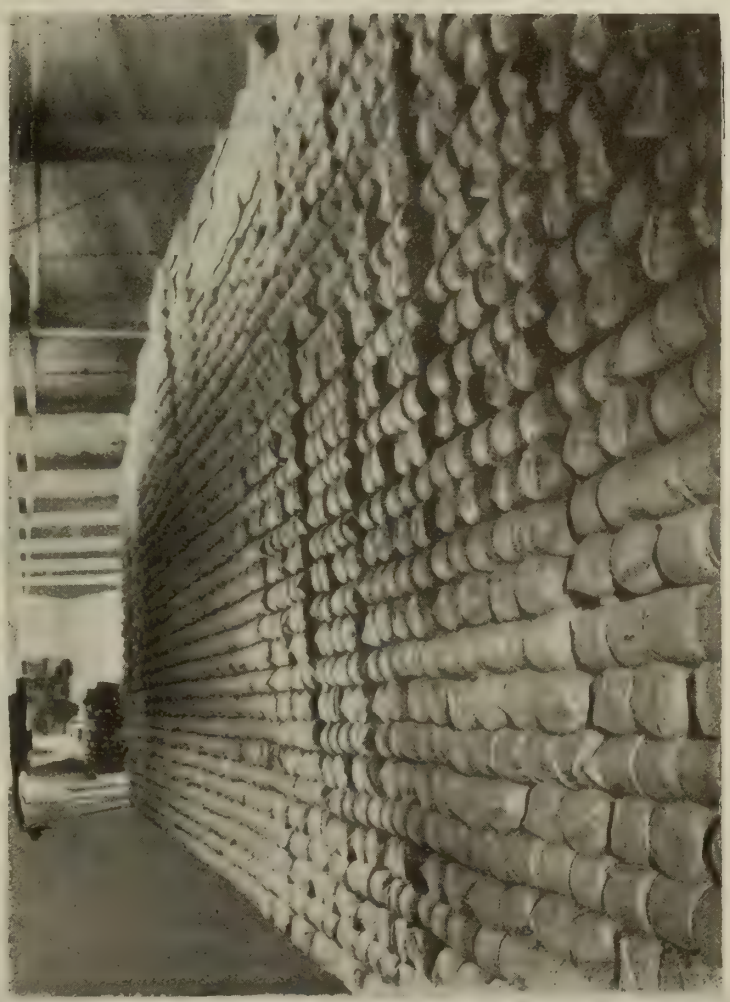
Another expresses himself thus: "Your Twine has made a great hit in our locality and practically replaced all others."

Gilt Edge, 650 ft.
Gold Leaf, 500 ft.
Silver Leaf, 550 ft.
Maple Leaf, 500 ft.

Our large and increasing sales bear out the facts and have resulted in increasing our factory capacity to ten thousand tons of TWINE and CORDAGE per annum.

The Brantford Cordage Co., Ltd.

Brantford, Ontario



One full Section in our Extensive Twine Storage Warehouses.

If interested, tear out this page and keep with letters to be answered.

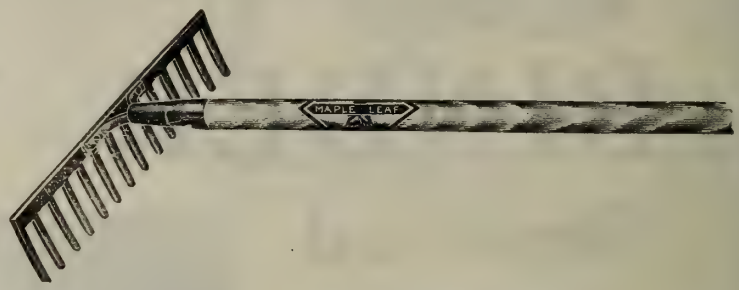
Are you prepared to do your bit?

THE Empire is calling for increased PRODUCTION. Every city, town and village dweller, as well as every farmer, is urged to PRODUCE. The demand for GARDEN and FARM TOOLS will be BIGGER than ever before.

The DEALER'S DUTY is to SUPPLY this demand. Look over your stock NOW, and BE PREPARED.

Use OUR warehouse as YOUR supply base.





SHOVELS and SPADES

JONES
OLDS
STAR
BULL DOG
FOX
BLACK CAT

HANDLES

FORK
RAKE
HOE
SHOVEL

MAPLE LEAF GARDEN AND HARVEST TOOLS

GARDEN RAKES
GARDEN HOES
SPADING FORKS
HAND CULTIVATORS
MANURE DRAGS
MANURE FORKS
HAY FORKS
WEEDING HOOKS
WEED CUTTERS
GRASS HOOKS

LOUDEN

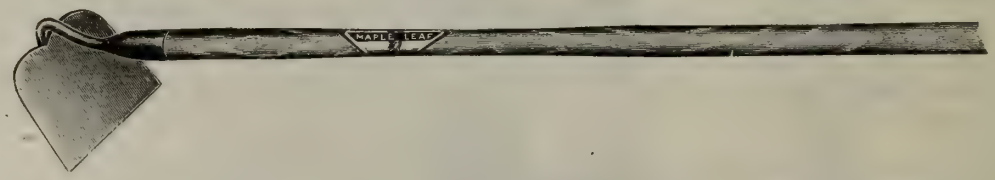
HAY CARRIERS AND BARN FITTINGS

KING OF THE FIELD

CORN PLANTERS

CYCLONE AND LITTLE WONDER

SEED SOWERS
GARDEN TROWELS
TRANSPLANTING TROWELS
GARDEN FORKS
SCYTHES
SCYTHE SNATHS
WHEELBARROWS
DRAG SCRAPERS



See that your GARDEN AND HARVEST TOOLS bear the ORANGE AND BLACK LABEL.

It is a GUARANTEE of QUALITY for which we make NO EXTRA CHARGE.

Consult our catalogue for illustrations, descriptions and numbers when ordering the above lines.

WHITES LIMITED WHOLESALE HARDWARE & METALS COLLINGWOOD, ONT.

If interested, tear out this page and keep with letters to be answered.

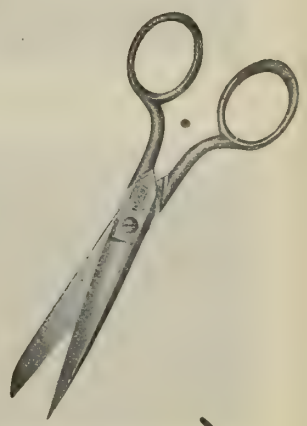
WISS







To retain them—train them



Once trained to the soundness and economy of buying *good* things—

Once trained to expect those good things from you—

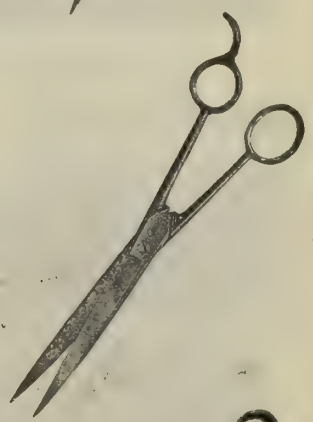
Can't you see that that's the way to keep the old trade and attract the new?

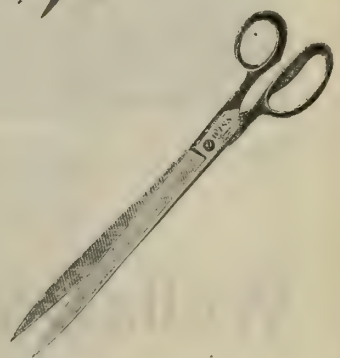
WISS Shears and Scissors are as fine as Shears and Scissors can be.

To sell WISS is to retain the confidence of all who buy them.

The wise dealer sells what the wise buyer wants.

In Shears and Scissors, it's WISS.



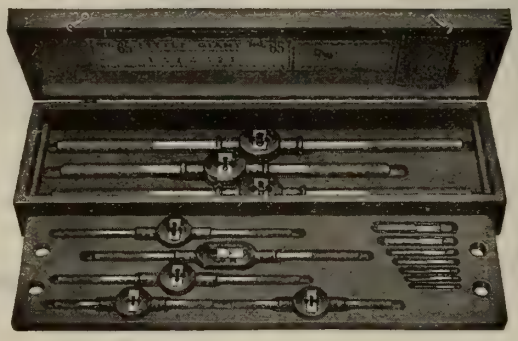


J. WISS & SONS COMPANY

CANADIAN OFFICE

193 Spadina Avenue - Toronto

If interested, tear out this page and keep with letters to be answered.



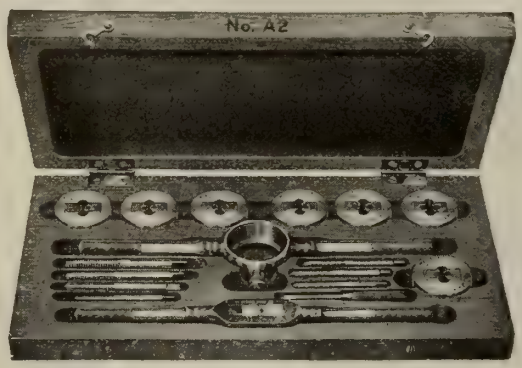
Full Mounted Assortments



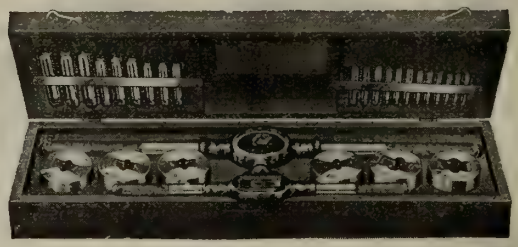
Single Stocked Assortments



Combination Assortments
Both U.S.S. and S.A.E. Threads



Machine Screw and Small Fractional Sizes



Set with Taper, Plug and Bottoming Taps

Little Giant
Screw Plates

There is a Little Giant Screw Plate for every possible need for mechanics, plumbers, blacksmith shops, garages, automobile owners, steamfitters, electrical conduit workers, ranches, mines, etc.

All Little Giant Screw Plates are furnished with Little Giant Dies. These have recently been improved by the application of a new idea.

Both sides of the die are bevelled so that the die may be reversed and the screw cut from either the face side or through the guide. Little Giant Dies are adjustable by means of set screws at the end of each half, and once adjusted and the guide screwed on, they are held in the collet as tightly as a solid piece.



The Die



The Guide



Die and Collet

Ask for Catalogue

Wells Brothers Co. of Canada, Limited
GALT, ONTARIO

If interested, tear out this page and keep with letters to be answered.

Richards-Wilcox Canadian Company, Limited

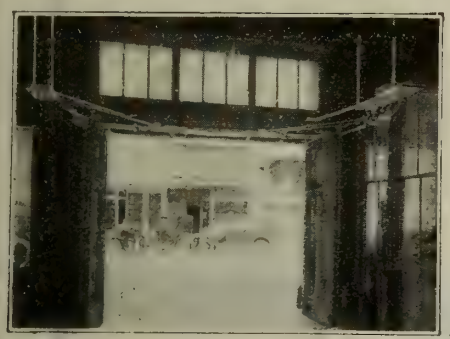
LONDON, ONTARIO

(MONTREAL OFFICE: 290 ST. PAUL STREET)

AMERICAN PLANT AT AURORA, ILL.

BRANCH OFFICES IN NEW YORK CITY, PHILADELPHIA, BOSTON, CHICAGO AND ST. LOUIS

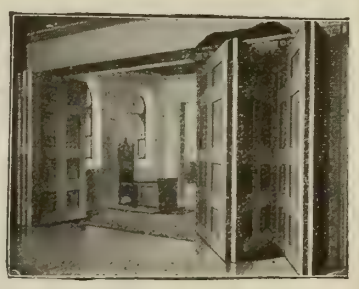
"A Hanger For Any Door That Slides"



Garage Door
Controlled by "R-W" Electric Opener and Closer, operated by Push Button.



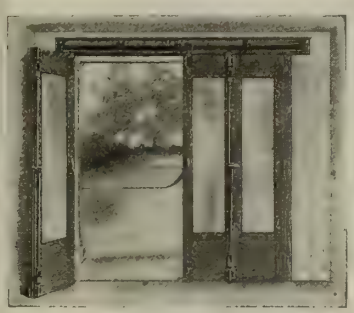
R-W Ideal Elevator Fixtures.
Centre hung; not side-hung. Dirt-proof. Maximum efficiency with minimum wear. Finest workmanship throughout. This hanger is unequalled for severe service in office buildings, department stores, etc. References on request. Specify: "Richards-Wilcox Ideal."
All Styles: Single, Double, Two-Speed and Hinged.



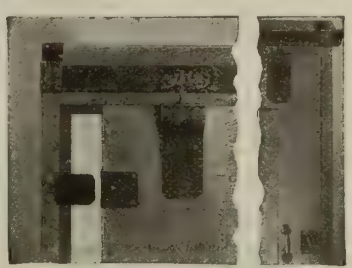
Folding Sliding Doors in Churches, Schools or the Home.
Most satisfactory way to hang such doors is on "R-W" Trolleys. Specify: "R-W No. 135 Hangers."



Parallel Sliding Doors.
For Garages and Drive Barns.



No. 435—Sliding Folding Door.
For Garage. Very convenient.



F 1-2-3—Flush Hangers.
To make a sliding door fit flush with jamb. Weather-proof.



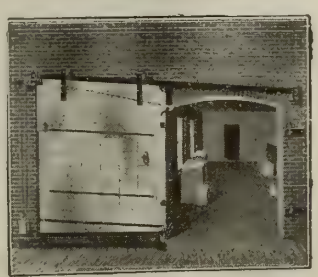
No. 235—Angle Door.
For Garage. Very popular. Costs no more than swing door. No warp. No accidents.



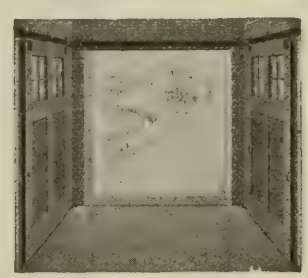
R-W Trolley Carrier Systems.
Pay for themselves in one year. Better than I-Beams for loads up to 2,500 lbs., and cost less.



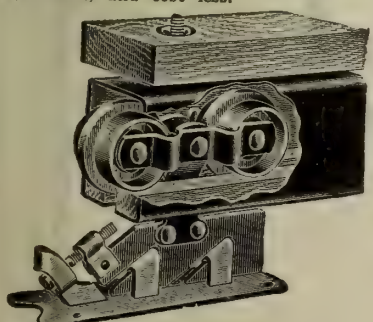
No. 278—Gable Fixtures.



No. 201—Fire Door Hardware.
All Styles: Slide, Swing, Vertical, etc., with Underwriters' Label.



No. 635—Garage Door Hangers.



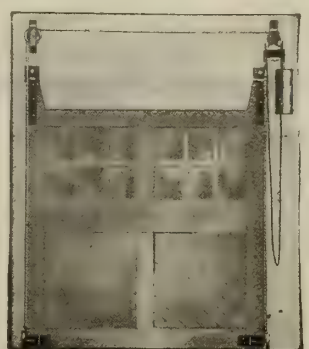
R-W No. 122—"Royal."
The one right hanger for house doors. Track is adjustable and removable from wall after plastering. To avoid substitutes, specify by number.



Trolley Hangers.
For doors from 100 to 2,500 lbs.



"Bull-Dog" Joist Hanger.
All Styles.



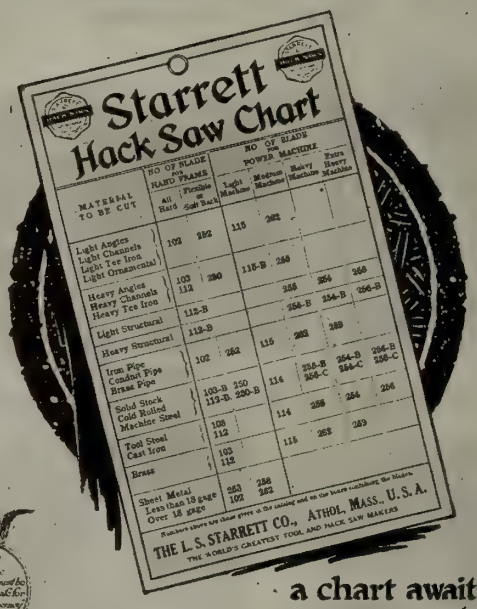
No. 40—Horizontal Folding Fixtures.
For Freight Sheds, Elevator Openings. Inside or Outside.



Of Importance to You

Here's What We Are Telling Hack Saw Users

An Epoch Making Event in the Hack Saw Field



a chart awaits your request—

If interested, tear out this page and keep with letters to be answered.

YOU SHOULD KNOW

The Starrett Hack Saw Chart will now guide both dealer and user in their selection of the proper blades

The Standardization of Hack Saw Practice by Starrett

An enormous reduction in hack saw waste is now possible through the use of the Starrett Chart, which tells you just what saw to use in hand frame or machine to get absolutely the best results on every kind of metal.

Starrett Hack Saws

are made in a wide variety of sizes and flexibility, and of number, shape, and set of teeth,—veritably a saw for every conceivable purpose,—of Tungsten steel, properly hardened for their duty, with milled teeth of the right set.

Are you getting all the value that Starrett put into the saw? You will never know until you use a Starrett Hack Saw Chart as your guide. By the chart it is easily possible to select a saw that will give from 25 to 100 percent more in cutting power or endurance than one not suited for the job.

An indispensable help to every STARRETT HACK SAW USER—and the reason why every hack saw user should use Starretts. Send immediately for this most helpful chart. Printed on heavy card 5½ by 9 inches, eyeleted for hanging. Sent FREE. Use the coupon.

The L. S. STARRETT CO., Athol, Mass.
Please send me, without expense, a Starrett Hack Saw Chart. NO. 3

Name
Concern
Address

The L. S. Starrett Co., Athol, Mass.
World's Greatest Toolmakers
MANUFACTURERS OF HACK SAWS UNEXCELLED
NEW YORK LONDON CHICAGO

A copy of Chart M A free to you.

If interested, tear out this page and keep with letters to be answered.

COLLINS SPRAYERS

Patent Stove Pipe, etc.

are the best that money can buy

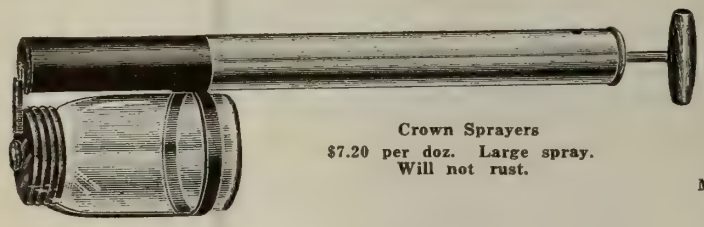
Our aim is to make our lines as attractive in appearance and price as possible. We have endeavored to simplify everything we make so that it does not require a skilled mechanic to operate.

During the war we have found it profitable to push the lines that aid in production of foodstuffs. Spraying every year saves millions of dollars' worth of the Nation's food supplies.

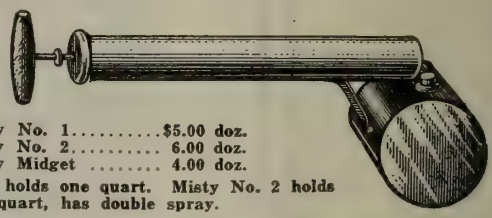
We have here listed some of our leading lines, giving the trade price. We would esteem it a favor if you asked for our new catalogue just off the press.



$5.50 each. Heavy stamped 22-gauge heads reinforced with bands. Relief Valve.



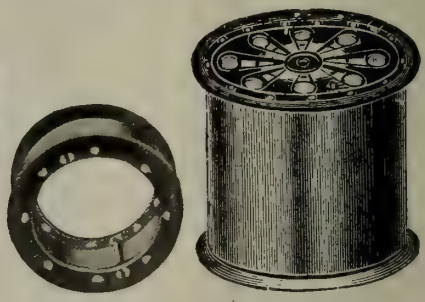
Crown Sprayers
$7.20 per doz. Large spray. Will not rust.



Misty No. 1.....$5.00 doz.
Misty No. 2..... 6.00 doz.
Misty Midget ..... 4.00 doz.
Misty No. 1 holds one quart. Misty No. 2 holds quart, has double spray.



Canuck Powder Gun, $6.00 doz.



Partition Thimbles
$5.40 per doz.

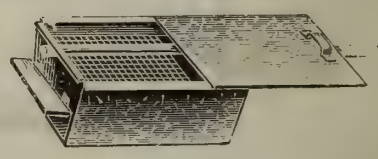
Floor Thimbles
$7.20 per doz.

A full line of Solid Thimbles.



Pipe	Per 100
7-inch, heavy	$21.80
7-inch, light	19.00
6-inch, heavy	20.50
6-inch, light	18.00

Every length of our pipe is guaranteed and is sure to prove satisfactory. Shipped 25 to crate. Fastened with two special rivets.



Sturdy Ash Sifter
Best Sifter. Sifts so quick. $2.40 per doz.

For sale by leading jobbers or direct from

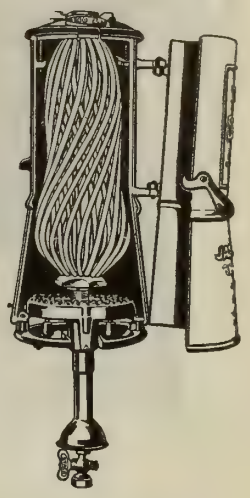
The Collins Mfg. Company

415 Symington Ave., Toronto

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Morrison's

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY



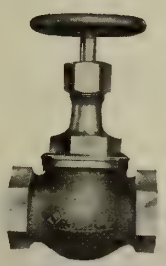
Consistently High in Quality

J.M.T. Products have acquired their present enviable reputation through day-in-and day-out high quality. There is never a dimunition of quality, rather there is a steady improvement. Conscientious effort to give honest value and careful inspection throughout the process of manufacture insure perfect goods always.

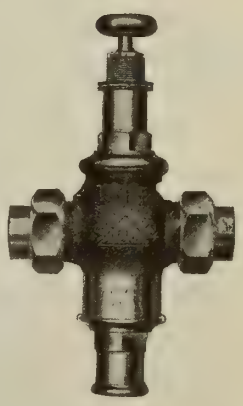
Stack Water Heater

--the Heater that Conserves

The almost perpendicular copper pipes in the Stack Heater offer no hindrance to the natural tendency of water to rise when heated. As a consequence circulation is very rapid, a greater amount of water being heated in a given time than is possible with any other type of heater. More hot water with a smaller consumption of gas—that's true economy.

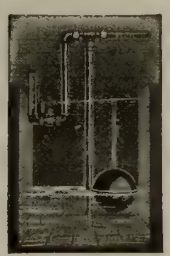


J.M.T. Valve



J.M.T. Reducing Valve

For your business' sake know more about J. M. T. quality. What catalogue would you like?



Automatic Cellar Drainer

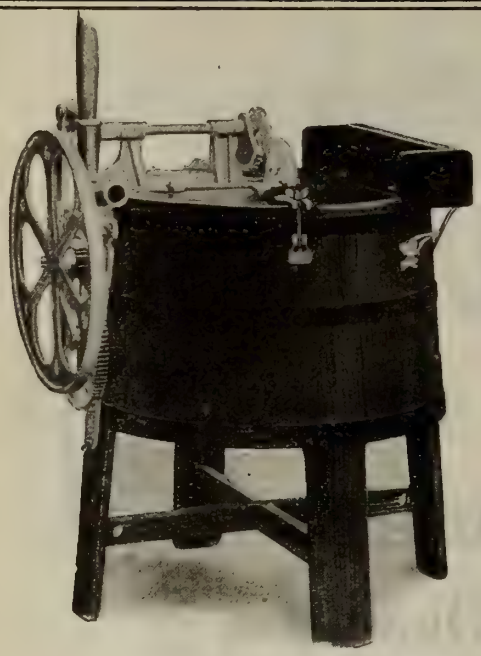


Pressure Gauges and Recording Instruments

James Morrison Brass Mfg. Co.

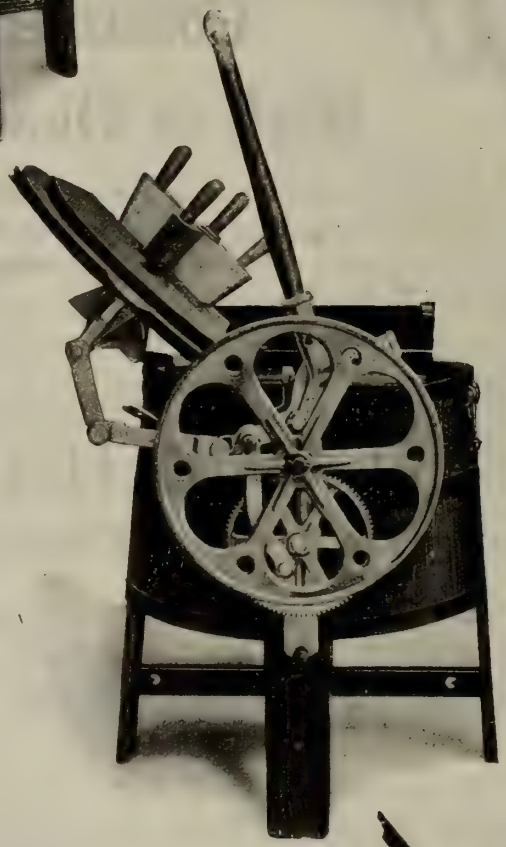
93-97 Adelaide Street West, - Toronto

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WAR TIME ECONOMY

will demand the CONNOR BEAVER Washing Machines as the solution to the trials and hard work of wash day. With the CONNOR BEAVER Washing Machine it is not any longer wash day but Wash Hour. It is the release from all day drudgery over the old fashioned wash tub. An extra day each week of the year put back into the calendar.



Top view showing CONNOR BEAVER Washing Machine closed. Note alternative position of operating handle, to operate while seated. Machine cut gears for smooth and quiet running take away all friction and loss of power. High Speed Fly Wheel carries the load.

The open, four-winged Dolly gives full and free circulation of the hot suds, producing quick and effective results.

By the attachment of a flange pulley, machine can be operated by belt drive.



We carry a complete stock of Washing Machines and Clothes Wringers for prompt shipment. Write us for prices.

J. H. Connor & Son, Ltd.

Ottawa, Ont.

If interested, tear out this page and keep with letters to be answered.

Furniture Trimmings



No. 1 Drawer Pull — *Cast Brass 3-in. Centre*

and

Builders' Hardware



No. 212 ½ Sash Lock—Cast Brass

We want every Hardware Dealer to send for his copy of our New Catalogue that he may acquire some idea of the beautiful goods we are showing in :

Furniture Trimmings
of all kinds
Sash Locks Sash Lifts
Casement Fasteners
Door Pulls Hat Hooks
Transom Catches
Key Plates Flush Bolts
Sash Push and Pull Plates
House Numbers Door Knockers
Casement Adjusters, Etc.

The STRATFORD BRASS COMPANY, LIMITED

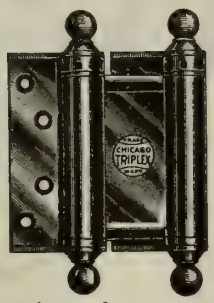
STRATFORD, ONTARIO

TRADE **CHICAGO** MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO NEW YORK

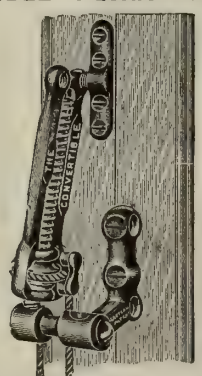
JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.
Contractors to the Admiralty and War Office

The "CONVERTIBLE" Patent FANLIGHT OPENER

Simple
Effective
Compact



1796 Iron
⅜ screw
½ screw
1795 Brass
⅜ screw
½ screw
1797 Gun Metal
⅜ screw
½ screw

Manufacturers of every description of
BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of
Cartland Patent Helical, Climax, Adjustable and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed. Our new Catalogue, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto. Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

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The LOUIS McLAIN Line

The Largest Line of Aluminum Cooking Utensils in Canada

BEAUTY SERVICE SATISFACTION



PERCOLATING COFFEE POT
Polish Finish Size 2 qts.



TEA POT
Polish Finish Size 2 qts.



TEA POT
Polish Finish
Size 2 qts.

YOU CAN SATISFY YOUR CUSTOMERS WITH AN ASSORTMENT LIKE THIS



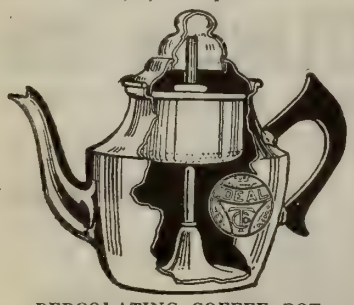
ELECTRIC PERCOLATING COFFEE POT
Polish Finish—Any Lamp Socket
6, 8, 10 cups



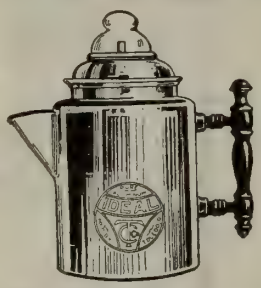
CONCAVE PERCOLATOR
Polish Finish Sizes 1½ and 2 qt.



TEA POT
Without Tea Ball. Polish Finish
Size 1¼ qts.



PERCOLATING COFFEE POT
All Parts Removable. Polish Finish
Size 6, 8, 10 cups



PERCOLATING COFFEE POT
Straight Side. Polish Finish
Sizes 1½, 2, 3 qts.



TEA POT
With Tea Ball. Polish Finish
Size 1¼ qts.



CONCAVE COFFEE POT
Polish Finish Sizes 1½, 2, 3 qts.



CONCAVE TEA POT
Polish Finish Sizes 1½, 2, 3 qts.

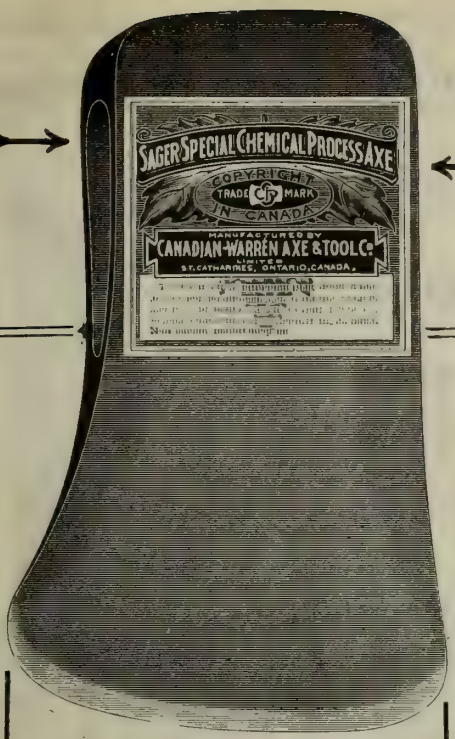
Spun Aluminum, Cast Aluminum, Steam Cookers and Fireless Cook Stoves, Hardware Specialties.

The LOUIS McLAIN COMPANY, Limited

Write for Catalog.

WINNIPEG, MANITOBA

If interested, tear out this page and keep with letters to be answered.



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"

AND

"SOO LINE" LOGGING TOOLS?

GET THE HABIT.

(AND THE PROFIT)

Canadian Warren Axe & Tool Co.

LIMITED

ST. CATHARINES, ONT.



Soo Line Logging Tools

"American Flyer"

"The Train with The Guarantee" Made in U. S. A.

Every Live Canadian Hardware Dealer Realizes the Splendid Opportunities Offered for Selling Well Made Toys

CASH IN ON THIS

Every boy in town wants an "American Flyer" "Choo-choo!" Train. They are the greatest educational toy for the boy.

Engines of newest WAR type—long, low and rakish—full of speed and power. Driven by famous "AMERICAN FLYER" Patented Steel Spring Motor—fully guaranteed.

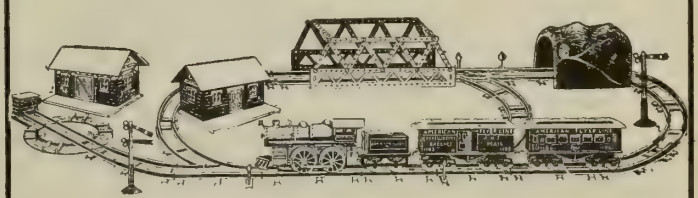
"AMERICAN FLYER" Trains are used by leading signal schools to teach their students signal engineering. Explain those points to your customers.

"AMERICAN FLYER" Trains are manufactured by largest manufacturers of mechanical trains in the world.

Sold under an ironclad guarantee of six months' service to the consumer. Mr. Dealer—this means SATISFIED CUSTOMERS for you.

Write to-day for interesting catalogue illustrated in colors. One is waiting for you. Send us your jobber's name. Big consumer campaigns conducted to help you sell. Will send you BIG FIVE COLOR WINDOW DISPLAY CARDS FREE.

For sale by leading Canadian jobbers



Manufactured by

American Flyer Mfg. Co.

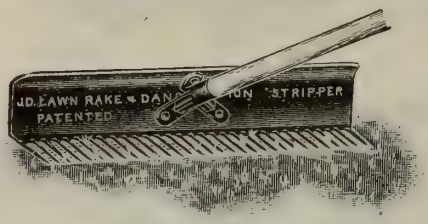
2219-39 South Holsted Street

CHICAGO, U. S. A.

If interested, tear out this page and keep with letters to be answered.

Cleaning-up time is here

The J D Lawn Rake and Dandelion Stripper



WHY

spoil your Lawn and Grass with a hard, rough rake. Reasons for using the J D Patented Lawn Rake:

Cleans lawn well without injuring the grass. Cleans itself, thus saves time.

Strips smallest buds, preventing any blossom whatever, hence no dandelions second year. See section above.

For top dressing has no equal and a sieve is unnecessary.

Picks up peanut shells, matches, cigar stubs, small stones, acorns, etc.

Place your orders with your Wholesale Jobber now or write the

DOUST SPECIALTY COMPANY
77 York Street, Toronto
Giving your jobber's name

Money-Making Opportunity

Something exceptional! Secure the AGENCY for a phonograph that bristles with selling features and pays extraordinary profits.

Viola

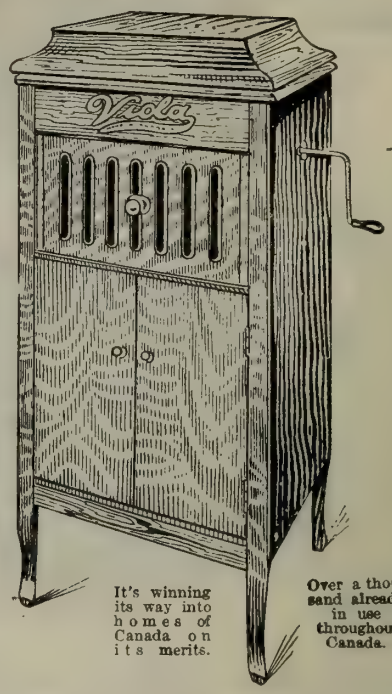
(Registered)

Phonograph

Here's a talking machine that's as good as the best but it only costs half as much. The price of the "Viola" places the best music within the reach of all. Think of the great opportunities for sales this machine offers. We advise you to act quickly and secure the agency. Profits exceptionally large.

Full Size Cabinet Machine, absolutely guaranteed

Best Paying Proposition of its kind ever offered



It's winning its way into homes of Canada on its merits.

Over a thousand already in use throughout Canada.

The Dominion Sewing Machine and Phonograph Company

Western Headquarters: 300 Notre Dame Ave., Winnipeg

SAMUELS' "CANADA" Dustless ASH SIFTER

With its new Sales-making Feature

To the already numerous distinctive features of Samuels' "Canada" Dustless Ash Sifter has been added one which makes for greater convenience in handling the sifted ashes. The stiffening bands on the revolving sieve have been so widened as to cause all the screenings to fall to the centre of the can. As the illustration indicates, a smaller ash can or pail may be placed inside the waste can and so catch all the screenings, which can then be removed more easily than if the larger can had to be carried out. This feature also makes for longer life for the Samuels' Sifter, since the waste can is not subject to the ash man's abuse.

Previously the Samuels' Sifter had the most convenient receptacle for unsifted ashes, the simplest and least laborious method of screening the ashes and the handiest means of collecting the cinders. Now with this new method of collecting the screenings it leaves all other sifters hopelessly behind.

The Samuels' is the sifter for sales and satisfaction. Do you know how inexpensive it is?

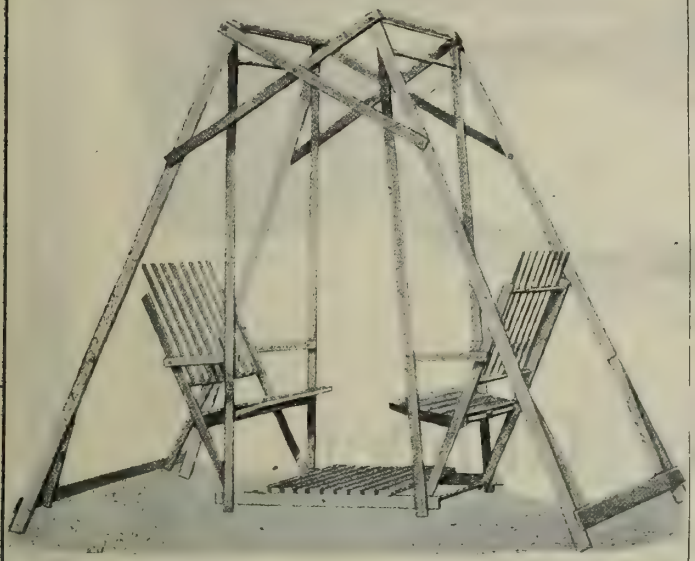


J. SAMUELS, 275 Queen Street West Toronto

If interested, tear out this page and keep with letters to be answered.

LAWN SWINGS

FOR 2 OR 4 PERSONS



The derrick is 9 feet high, painted red and glazed with good outdoor varnish. The cross-arms, hangers, and seats are finished on natural wood. This swing is amply large for four persons, and folds completely. Weight, each, 115 lbs.

Order now and get favorable prices

J. E. BEAUCHAMP & CO., Manufacturers, MONTREAL

British Columbia, R. G. Bedlington, Vancouver; Alberta and Saskatchewan, Frederic Sara & Co., Calgary; Manitoba, J. D. MacBeth, 929 Logan Ave., Winnipeg; Western Ontario, W. J. Grant, Toronto; Toronto City, Lynch & Manley, Toronto; Eastern Ontario, L. E. Adams, Toronto; Montreal, J. M. Paquin, Montreal; Eastern Quebec, Landry & Simard, Quebec; New Brunswick, St. John Sales Co., St. John; Prince Edward Island, Jas. D. Offer, Charlottetown; Newfoundland, Walter Cloustin, St. John's.

J.E.B. Quality Co

Montreal, Que.,
128 Bleury St.,
March 4th, 1918

Kindly take notice that our complete

CATALOGUE

will be ready April the 15th.

We shall be very pleased to mail you a copy on request.

J. E. Beauchamp & Co.

MANUFACTURERS

MONTREAL

J. E. Beauchamp & Co. Agents

British Columbia, R. G. Bedlington, Vancouver; Alberta and Saskatchewan, Frederic Sara & Co., Calgary; Manitoba, J. D. MacBeth, 929 Logan Ave., Winnipeg; Western Ontario, W. J. Grant, Toronto; Toronto City, Lynch & Manley, Toronto; Eastern Ontario, L. E. Adams, Toronto; Montreal, J. M. Paquin, Montreal; Eastern Quebec, Landry & Simard, Quebec; New Brunswick, St. John Sales Co., St. John; Prince Edward Island, Jas. D. Offer, Charlottetown; Newfoundland, Walter Cloustin, St. John's.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

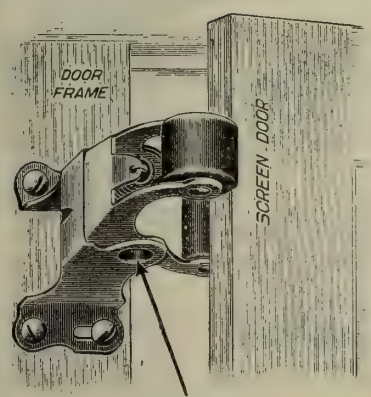


INCORPORATED 1895
Special Grand Prize GOLD MEDAL Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



THE OPEN DOOR

The Mallory Marvel Door Spring

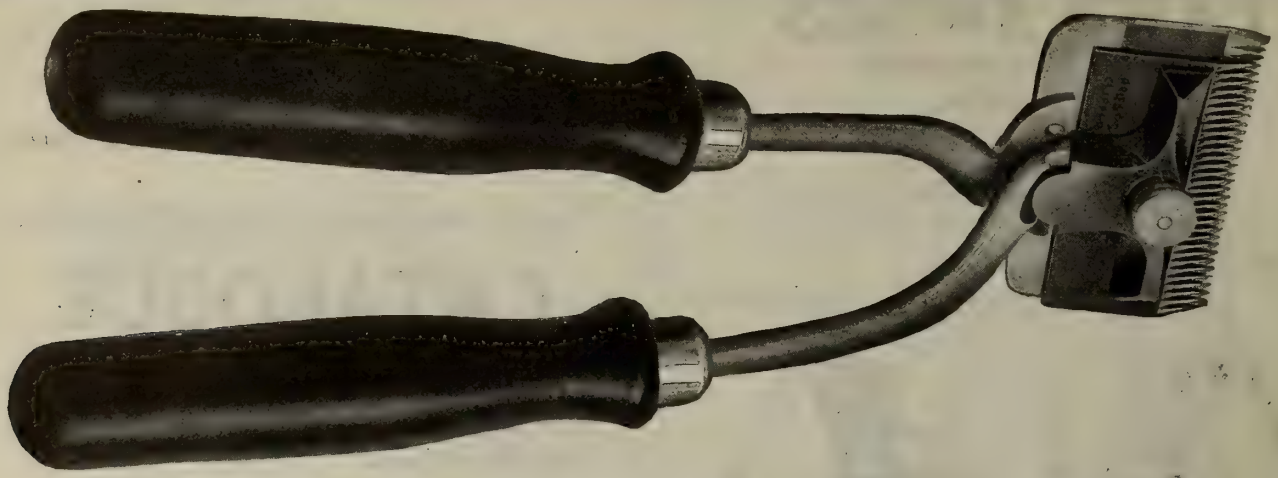
For Screen, Storm and Light Doors. It's a Door Holder with many practical features. We guarantee it to give entire satisfaction. Is strong and compact. Be loyal and insist on being supplied with The Mallory Marvel Door Spring. Originated and made in Canada.

Sold through the Wholesale Trade by

George W. Mallory

Write for Prices **Blenheim, Ont.**

If interested, tear out this page and keep with letters to be answered.



Priest's Horse Clippers

The line of Priest's Clippers is so complete and varied that you simply can't help but find something that will suit both as to style and price.

A. MacFarlane & Co.
Montreal, Canada

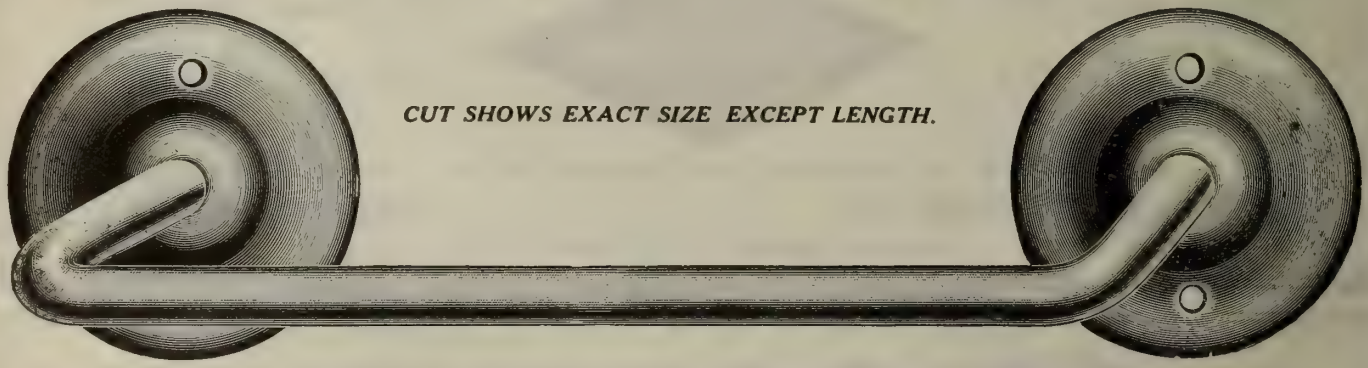
Selling Agents

Wiebusch & Hilger, Ltd.
New York City

MADE IN CANADA

NICKEL PLATED TOWEL BARS

CUT SHOWS EXACT SIZE EXCEPT LENGTH.



BASE 1¾ INCHES DIAMETER. BAR 5-16 INCHES DIAMETER MADE IN LENGTHS OF 12, 16, 18 AND 20 INCHES. PACKED ONE DOZEN TO BOX.

Heavily plated with a Rust Proof Solution before being nickel-plated. Our goods are all plated with Canada's World Known Nickel which does not peel or wear off. The fact that our Nickel Goods are Rust Proof makes them substantial and serviceable.

We manufacture the only All-metal Toilet Paper Holder made in Canada

Write to-day for prices stating quantity desired. Ask your Jobber for our goods.

THE NEWELL MFG. CO., Limited

PRESCOTT, ONT., CANADA

If interested, tear out this page and keep with letters to be answered.

"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

The name "METALLIC" is a profit-name for our Dealers

For over 30 years we have been consistently advertising the Metallic line as a "quality" line and our dealers are always the first to be called upon when metal building specialties are required.

Our big line includes:

METALLIC CEILINGS
METALLIC WALL PLATES
METALLIC BRICK AND ROCK FACE SIDING
METALLIC GARAGES
EASTLAKE SHINGLES
EASTLAKE TANKS
EMPIRE SILO ROOFS
EMPIRE CORRUGATED IRON
CLAPBOARD SIDING
ACHESON ROOF LIGHTS
HALITUS VENTILATORS
TROUGH (Die-Stamped)
PIPE (Tight Seam)
RIDGE FINIALS, etc.

We back up our dealers with up-to-date advertising matter, by referring local prospects to them, by assisting them to close local business, by giving them quality goods first, last and always.

Let us send you our catalogue and latest price list. If you want to make money, we know we can interest you.

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

PRESIDENT OF THE SUPERIOR JURY

DIRECTOR OF EXHIBITS

SECTY OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



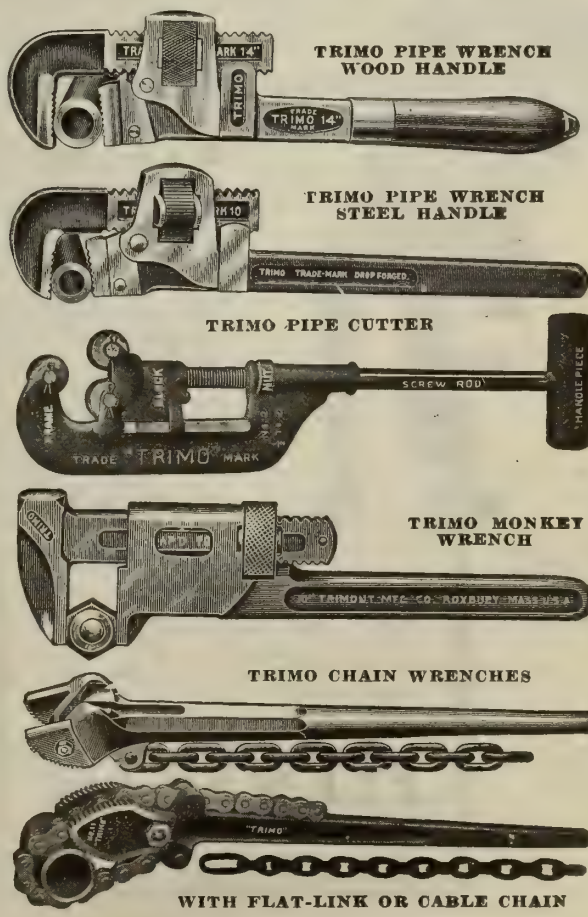
Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

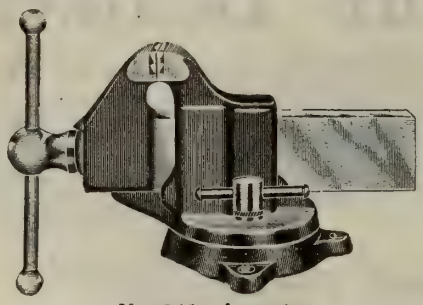
55-71 Amory Street
Roxbury, Mass.
U.S.A.



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ROCK ISLAND VISES

A Type and Size for Every Service



No. 241---Autovise

A Combination Pipe and Anvil Vise ---particularly suitable for auto repair work. Write for catalogue and prices.

Factory and Office:

ROCK ISLAND MFG. CO.

ROCK ISLAND, ILL., U.S.A.

New York
113 Chambers Street

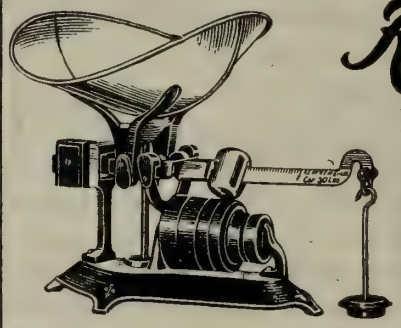
Chicago
180 North Market Street

Show Her the Way

FOR goodness' sake, cries the average housewife, show us how to save money out of the deluge of sky-high prices for meats, sugar, flour—everything. And seldom a thought has she of what a tidy sum can be saved every little while by checking up the honest mistakes of grocer, butcher, etc. Show her.

Just a bit of enterprise, pushing the Renfrew Scale to the front—displaying it—and showing her how it soon pays for itself will stir up a tidy lot of sales worth while. Right now is the "psychological moment."

Clinch your sales by showing the Government Inspector's Certificate of correct weights accompanying every Renfrew. Scales supplied in black or all nickel-plated finish. The



Renfrew

HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs.

Government Inspector's Certificate accompanies every scale.

Write to-day for literature and attractive selling proposition to

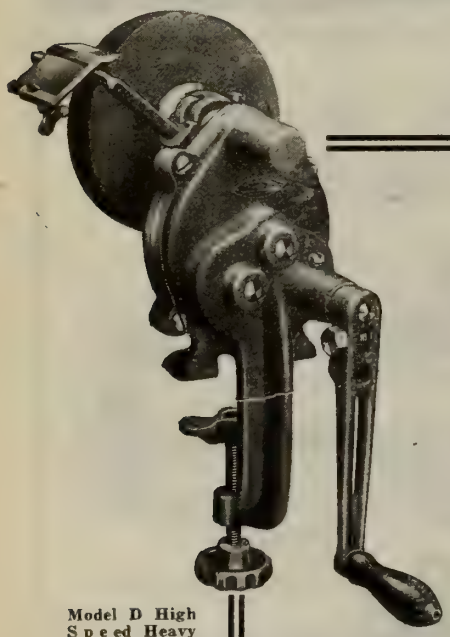
The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

Eastern Branch, Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 206 Scott Block, Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.



Model D High Speed Heavy Duty MODERN TOOL GRINDER.

It's a Case of Love at First Sight

If this tool grinder is on display when the farmer comes in the chances are he'll buy it.

Here are one or two points that will impress him:
—the clamp holds it firm, eliminating vibration.
—it gives high speed, yet the gears are so compact it will go into a tool chest.
—it has a universal tool rest, thus providing means to sharpen various tools.

Get it from

PLEWES, Ltd.

WINNIPEG

Parker Sheet-Metal Screws



For joining sheet metal.

Saves 75% cost and labor.

Used by all sheet metal workers.

Does away with bolting, riveting, etc.

Makes a pleasant job in its use.

Parker Damper Quadrant



"BEST IN THE WORLD"
FOR DAMPER REGULATION IN HOT AND COLD AIR DUCTS

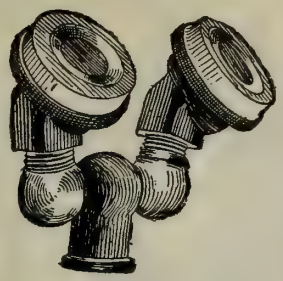
PARKER SUPPLY CO.

Manufacturers

784 East 136th Street, New York

WRITE FOR SAMPLES

If interested, tear out this page and keep with letters to be answered.



Lime Sulphur Cluster
Fig. 56-2

A profitable line for you to carry

Why not be prepared to supply the needs of your customers? They will soon require Spramotors and accessories.

We make a complete line of Spramotors, from the small hand knapsack to the large gasoline power outfits.

All our accessories are standardized and include: nozzles, couplings, elbows, stop-cocks, extension rods or pipes and hose—in fact everything required by the man who sprays. The



Brass Hand Valve

Spramotor

It isn't a SPRAMOTOR unless we made it

is unrivalled in efficiency, simplicity and durability, well advertised and everywhere a favorite. Get your share of the business—and the profits. Write to-day for details of our proposition, catalogue and prices. Made in Canada. No duty to pay.



Brass Elbow

SPRAMOTORS LIMITED

5044 King St., London, Can. and 5054 Erie St. Buffalo, N.Y.

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

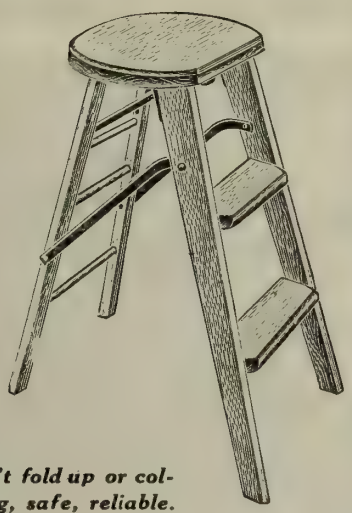
J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

CRAKERJACK
TRADE MARK

Automatic Safety Lock, Combination

Step Ladder and Stool



The ladder-stool that can't fold up or collapse while in use. Strong, safe, reliable.

WITH ONE HAND

You can release the lock under the top of the stool and fold it up in little space, not only making it convenient for the user for getting out of way when not needed, but in reducing freight charges in shipment. Yet a 500-lb. weight placed on top of the ladder would not collapse it or tip it over.

Sell it for the Home, the Office and the Store

In fact it is an indispensable ladder and stool wherever a ladder of this nature is used. Great possibilities for sales. Write for dealer's proposition. Good profits.

Evan L. Reed Mfg. Company

Sterling, Ill.



"Belleville" Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company

BELLEVILLE ONTARIO

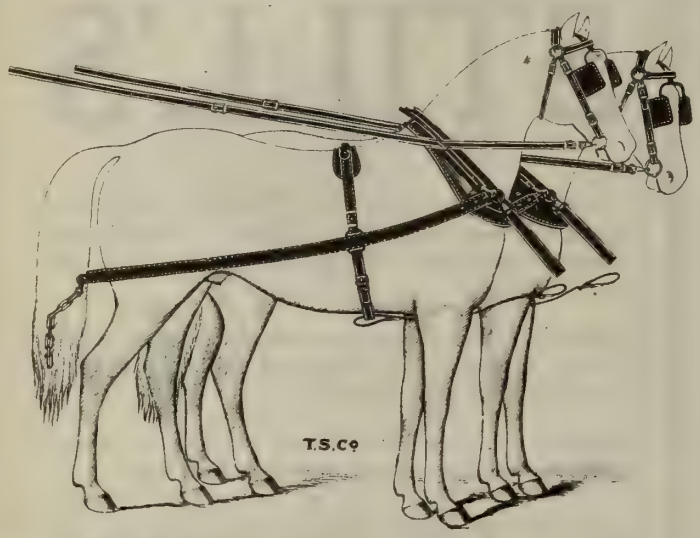
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Samuel Trees & Co., Limited

Head Office and Warehouses: TORONTO **Factory: WHITBY**

The Pioneer Saddlery Merchants





Solicit Your Enquiries for Prices on

Team Harness, Horse Collars, Sweat Pads, Snaps, Brushes, Curry Combs, Motor Supplies, Partridge Tires, Chains, Lenses, Fenders, Lamps, Vulcanizers and Automobile Sundries.

WE CARRY LANGFORD HORSE COLLARS AND VENTIPLEX SWEAT PADS

Western Branch Warehouse

The Trees Spriggs Co., Ltd.

312 Ross Avenue, - Winnipeg, Man.

A Store Like This Attracts Trade and Holds It Too

Here's a store that is bound to attract trade, and keep it, too. The public like to spend their money in a store that has the neat, smart, up-to-the-minute appearance that Walker Fixtures give.

We equipped this store and we can make your place of business just as attractive looking; we can give you the same sales-creating equipment no matter what the layout of your store may be. After examining your floor plan we will mail you our catalog with a direct quotation as to cost of fitting you up with Walker Equipment.

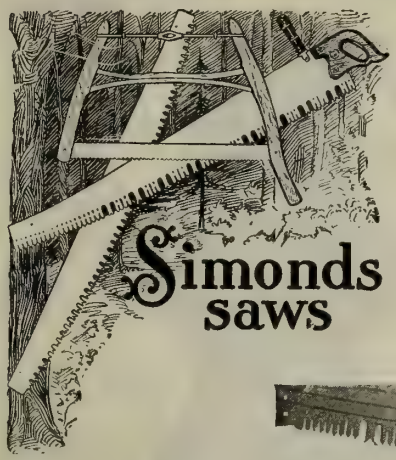
Improve your selling forces. Write for the Walker Catalog.



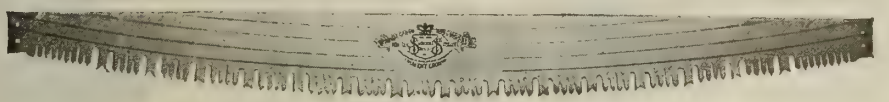
Interior of Alexander & Sons' Store, Campbellton, N.B.

THE WALKER BIN and STORE FIXTURE CO., Limited - Kitchener, Ont.

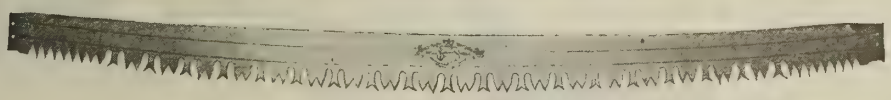
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The best way to build a big business is to sell goods that satisfy. In the Saw line you know there is nothing which gives the user such complete satisfaction as Simonds Crescent Ground Cross-Cut Saws and Simonds Hand Saws. They will help to keep your business big or build it big. Write for catalog and terms.



No. 22. Full Width Cross-Cut Saw, Lance Tooth.

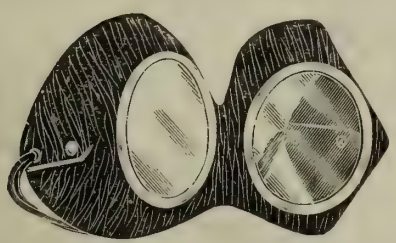


No. 315. Hollow Back Cross-Cut Saw.

Simonds Canada Saw Co.,
Limited
St. Remi St. and Acorn Ave., Montreal, Que.
Vancouver, B.C. St. John, N.B.



No. 10½. Sway Back Hand Saw.



Save Your Eyes

Snow and sun are hard on the eyes; save them by using Goggles. We carry a full line, Folding, Universal in tin cases, and Micalite Goggles; the best in the market, made in one piece and fireproof. All in assorted colors.

Thos. Birkett & Son Co. Ltd.
OTTAWA, ONTARIO

Pumps that Carry Good-Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.



Every pump sold stays sold—gives the dealer no trouble.

They are metal — hand-fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

WRITE

The R. McDougall Co.
LIMITED
GALT, CANADA

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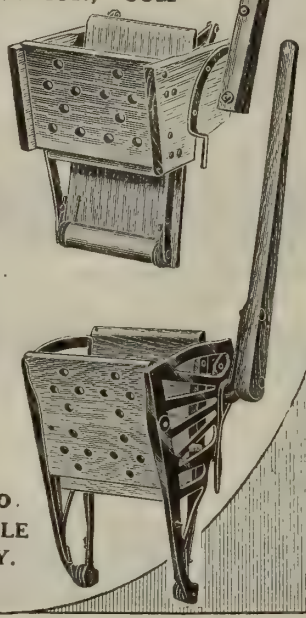
"White"

MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



White Mop Wringer Co.
FULTONVILLE N.Y.

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS



Gold Medals Grand Prix

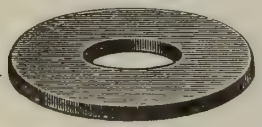
JAMES BUTLER, Head of the Butler Firm 100 years ago.

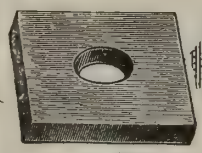
Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E.C.
Address Correspondence to TRINITY WORKS, SHEFFIELD

Wrought and Steel Plate WASHERS

of all descriptions





Annealed Rivet Burrs.
Felloe Plates.
Sheared and Punched Plates.
Malleable Washers and Cast Iron Washers.

Round & Square
Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

Help your customers to grow more vegetables

Gilson Weeder



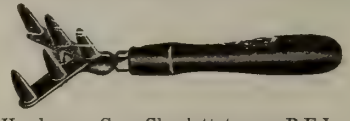
Patented

There'll be patriotic satisfaction as well as profit in selling your customers Gilson Weeders. Gilson Weeders eliminate so much of the labor of weeding and cultivating as to encourage constant attention to the garden, with a resultant increase in production.

Gilson Weeders, and all Gilson Garden Tools have special features that appeal instantly to gardeners of both small and large spaces. They'll save time, save labor, and leave the ground in better condition than ordinary tools. The Gilson proposition is interesting from all standpoints. If your jobber cannot explain it to you write us direct.

To help you sell Gilson Garden Tools we are regularly using space in both Farmers' Magazine and MacLean's Magazine.

5 Point Scratch Weeder



Patent Applied For

The Rogers Hardware Co., Charlottetown, P.E.I.; T. McAvity & Sons, Ltd., St. John, N.B.; Kennedy Hardware Co., Toronto; Lyons & Marks, Toronto; J. H. Ashdown Hardware Co., Winnipeg; Wood, Vallance, Ltd., Winnipeg; Wood, Vallance & Adams, Ltd., Calgary, Alta.

J. E. GILSON CO., Port Washington, Wis., U.S.A.

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ALUM
BLUESTONE
BORAX
RED LEAD
SAL AMMONIAC
WHITING
ZINC DUST

Stock and Import

A. C. LESLIE & CO., LIMITED
560 St. Paul St. West, MONTREAL

STEEL SHEETS
"SOUTHERN CROSS"

Cold Rolled, Close Annealed
Dead Flat

Especially adapted for stool and range manufacturers and any work involving a severe test

John Lysaght, Limited
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Bristol and Newport

A. C. Leslie & Co., Ltd.
MONTREAL
Managers Canadian Branch

BUILD YOUR BUSINESS ON THE SURE FOUNDATION OF
STANDARD MERCHANDISE

IT pays to rely upon the staying-power and the selling-power of standard lines.

O-Cedar Products assure your customer of value, satisfaction and service.

Give your customers merchandise that represents the best in materials, and workmanship, and at the lowest price.



When you are asked for a Floor Mop, be able to say, "Yes, we have the O-Cedar Mop." If you are asked why you recommend it, point out how strongly it is made (all parts securely fastened and riveted) the fine grade of cotton fibre and drill used; how strongly it is sewn; the length and spread of the mop; the attractive lithographed container. But, above all, explain that it is treated with O-Cedar Polish, which is the big reason for its unique success.

O-Cedar Polish Mop

CHANNELL CHEMICAL COMPANY, LIMITED
369 SORAUREN AVENUE, TORONTO

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CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Extra Service

The service to be gained from any rubber product depends largely upon the quality of the material and the excellence of the workmanship. That is why Dominion Rubber System products are outstanding. Only the best in material and workmanship is incorporated in the making of those products. That ensures long service and life and proves a matter of no little economy to the buyer.

Over half a century of continuous manufacturing has taught the Dominion Rubber System how to produce qualities that will "stand up" under any circumstance, and, as a result, the products that carry the name and brand of the Dominion Rubber System are looked upon as the standard by which to judge qualities and values throughout Canada.

For anything in Rubber, write to our nearest Branch, where prompt and intelligent attention will be given to all enquiries.

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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, MARCH 23, 1918. No. 12

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M B & W LIMITED

Write to our WAREHOUSE DEPT. regarding your needs

BOILER TUBES

We have a large stock of BOILER TUBES of all sizes for immediate shipment.

Reinforcing Bars for Concrete

Shipment from Mill or Stock.

BAR IRON

Carried in all sizes and lengths for immediate shipment. Special prices on certain sizes.

STEEL SHEETS

A complete range from 10 gauge to 16 gauge, for immediate shipment.

SMALL ANGLES

From ¾" x ¾" x ⅛" to 2" x 2" x ¼" in all sizes, thicknesses and lengths.

STEEL PLATES

All sizes from 3/16" to 1" thick, in stock now.

Now is the time to protect yourself against the ever-increasing prices.

We carry on hand, ready for immediate delivery, a 5,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

SEND FOR MONTHLY STOCK LIST.

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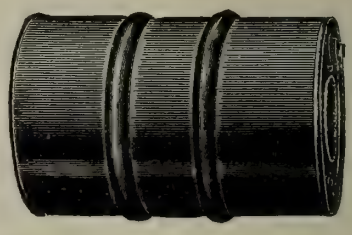
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MAX MAXIMUM VALUE **Products**

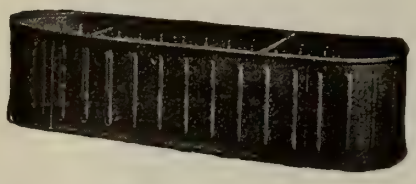
Made in Western Canada to suit Western conditions.

Corrugated Iron, Galvanized, Painted. Full weight, properly corrugated to give ample lap with minimum loss, well protected with adequate coating.





Oil Barrels Shipping, Storage, Half-Ready Sellers



Stock Troughs Round End or Circular.

The trough that sells easily because it gives service

Metal Shingles, Sidings and Ceilings, Eaves Trough, Conductor Pipe, etc. Galvanized Sheets, Black Sheets, Canada Plate, Solder, etc.

For quick service send your orders to the place where the big, well assorted stock is kept. The prices are right.

Winnipeg Ceiling and Roofing Co., Limited

P.O. Box 3006 **WINNIPEG, MAN.**

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If interested, tear out this page and keep with letters to be answered.

A Light Foot, A Nimble Mind and the Will To Do

It is the unexpected which disturbs the world of business; this calls for rapid decisions, scrapping of old plans, making new ones on the spur of the moment, swinging the organization in back and giving her a full head of steam.

If business men had to do this once every year it would be of small consequence.

If original plans held good many more commercial houses would achieve success. But to-day this isn't the case.

It is the ability to change a carefully laid plan—change it in the heat of battle to meet some new contingency—this is the thing that wins in war or business.

Light on your feet, quick with your brain and willing with your hand—there you have it.

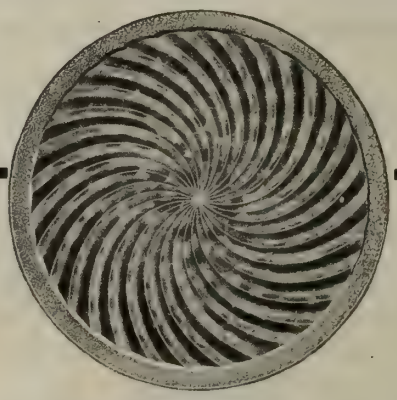
We believe in keeping fluid — we make every possible preparation, then we go at each new problem with an open mind, a loyal organization and the will to serve. It is no royal road we travel — we hew our pathway each and every day.

It is all done in order to serve our customers—if we can help them it is our pleasure—if we do help them it is our reward. And—

The reward piles higher each day, but far from taking it for granted as our right, we are working the harder to serve the better —and serving.

Miller-Morse Hardware Company, Limited

Winnipeg, Man.



There will be more new Motorists in Canada this Spring than ever before.

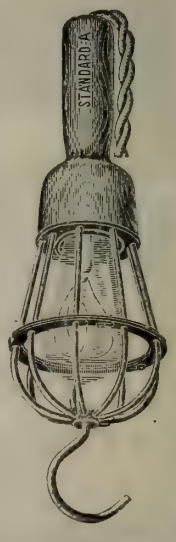
Every one of those new Motorists must conform to the Anti-Glare Headlight Laws.

"Dominion Lenz" satisfies both the Law and the Motorist

"Dominion Lenz" affords a simple, effective means of overcoming headlight glare and at the same time giving the motorist full light protection. It breaks up the direct rays of light from the reflector, projecting a soft, bright-as-day light well ahead on the road. It gives improved illumination without dazzling the eyes of approaching drivers and pedestrians.

A need in every Garage

Every garage in your town needs a Crescent Portable Lamp Guard. Protection for lamps and safety from fire is provided in most convenient form. Light and easy to handle, but very strong and substantial.
Ask for our "Loxon Leaflet." It describes a number of different Lamp Guards.



FACTORY PRODUCTS, LIMITED

220 KING ST. WEST, - TORONTO

If interested, tear out this page and keep with letters to be answered.

Dealers: This beautiful color ad. appears in MacLean's Magazine for April. Tear this ad. out and put it in your window as a reminder to your customers.



"My $100.00 Table—Saved"

"My beautiful dining-room table had been in storage several years and was in very bad condition—dull, dirty, marred, scratched. I had just about decided to sacrifice it to a junk-man. Then, suddenly, I remembered what wonderful results a friend of mine had obtained with

LIQUID VENEER

"A single application with a piece of cheese cloth worked wonders. The 'bluish' smokiness, the dirt, the mars and scratches vanished and my table was restored to me in all its original lustre, beauty and newness. I was truly amazed.

"Now I use Liquid Veneer throughout the house on all my furniture and woodwork. I *know* it will keep everything new-looking *twice as long*—will save the expense of buying new furniture and also that of having old pieces refinished."



You, too, can renew and restore, saving many dollars in refinishing costs. Send for our new booklet, "The Proper Care of Your Furniture" and learn the real secrets of furniture beauty. Sent FREE upon request.

Don't forget, Liquid Veneer sells at the same old prices, 25c and 50c a bottle.

Buffalo Specialty Co., 381 Ellicott St., Buffalo, N.Y.

Canada, Bridgeburg, Ontario



May we send you this "Cut-out"

THE above "cut-out," beautifully lithographed in nine colors, represents a garage equipped with Stanley Garage Hardware. With other automobile accessories grouped about it, this display will form a most effective window trim that cannot fail to attract the attention of automobile owners and garage builders.

It is made of heavy cardboard—can be adjusted in a moment.
The dimensions over all are 50 inches long by 36 inches high.
Because of the unusual value of this display, it will be sent only to those dealers who stock 10-inch and 24-inch Garage Hinges No. 1457 and the Stanley Garage Door Holder No. 1774. If you are not already selling these items, your request for a display should be accompanied by an order of reasonable size. In sending such an order, please give the name of the jobber through whom your Stanley Garage Hardware is to be shipped.

Send for this display today.

Stanley Garage Hardware is carried in stock by the leading builders' hardware dealers.

The Stanley Works

New Britain Conn., U.S.A.

Canadian Representative: **A. MacFarlane & Co., Coristine Bldg., Montreal**

Manufacturers of Wrought Bronze and Wrought Steel Hinges and Butts of all kinds, including Stanley Ball Bearing Butts. Also Pulls, Brackets, Chest Handles, Peerless Storm Sash Hangers and Fasteners; Screen Window and Blind Trimmings; Twinrold Box Strapping and Cold Rolled Stripped Steel.

Stanley Garage Hardware is adaptable for factory and mill doors.

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, MARCH 23, 1918 No. 12

Our Thirtieth Annual Number

"ARE you going to issue a Spring Buying Number this year?" asked an Ontario hardware merchant, who visited HARDWARE AND METAL'S *office recently. This merchant's father was one of the first subscribers to* HARDWARE AND METAL. *When the father retired from business, his son, who had grown up in the business, took it over and is conducting it to-day. "I have in my possession," continued the merchant, several of your big buying numbers. I consult them frequently, because they are a guide and a directory combined. I not only find the editorial matter instructive and interesting, but I secure a great amount of valuable information from the advertising pages." This merchant is typical of hundreds of other successful hardware merchants doing business in Canada. We told the merchant that we were working on our Big Annual Spring Number and that it would be one of the biggest and best we had ever issued. This issue is* HARDWARE AND METAL'S *30th Annual Spring Number. Each spring for the past 30 years this Spring Buying Number has gone out to the trade. There are many hardware merchants in Canada who have been taking* HARDWARE AND METAL *since the first issue. There are scores who have received* HARDWARE AND METAL *regularly for upwards of 20 years, while many hundreds of merchants have been regular subscribers for 15 years or over. Over 90% of the Canadian hardware trade from coast to coast subscribes to* HARDWARE AND METAL. *We believe our success in securing as a subscriber to* HARDWARE AND METAL *practically every worth-while hardware buyer in Canada is due to the fact that we have endeavored during all these years to give the trade the best possible service.*



Interior view of left side of May Brothers' Store, West Toronto. Note the Silent salesmen in which various lines such as shaving equipment, mechanics' tools and other lines are featured. In wall show cases will be noted displays of mechanics' tools and builders' hardware, and many other lines of hardware.

THE store of May Brothers at West Toronto has been equipped after a great deal of thought and study on the part of the proprietors. The ideas which they have embodied in their store have been gleaned from many sources. George E. May, proprietor of the firm, took the time and trouble to make a trip to several of the large cities of the United States in order to see what other stores had in the way of equipment. Mr. May has also been a reader of HARDWARE AND METAL *for many years and is frank to say that some of the ideas which he has embodied in his store were the result of descriptions of other stores which have appeared in these columns from time to time. But these hints from various sources have been but factors which have helped May Brothers to form their own composite idea of what interior store arrangement should be. They have worked out their own ideas and have obtained something distinct and original.*

Store Equipment One of Bi

May Brothers of West Toronto Have Recently Moved In ness-Pulling Power of Fixtures and Store Displa Cases—Makes the Customers Feel Th After Considerable Time a

THERE is absolutely no question but that a fine display creates trade. It is just as sure to attract trade as the handing out of gold dollars free of charge would attract a crowd. People sometimes think that I carry the idea of fixtures to an extreme. But in my opinion they are just as essential in the winning of trade as bread is essential to the making of a meal." The above sentiments expressed by George E. May, of May Brothers, to a representative of HARDWARE AND METAL, give the impelling motive that recently led Mr. May to move into new premises and equip his store in such a way that it is now one of the best and most complete retail hardware stores to be found in the Dominion.

The store of May Brothers is located in West Toronto, on the south side of Dundas Street, in one of the busy manufacturing districts of the city. May Brothers have been in business in West Toronto for twelve years, eleven of which were spent in their location on the north side of Dundas Street nearly opposite their present location. May Brothers have been developing along the lines of a specialty hardware store. In other words, they have found out the lines which pay them best and are confining their attention to those lines.

Comes of Hardware Family.

George E. May, the proprietor of May Brothers, comes of a hardware family. His home town was formerly in Creemore, Ontario, where he learned the hardware business in his father's store, and where his father, W. A. May, is still engaged in the hardware business. Twelve years ago he started in business with his brother, Harris B. May, in West Toronto. Some two years later H. B. May withdrew from the company and is now located at Indian Head. George E. May has continued the business under the firm name of May Brothers. While Mr. May had his training in the hardware business in a small town where the trade was largely with the farming community, he preferred the larger city because the nature of the business was somewhat different.

When Mr. May decided some time ago to change the location of his business, he



Interior view or May Brothers' Store, West Toronto, showing right side. Observe the prominence given to mechanics' tools in silent salesman and the neat arrangement of goods on shelves and in drawers The paint department is also shown in this photograph.

actors in Getting Business

ine New Stor and Have Given Much Consideration to Busi- -Carries Large Stock of Tools—Attractive Display is Their Store — Equipment Selected hought Given to The Matter

secured a store almost opposite the location in which he had done business for eleven years.

Mr. May decided to make his store one of the most attractive and incidentally one of the most practical in the Dominion. He had one big idea in view, and that was to give his customers the best possible service at the least possible expense and without waste of time on the part of his sales staff or on the part of customers.

The store is located at the busy intersection, where practically three lines of street railways meet, and not only enjoys a large share of regular business, but secures a very considerable amount of transient trade.

Mr. May has always been a keen observer of the business methods of other merchants, and has frequently made visits to various parts of the country so as to secure ideas which he could adopt in his own business. Mr. May is also a reader of trade newspapers and has made it a practice to visit hardware conventions and to attend meetings where he could secure ideas regarding better methods of conducting a retail business.

It is therefore only to be expected that in the new store of May Bros. the many practical innovations are not merely those arrived at by snap judgment but are the culmination of a search for information and ideas covering a period of years.

Mr. May believes that in conducting a city store service is as big a factor as price in conducting a successful retail hardware business.

It therefore follows that the splendid quarter cut oak fixtures have not been installed for appearance alone, but for the purpose of displaying goods to advantage and in such a manner that they are easily viewed by the customer and easily accessible to the sales staff. The new store has been departmentized and the arrangement of goods has been planned in a careful manner in order to give each department the prominence which it deserves.

Splendid Interior Appearance

On entering May Bros.' new store the visitor is impressed by the attractive appearance of the store interior, the neatness of the displays and the provision which has been made for the ease and convenience of customers.

STORE frontage in West Toronto is valuable and May Brothers made a study of the best way to utilize space in order that the store might not have a cluttered appearance. The dimensions of the store are 20 feet in width by 100 feet in length. Examination of the illustrations will show how admirably they have succeeded. Silent salesmen, wall show cases, neat arrangement of goods on shelves, drawers for the smaller articles, each of which is labeled. "A place for everything and everything in its place" might well be applied as one of the mottoes of this firm. Neatness thus secured is one of the big factors that has assisted in the economical distribution of their space. It is also a factor that helps to make their interior displays stand out and catch the eye of the customer. May Brothers consider this matter of interior store arrangement one of the cardinal points in helping to win trade.

The visitor must have been favorably impressed before entering the store because the windows as shown in one of the accompanying photographs are models of neatness and attractiveness.

May Brothers depend to a great extent on their window displays for their advertising to reach the public of West Toronto. Their store was equipped with fine big display windows with this in view. They are 16 feet in length, extending back from the street front for that distance on either side of the entrance. The entrance-way is wide and tapers toward the doorway. The floor of these windows is built of bird's-eye maple with a cherry-wood border, which makes a most attractive background for the articles. In the evening the windows are lighted with powerful electric lights, the amount of the power which it is possible to turn on the two windows being 3,000 watts. The store in itself is excellently lighted with the indirect method and the total of the lighting power is 1,600 watts from the store ceiling. Some comparison of the lighting power in the windows can be had when it is realized that in the two windows the amount of light that can be turned on is almost twice as great as that of the entire store in the rear. The recent order preventing the lighting of store windows has, however, restricted the use of the light in the evening.

To say that these display windows are one of the features of May Brothers' store is putting it mildly indeed. They are more than a feature; they are an advertising medium—a trade puller.

Mr. May states that some of the best results secured in the way of sales are in direct returns from window displays.

Carry Large Stock of Tools

May Bros. carry an exceptionally large stock of machinists' tools, cutlery, carpenter's tools, shaving supplies, electrical appliances, and many other of the smaller lines of special hardware for which there is a constant need and a ready sale.

The special tool window displays and also the special window displays of cutlery which appear from time to time in May Bros.' store are among the best in the Dominion.

Each window display is carefully planned and a suitable background is prepared in each case for the displays.

It is not uncommon to make sales as a result of these window displays several weeks after the window display has been removed.

Customers very frequently come into the store and ask for goods which they have seen displayed in these windows many weeks previous.

Occasionally special displays are featured showing largely one line of goods. For instance, on one occasion a special alarm clock window was arranged and on another occasion a special window display featured vacuum bottles almost entirely.

In each of these cases prices were quoted on each line and a great many direct sales were made. It turned out, however, that for several weeks after these displays had been in the window customers came in repeatedly asking for the lines which they claimed they had noticed in the window some weeks before.

Store With a Slogan

The front of the May Bros.' store, including the show window, is well covered with signs as shown in the accompanying photograph.

The main sign above the store entrance gives the name of the company in large gold letters. The name also appears in the tiled entrance and also on the windows themselves. A most attractive design is shown on each of the windows and can be noted in the accompanying photograph with the store slogan, "It pays to deal at May's."

This is a slogan which is carried out



GEORGE E. MAY
Proprietor of May Brothers' Hardware, West Toronto.

in a number of ways in connection with the store's advertising.

Store Arrangement Complete.

A careful study of economical store arrangement has been made by May Brothers. The dimensions of their store is 20 feet in width by 100 feet in length. George E. May took the time and the trouble to make a trip to various cities of the United States before making his selection of fixtures and before deciding upon the arrangement of his store interior. The example of May Brothers is evidence of what can be done in the way of utilization of every available bit of space. There is a proper place for everything. And everything is kept in its place.

A Service Counter

Right on entering the store is a service counter provided for the convenience of customers. This counter does not take up a great deal of room but nevertheless it is greatly used by customers. It is provided with a city directory, telephone directory and telephone. The fame of this service counter has spread all through the business section surrounding May Bros.' store and it is not only used by the hundreds of customers who use May Bros.' store but certain other persons looking for information are frequently sent to May Bros.' store by merchants who sell other lines but who are not in a position to give information such as is available at this service counter.

A portion of this counter with telephone and directory is shown in one of the accompanying photographs.

When the public comes in to use this service counter the whole store stands out before them in the form of a vast and well arranged display of hardware which is bound to create a lasting impression.

Two attractive silent salesmen are located immediately inside the main store entrance and are shown in the accompanying photograph. At the time these photographs were taken one of the silent salesmen contained a most attractive display of tools, while the other was devoted to a display of razors, shaving supplies, cutlery, etc. The silent salesmen and counters in May Bros.' store are most attractive indeed and are fitted with marble bases.

Immediately behind these silent salesmen are two attractive wall cases enclosed behind glass doors and containing displays of goods for which there is a need in the average home.

Paint Department

Next in order on the right-hand side is the display of paints. There is a large stock of paints kept on the shelves the year round. "Paint sells all the year round with us," said Mr. May. "And it sells because we keep it prominently before the people." Below the paint shelves are the drawers for keeping the paint brushes. About midway in the paint display is a sample case of all the various styles of paint brushes. This display of brushes is kept permanently under glass. It is an easy matter for the customer to pick out the style of brush that he would like. As soon as his selection is made the brush can be obtained from the stock drawers. These drawers are all labeled, each drawer carrying only one kind of brush. The brushes range in price all the way from 5c up to the expensive kalsomine brushes. The brush display in the glass panel is on a swing door, behind which are small shelves for color cards and other advertising matter supplied by the paint manufacturers. On the back of the brush panel is tacked some instructions to guide the clerks in the selling of paint. The display of paint and brushes is very complete.

Kitchenware Section Next.

On the right-hand side of the store following the paint display comes the arrangement of kitchen ware, comprising such things as cleaners, stove polish, enamelware, aluminum pots and kettles. In the centre of this kitchen-



One of the features of May Brothers' store at West Toronto is the magnificent windows. These windows are 16 *feet in depth and extend for that distance on either side of the entrance way. The flooring of the windows is of bird's-eye maple with a border of cherry wood. This makes a fine background for display. On the wall of window interior an attractive rural scene is painted. It will be noted that mechanics' tools and cutlery are given prominence in the lettering on the windows. Standing out prominently is the slogan of the firm: "It Pays to Deal at May's." This is painted in bold lettering in an oval.*

ware display is a sample case containing such articles as large kitchen spoons, egg beaters, parers, knives. The drawers underneath contain all sorts of articles such as those generally carried in the average hardware store, comprising fly swatters, sponges, flue stoppers, mop cloths, string mops, stovepipe wire, enamel cups, pipe dampers, funnels, enamel mugs, soap dishes, lemon squeezers, coat hangers, graters, patty pans, towel rollers, cake cutters, sink cleaners, asbestos mats, potato pressers, cake turners, rolling pins, oilers, potato mashers. Nearest the floor the space is divided into sections and the articles are concealed by little hinged doors fastened with cabinet catches. These shelves are given up to the larger articles such as pot covers, chair seats, drying pans, dust pans, ash shovels, shoe lasts, lamp glasses, clothes line pulleys, roller skates. May Brothers have effectually solved the method whereby so much of the bulky stuff in a hardware store can be kept in a neat arrangement. It is this class of stuff which usually gives a hardware store that cluttered appearance which is not uncommon. There is a drawer for each of these articles. Each drawer or shelf carries a neatly printed label in letters large enough to be discerned without the necessity of having to put on "specs" to read it.

Attractive Display Cases at Sides.

One of the features of the store in the rear section is the display cases at either side and in the rear. The display cases at the sides are located about three-quarters of the distance from the front of the store and are of the narrow pillar-type. They extend upward to the height of some eight or nine feet and are equipped with a light at the top, which throws a brilliance on the display below. A little touch of richness is added through the brown drapery that depends from the top of the case One of the cases is given up to the display of gas mantles, globes and similar lines of gas lighting accessories. These show cases coming, as they do, about three-quarters of the distance from the front of the store, have the appearance of forming a pillar and so cause a break in the otherwise straight sweep of the store. The lighting system and the draperies give them a very attractive appearance and help brighten the interior of the store—a part which is so often neglected in the lighting arrangement.

Display Under Glass in Rear.

Following out the idea of lighted display cases to add to the brightness and attractiveness of the store interior May Brothers have had erected a show case which extends almost the entire width of the store at the rear, with the exception of two doorways—one to the basement at the right and one to the office at the left. This display case is equipped with the indirect lighting system and has the rich brown colored drapings, in width about twelve inches, hanging from the interior of the case at the top. This case at the time the visit was made to the store carried a display of aluminumware. Over the top of the case are some large letters directing attention to the display. It is the policy of May Brothers to change the display in this case from time to time. When the display is changed the lettered cards can also be changed. This is a novel feature of the May Brothers store and effectually banishes a dark interior.

Bolts, Screws and Nuts in Rear.

On the left-hand side at the rear are the drawers containing such commodities as bolts, screws and nuts. These are all arranged in drawers according to the various sizes, with neat labels for pipe fittings, carriage bolts, coach screws, machine bolts and various other kinds. The excellent lighting at the rear of the store permits of these articles being shown to excellent advantage when the customer is requested to step to that section of the store.

On the left-hand side of the store, about three-quarters of the distance

from the front, is the display of carpenters' tools and builders' hardware. Samples of these various lines are carried in cases under glass, while the goods themselves are in the original containers on shelves at the back of the displayed samples. The counter for this section carries a covering of corrugated rubber matting. This matting protects the surface of the counter and makes the handling of the goods noiseless. As will be observed by reference to the photograph of that section of the store, pails are kept on the top shelving, neatly piled, and are reached by the aid of the store sliding ladder.

Big Sale for Machinists' Tools.

West Toronto is a manufacturing district and there is naturally a big opportunity for the sale of various kinds of machinists' tools. May Brothers give these lines extra prominence by placing them well to the front part of their store. A silent salesman carries a display of machinists' tools such as calipers, micrometers, surface gauges, ivory dividers, rules, punches, squares and similar lines. The mechanics have been made to feel that they are just as welcome as the most aristocratic buyer. May Brothers have given them to understand that they appreciate their custom and for that reason always try to have a complete stock, in order to supply on short notice, all the needs of machinists.

Special Cabinets for Quick Service

One of the interesting features in connection with May Bros.' displays and stocks of tools, cutlery, etc., is the extensive and complete cabinet arrangement for such lines as chisels, files, drills, butcher knives, etc.

These cabinets are all fitted with special compartments for various sizes of chisels, files, etc., and in this way no time is lost in selecting the size or kind required by a customer.

Where several sizes of a line of goods are jumbled up or mixed in together there is always a considerable amount of time lost on the part of both dealer and customer in finding the desired size.

There is a special compartment provided for each size and style of a chisel, file or any other one of the dozens of lines which are carried in the hardware store and there is no loss of time in serving a customer. There is also the elimination of the danger of clerks stating that a certain size is out of stock when, as a matter of fact it might be mixed up along with other sizes and thus a sale would be lost.

A great deal of time is also saved in stock-taking when the size and style is in a separate compartment as the stock-keeper can tell at a glance just how the stock stands and exactly how many are on hand of each size or style.

This is a most attractive feature, as it saves a great deal of time not only for customers but also for the buyer and for travelers when taking orders.

This plan is also followed out in connection with drills of various kinds and with a great many other lines.



Portion of office of May Brothers, showing manager's desk and bookkeepers' desk, together with invoice cabinet. The office is on a mezzanine floor and overlooks the store.

The same is applicable to many cutlery lines, for instance, butcher knives, special drawers are provided for sizes such as 12-inch, 8-inch, 6½-inch, and so on right down the line.

All drawers and compartments are labeled with the name of article and also details regarding size, price, etc.

Rear of Store is Attractive

One of the most commendable features of May Bros.' new store is the attractiveness of the rear of the main store interior. One of the accompanying photographs shows this department of the store which is almost as attractive as the main entrance.

By consulting this photograph the reader will note that the special counter is available with two scales for weighing nails and other lines of bulk goods.

Back of this counter is shown a great many lines of hardware such as butts, cabinet locks, padlocks, drawer pulls, cabinet hardware, hat and coat hooks, shelf brackets, snaps, hooks and eyes, and dozens of other small lines of shelf. goods.

These lines are all attractively displayed on sample boards behind glass doors which swing outwards, and they make a most unusually attractive display.

A stock of these lines is located on shelves behind the sample boards and is easily accessible to the salesmen.

The reader will also note in this photograph a display of aluminum ware in a glass case referred to previously in this article.

The office is also shown in this photograph as well as the two side wall cases previously referred to.

Tables for Clearing Lines.

This concern believes in the value of keeping goods turning. It is not good business to have commodities remain on the shelves for a whole year. The greater number of times they are made to turn the more there is in it for the dealer. To this end May Brothers are following the idea of tables for special lines which may be placed on sale. At the time HARDWARE AND METAL'S representative visited their store they had on sale certain sizes of paint in cans. They took occasion to clear out some of the pint sizes which they had in stock and which the manufacturers recently decided to discontinue. Scrub brushes was another line on which there was a sales drive. At the time the photos accompanying this article were taken this concern was making a bid for the oil heater trade. With the coming of milder weather and the dwindling of demand they cleared the floor and made room for other lines.

Displays Are Changed Around.

May Brothers believe in changing the appearance of their store interior by changing the displays around. For instance, at the time the photos accompanying this article were taken the alarm clocks were on the left-hand side of the store and the vacuum bottles were on the right-hand side, while a short time later their positions were changed. The displays of paints and kitchenware are kept permanently in one section of the store. This changing of the displays in the interior of the store gives an attractiveness the same as the changing of the store windows.

Sell Lines That Pay

May Bros. have been developing along the lines of a specialty hardware store. "We have been endeavoring to eliminate the lines which we find are not profitable to handle," said Mr. May. "We have succeeded in eliminating a great many lines which took up a great deal of space

but on which there is not a fair margin of profit. On the other hand we have constantly added to our stock those lines which we could sell to our customers and on which we could make a rapid turnover at a fair margin of profit. We feature these lines prominently in our display cases and in our show window and in other ways, and in this way we have doubled and trebled our sales on many profitable lines on which we can make a rapid turnover on a small investment."

This does not mean that May Bros. have a small stock for their stock is a large one. It is a most unusual stock and one which is composed largely of lines which are turned rapidly with a comparatively small consequent loss as a result of slow moving lines.

May Bros.' store and stock is one instance of where, by making a careful study of the best lines to handle, a merchant can eliminate a great deal of loss which is sometimes created in business by heavy stocks of slow moving lines.

The Paint Department

May Bros. have worked up a large trade in paints, including inside and outside paints, wall colors, floor paints, and various kinds of floor finishes, varnish and oil stains, floor wax, and many sundry lines which comprise a complete stock of the finishes which are necessary in a complete paint department.

It is the claim of May Bros. that when a customer visits their store asking for information for goods to be used in connection with paints or varnishes in the home, that the wants of these customers can be supplied quickly.

A close study has been made by Mr. May and by his sales staff of the many important matters with which a successful salesman should be familiar in selling to this class of trade.

The paint department of May Bros.' store as shown in one of the accompanying photographs, occupies a most prominent location and is shown here the year around.

May Bros. not only have an exceptionally large paint and varnish trade during the big paint selling season, but through their efforts during the years they have been in business they have made paints and varnishes an all year around seller with the result that there is a constant demand for it the year around.

A great many of May Bros.' customers have been educated to understand that they can do a very considerable amount of painting and varnishing or refinishing in their own home in the cold weather just as in the spring and summer.

Special paint displays are frequently featured in the show windows, and many of the paint sundry lines receive attention in silent salesmen displays.

It is not uncommon to visit May Bros.' store and find in one of their attractive silent salesmen a splendid display of sundry lines such as gold bronze, enamels, stains, and the many smaller lines for which there is a ready sale if the goods are properly displayed and explained to the public.

Stock Room in Basement.

The stock room in the basement is neatly and conveniently arranged. The rear compartment has sections for iron pipe, building paper and stovepipes and elbows. Building paper and roofing can be compactly stored by reason of shelving which permits a second tier to be placed above the first tier on the basement floor.

The centre compartment of the basement is given up to such lines as glass, sash weights, spades, shovels. All glass cutting is done in this compartment on a table specially built for that purpose. In the front compartment there is storage space for the various lines of stock carried upstairs. There is perfect accessibility to every part of the stock room by reason of the arrangement in aisles with shelving to carry the stock. There are numerous lights which make it easy to obtain goods from every section of the stock room.

Store Equipment

May Bros. have not only equipped their store with the most modern show windows, silent salesmen, wall fixtures, etc., but they have paid a great deal of attention to the smaller details which are very important but which are sometimes overlooked.

The store interior, such as the walls, ceilings, etc., is decorated in a manner which harmonizes with the store equipment. The store is well lighted with modern fixtures, a modern cash register is used for cash transactions, store ladders on both sides have been provided for reaching the shelves which are not accessible at arm's length.

Another feature is a place for testing tungsten lamps in order that the customer may see that the lamps are in good condition when they are purchased.

(Continued on page 116.)



Rear section of store of May Brothers, West Toronto, showing the location of the office, the pillar-like showcases at either side, the large showcase in the rear. These showcases are well lighted and have rich colored brown silk drapings. Counter in foreground is covered with corrugated rubber matting to protect the counter and cause less noise in handling goods. Builders' hardware is arranged on shelves, behind display cases which contain samples of various articles.

Ad Writing and Designing Not Difficult

Illustrations Very Valuable to Tell a Story—Put News Into Your Advertisements—Study of Few Type Faces Will Help—Should Learn to Prepare "Dummy" or "Layout"—Number of Words to Square Inch—Advertising a Big Subject

By John C. Kirkwood

THE average retailer isn't very strong on advertisement-writing. This isn't his line. And so the retailer dodges the preparation of advertisements. Some retailers, on the other hand, take keen pleasure in the preparation of advertisements. Both the man who dislikes and the man who likes preparing an advertisement are advised to use illustrations to take the place of words.

Illustrations attract the eye. By their contrast with reading matter they pull the eye to them. So from his point of view they have a very real value. But the right kind of illustrations are suggestive of merchandise.

Avoid Foolish Illustrations

It may be a hammer that is shown, or a lantern, or a brush, or a piece of fur, or a hand bag, or a man wearing a flaring necktie. Whatever the illustration may be, it probably speaks swiftly to many persons and gets their attention.

Just here it is to be said that foolish illustrations in an advertisement distract the attention, and so defeat the purpose they are intended to serve. One frequently sees humorous illustrations in country weekly newspapers, used by jewellers, boot and shoe dealers, hardware dealers, and other classes of retailers. Looked at critically they are really out of joint as a rule, with the text or message of the advertisement. The effort to relate text and illustration is clearly a forced and unhappy one. Illustrations of this sort can be left alone with advantage.

Illustrations Are Easy to Get

Illustrations of the right kind can be had very often for nothing—from manufacturers. The great majority of manufacturers delight to supply retailers with electros. Not always, however, do manufacturers provide retailers with the electros of desired size and character. But if the retailer puts up to the manufacturer the right kind of request, for the right thing, the manufacturer will probably meet the retailer's wishes.

Speaking on this point of how illustrations of the right sort can be obtained, it is once more to be pointed out that HARDWARE AND METAL supplies electros of some hundreds of articles of common things stocked by hardware dealers. These electros are sold at 20c each. Sheets showing them all are sent free to all applying for them. Address request to HARDWARE AND METAL, 143-153 University Avenue, Toronto. Scores of retailers all over Canada have bought these electros and use them, with excellent results, week after week.

News Advertisements Recommended

The best type of advertisement for the hardware dealer is a straight news advertisement—one that gives real news about goods and the store's service. This



JOHN C. KIRKWOOD.

is the simplest and easiest advertisement to write. Readers—that is prospective buyers—want just plain news, as a rule. Very few readers want or will give time to fancy writing, or to empty gush, or to bald generalities. Nor do they want to be entertained. On the contrary, they want the advertisements they read and to which their attention is invited to be simple, straightforward statements of fact—descriptions of or particulars about the goods, or their uses or value.

The average reader of a newspaper reads it in more or less of a hurry, because there is something else waiting to be done. For this reason, it is wise to make advertisements meaty and crisp—this by giving real and desired information about goods advertised. This information should if possible be related to an illustration.

Study Mail-Order Catalogues

If one wants to know what to say about goods, one will find an admirable aid in the mail-order catalogues of the big department stores. In these catalogues descriptions of goods are terse, adequate and without any superlatives. The aim is to economize words. Every word means space and cost. So there is an object in cutting down descriptions of goods to the brevity of telegrams. Now, if the retailer will let himself be guided, in the preparation of his advertising by the mail-order catalogues he will be producing good advertisements.

Typography Is Important

The advertisements of the big department stores which appear in metropolitan dailies can very profitably be studied not only for their style and language, but for their "display" or composition. The retailer can be sure of this fact: Good ad-compositors and good ad-designers are responsible for the superior adsetting of department store announcements.

Here is a practical suggestion: When you see in an Eaton, or Simpson, or Hudson Bay Company, or Goodwin advertisement a style of setting pleasing to you, cut out the particular part you like, and give it to your printer—the man who will set up your advertisement—and ask him to follow as faithfully as possible the style of the clipping given him. Thus you will be getting nearer and nearer all the time to better typographical effects. And your local compositor, when it is put up to him to reproduce as faithfully as possible good, well-designed, and well-set compositions, will himself go to school, as it were, and will eventually give you something quite fit to be placed alongside the ad-compositions one sees in the metropolitan dailies.

Many retailers do not know much about the designing of advertisements or good ad. composition. This is something, often beyond their comprehension. One reason for this lack of knowledge is that their attention is never or but rarely directed to this aspect of advertising. Another reason is that their printer—the man who sets up the advertisements—is often quite as lacking in a knowledge of what constitutes good typography as is the retailer. Yet well-set advertisements go far towards making advertising resultful; and since this is so, it is clearly a matter that should concern the retailer who buys newspaper space to point therein his business news.

Some Revealing Re-set Advertisements

These observations will be made clearer by a study of the re-set examples in the engraving accompanying. A close examination of the original setting and the re-set advertisement will surely show the retailer how much better the re-set



This advertisement of Taylor Bros., Ltd., Carleton Place, Ont., is reproduced to show how this firm uses illustrations to give attractiveness, punch and persuasion to its advertising. The copy or text of some portions of this advertisement is deficient in news material. At the same time the advertisement as a whole is commendable.

compositions are than the originals. The original compositions are what one very often sees in country newspapers. There is a disposition to use fancy and many display faces, and sometimes ornaments, and to do freak composition. By contrast the re-set advertisements are the acme of simplicity and chastity, and have an attractiveness, pleasingness and persuasiveness not possessed by originals. These examples, and the notice pertaining to them (found on the engraving), merit very close study.

Preparing the Dummy or Layout

Another engraving is shown to illustrate how to "lay out" or design an advertisement for sending to the printer. A little practice and study will soon enable any intelligent man to do very good work. Just here it is to be said that many ad-writers write or print, in small type, the text or "copy" of the advertisement—this is their design. Far simpler, better and kinder is it to write out the text or copy of the advertisement separately, with typewriter or in long hand, and to mark its various divisions "a," "b," "c," etc., to correspond with the divisions of the "layout." Then pin layout and copy together, and send to the printer. The printer can see at a glance just how you want your advertisement to appear, and he can calculate the size of type to use from the number of words in your copy, and the space you have assigned them in your "dummy" or "layout." Memo: Make your layout or "dummy" the exact size of the space your advertisement is to occupy. Then both you and the printer will be able to see just what your desire is in the matter of disposition of copy, size of "body" and "display" type, white space effects, and so on.



The engraving is provided to show how to lay out or design an advertisement for sending to the printer. In this "layout" or "dummy" no provision is made for the inclusion of "cuts" or illustrations. The idea is to indicate to the untutored ad-writer a better way of preparing his dummy or design than the way practised by some, which is to write or print in, on the dummy, the text or copy of the advertisement. See note on this subject in the accompanying article.

About Type and Its Sizes

It is to be remembered that type is rigid, not elastic. Which means that just so many words of a certain size of type can be put into a square inch. It may interest some ad-writers in retail stores to know how the printer "sizes up" the ad-writer's copy—to know what size of type to use for setting it up.

The ad-compositor measures the space in the dummy or layout which the ad-writer has indicated "a," "b," "c," etc., corresponding to similarly-marked sections of the "copy" or text of the advertisement. Then he counts the words in the "copy." Then he makes his calculation, thus ascertaining that the copy will require to go in 6-point, 8-point, 10-point, 12-point, 18-point, etc. With this knowledge possessed, the printer can go ahead safely—that is, if the ad-writer has been reasonably precise in measuring his copy and the divisions of his layout.

By 6-point, 8-point, etc., as applied to type is meant the number of lines that make an inch in depth. There are 72 points in an inch. So copy set in 6-point will have 12 count-lines to the inch. To get an interesting illustration of what is signified by points, go to your Bell Telephone book. There the numbers and names are set in 6-point black face (12 lines to the inch); and residence or occupation, and street address, in 6-point light face type. Offhand, one would say that the black face type is the larger. Technically it is identical in size with the light face type—both are 6-point.

Words in Square Inch

Now, with this understanding of how type sizes are indicated, the following calculations will be interesting to the untutored ad-writer.

WORDS TO THE SQUARE INCH

Square inches	—Sizes of Type— 6-point	8-point	10-point	12-point
1	47	32	21	14
2	94	64	42	28
6	282	192	126	84

The ad-writer himself should be careful to provide approximately the right number of words to occupy the space allowed in his dummy or layout in the desired size of type face.

The foregoing is semi-technical, yet it is something that the ad-writer who is trying to do good work should know. If any man wants to know more about this and other phases of advertisement construction he can buy books on the subject.

Summing It All Up

This contribution to HARDWARE AND METAL started out with the suggestion that illustrations be used to make advertisements more attractive and interesting, and to give them added selling value.

Then it went on to state that simple news about goods or service makes the best-liked kind of advertising. Then followed something about advertisement-composition. The thought is: The preparation of advertising is a simple enough thing. No mystery or difficulties surround the writing and designing of an advertisement. There are some—nay, many—things to be learned, and as one goes far in his studies and practice, one will be acquiring new and highly interesting and useful knowledge about advertisement writing and designing, and about the functions of advertising. Just now, however, we are concerned with some basic, A B C things, readily comprehensible and really very useful. One must always begin at the beginning—build on foundations or bases, and it may be that for some readers of HARDWARE AND METAL what has here been written and presented will be of the nature of useful and desired basic material.

PRODUCTION OF PIG IRON FROM IRON SAND IN NEW ZEALAND

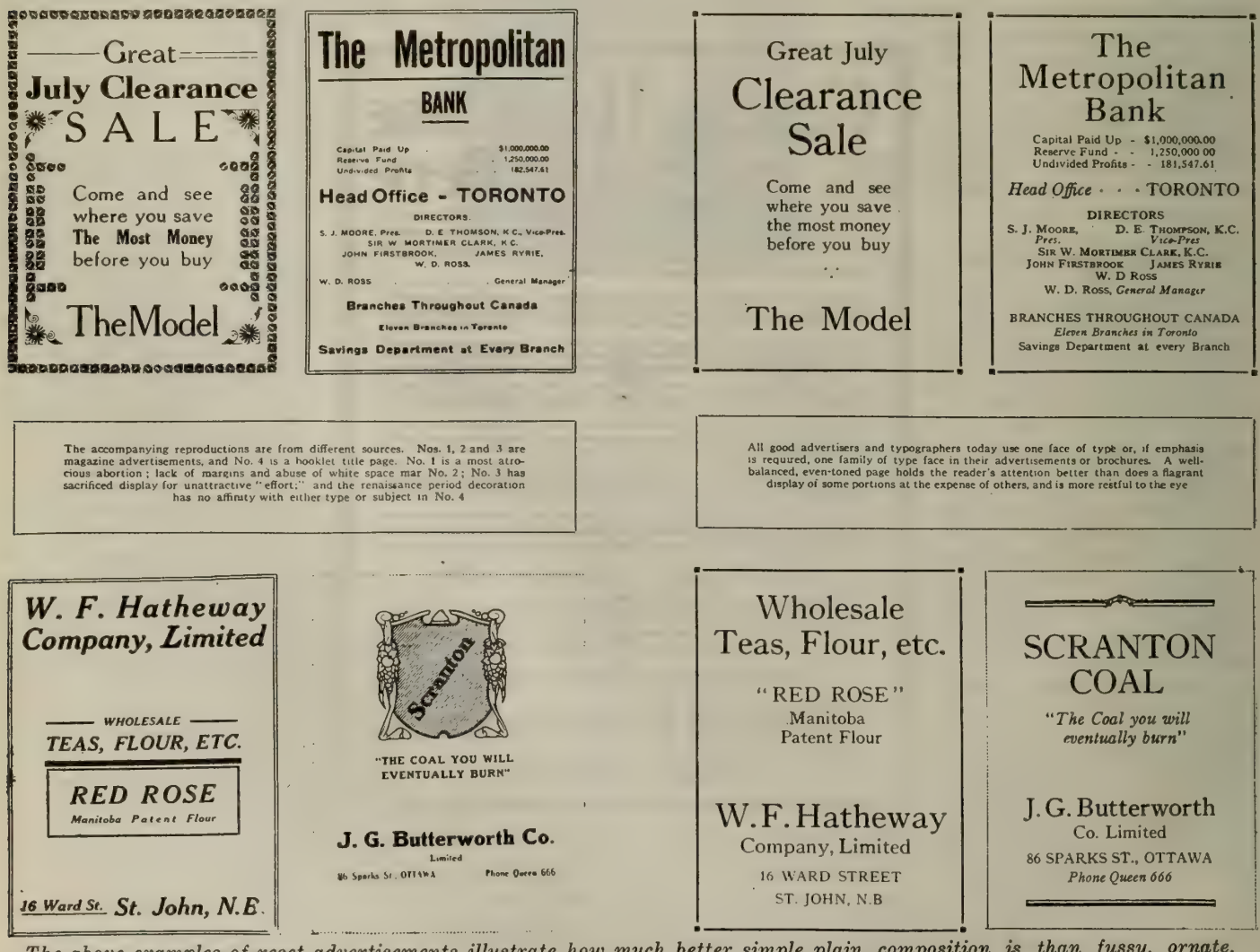
Relative to iron deposits in New Zealand, it is reported that the development of this industry has reached the stage where iron has actually been produced at the rate of 15 tone per day from the iron sand found in the neighborhood of New Plymouth.

It is stated that the iron is of a high quality, of a gray color, and easily workable. The present furnace, although not a large one, seems to be working very satisfactorily, and is efficiently arranged. The slag runs very freely, and the consumption of fuel seems to be very economical.

Now that it seems to have been demonstrated that high-grade pig iron can be produced from iron sand, it is proposed to further develop the plant, with the idea of manufacturing coke and the other necessary ingredients in sufficient quantities to keep the furnace going steadily so as to produce a large portion of the pig iron necessary for the country.

IRON ORE SHIPPING

Authorities say that mines in the Lake Superior district will be in a position to produce and ship 70,000,000 tons of iron ore during the 1918 season. This would compare with a high record of 64,734,198 tons of ore shipped in the 1916 season.

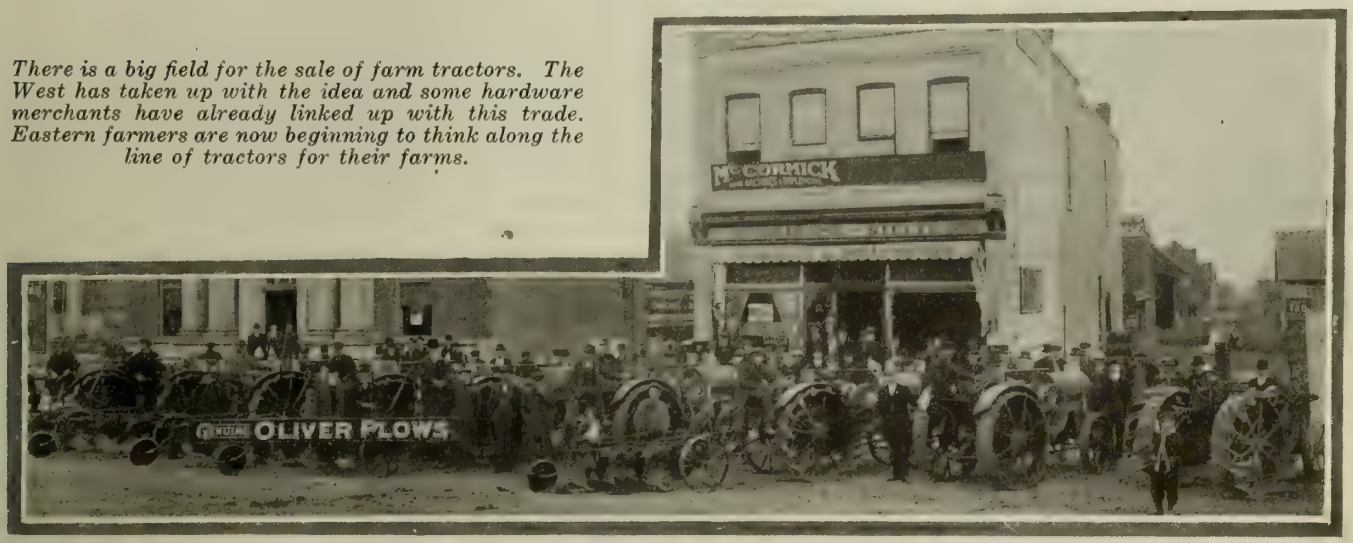


The above examples of reset advertisements illustrate how much better simple plain composition is than fussy, ornate, freaky treatments. The resets are by one of Canada's best typographers, Joe W. Short, with the Mortimer Company, Ottawa. Read his notes on the engraved plate.

Twenty Years of Continued Expansion

Hardware the First Venture—Machinery is Added—One Sale of Fifteen Tractors —Automobiles Sell Well—Big Sale of Accessories—Now Conduct Two Stores

There is a big field for the sale of farm tractors. The West has taken up with the idea and some hardware merchants have already linked up with this trade. Eastern farmers are now beginning to think along the line of tractors for their farms.



Above illustration gives an indication of the volume of business which has resulted to the Sutherland-Steck Hardware and Implement Company, Limited, of Dauphin, Man. Fifteen tractors were delivered at one time. The sale of tractors also led to the sale of many plows. During cutting time the tractors are used to haul two or more binders.

TWENTY years continuously occupied in building a hardware business in Western Canada is some achievement, particularly when it reaches the proportions of that conducted in Dauphin, Manitoba, by the Sutherland-Steck Hardware and Implement Company, Limited. And when the fruits of the labor and toil such an achievement demands are realized, as in this instance they decidedly are, the pride of the principals in such an undertaking is justified, fully enjoyed, and can be understood.

Hardware Their First Venture.

For many years this firm were following the prosecution of the shelf and heavy hardware business only. In this they were always alive to the interests of their clients, affording an increasingly comprehensive stock of new and ueful designs as available through an ever increasing variety of manufactured hardware.

But in this age of phenomenal advancement in the hardware trade—as in so many others—Messrs. Sutherland and Steck realized that to keep their ideals fresh and their clientele a growing, live and interested one new departures in merchandizing must be made.

Machinery Is Added.

In a community such as Dauphin—purely agricultural—there must of necessity be an ever-increasing and immense demand for farm implements and machinery.

They secured the agency for a well and favorably known line of implements and a competent staff has been employed to conduct this large and growing department.

Fifteen Tractors Sold With Plows.

The photograph accompanying this article will serve to convey a good impression of the volume of the machinery business that is secured.

Fifteen tractors comprised one shipment that was taken delivery of by as many successful and progressive farmers. The tractors led to the sale of many plows as well, and are proving to be real time and money savers for their owners. As an instance of what they accomplish one purchaser plowed last season no less than seven hundred acres of land. During cutting time the tractors are used to haul two or more binders.

Sell Fifty Automobiles.

Alive to the possibilities in the sale of automobiles the Sutherland-Steck Company have sold during the past season close to 50 cars—almost an equal division of light and heavy models.

Big Sale of Accessories.

The business of selling cars has developed so splendidly that it is only natural to have anticipated a good demand for automobile accessories. A large and varied stock of accessories is carried and these goods have been kept well displayed in the windows and silent salesmen, and during the busy part of the season on display tables. No opportunity has been lost in meeting the prospective car owners' needs as developed through the big increase in the number of cars. It scarcely need be mentioned that the sales of casings and inner tubes alone is a tremendous item and a conservative estimate of this firm's business for accessories alone last year, including tires, is $5,000.

Firm Conducts Two Stores.

The hardware part of the Sutherland-Steck Co.'s business has developed to a great extent and a second store is operated a short distance south of the C. N. R. track. Here a good stock of harness is carried and a larger showing of ranges and heaters is carried here—as the store offers better means of display.

Bicycles Sell Well.

As an indication of the continued interest in cycling in parts of the West, it is estimated that some 35 or more bicycles have been sold during the season. The usual demand consequently exists for accessories, which are also carried in nice assortment.

Competent Help Very Scarce.

Owing to the withdrawal of the younger men from the district to the war, the firm has experienced much difficulty in securing and maintaining competent help. "It is," said Mr. Sutherland to HARDWARE AND METAL, "very serious—and it is difficult to know what is ahead of us in this respect."

In respect to 1918 business some uncertainty exists as to how well deliveries may be made, but plans are being laid for a big year's business, and every ef-

fort will be made to push the sale of those lines that can be secured.

It is quite evident that the growth of the automobile and tractor ends during the past couple of years has been one of the distinguishing features of this increasing business. When one considers that the sale of accessories has reached the large figures mentioned, in what is an out and out farming community, some idea as to the possibilities in the sale of these goods should sink into the minds of those who are still following the old channels alone. Keeping in line with this end of the hardware business will add materially to the sales and profit end of the business if watched closely and followed up

Auto Accessories Easy to Handle

Automobile accessories do not present any greater difficulty in handling than many other new lines added to the hardwareman's stock. A little study, a little of the energy displayed with your other lines, and the accessories will respond in point of sales.

Window displays, interior displays and newspaper advertising have all played their part in building up the tool department, the housefurnishings or paint departments. Try this combination on your auto accessory lines; back it all up with a good measure of service, study the goods so that you know the selling points and these lines will move over your counters at a rapid rate. The automobile is here to stay, the hardwareman is the logical distributor of auto accessories. The story of the success of the Sutherland-Steck Hardware and Implement Co. of Dauphin, Man., in handling these and other lines is being repeated in any number of towns and cities throughout Canada. There is a future and a big one to this end of the business, but don't forget that there's a present and that the present is looming very large. To those not yet handling auto accessories, a golden opportunity is being missed—to those already handling the line, increase your scope, extend your activities, keep after business hard and 1918 will reveal new sales records.

Four Stores Co-operate in Catalogue

New Liskeard Hardware Store, Men's Furnishings, Grocery and Dry Goods Stores Decide to Issue Catalogue Jointly to Meet Catalogue Distribution of Mail Order Houses — Make Arrangements with Bank to Look After Financial End

BUT of the North Country comes the news that a new idea is being evolved to meet the mail order competition of the large department stores. The idea is for four stores of different classifications to combine in the issuance of a catalogue to be distributed throughout the country in that district. The idea was conceived by merchants in the town of New Liskeard and the firms which have entered an agreement to carry out the project are the George Taylor Hardware Company; Wesley McKnight, men's furnishings; Elliott & Co., dry goods; S. Greenwood & Sons, grocers.

Will Give Complete Selection

By combining together in the issuance of this catalogue these merchants have in reality all the advantages of a department store or mail order house. One of the reasons for the loss of trade to the mail order houses in the past has been the advantage of wide selection which the consumer has had. For instance, if an order were being made out for some groceries to the mail order house and a small order for hardware amounting to $1 or $2 in value was needed it was a simple matter to include the order in the one with the groceries. Very often the consumer would be content to buy at the local hardware store if it were not necessary to make the buying trip especially for the article or articles in question. When the consumer starts to make out an order he usually goes over his complete list of wants. The merchants of New Liskeard have found that quite a lot of business has been slipping away because the consumers have been inclined to make up these combination orders.

Catalogue to Be Issued May 1

This arrangement has progressed so far that these four concerns have each agreed to contribute $200 toward the expense of the catalogue. The catalogue will comprise between 1,400 and 1,500 pages. With hardware, groceries, dry goods and men's wear the lines will be as complete as any consumer would wish for. Some of the merchants who conceived the idea took it up with the Board of Trade with the hope that all the merchants could be interested in the scheme. This was later found to be impracticable and it remained for the merchants themselves to take the initiative in the matter. The result of these deliberations was that four concerns decided to go into the scheme.

Four Responsible Business Houses

It was, of course necessary to get concerns into the arrangement who would have the confidence of the community, stated the manager of one of the companies, in describing the scheme to HARDWARE AND METAL. These concerns who have decided to go into it are well-established and have a business connection in the community extending back for some time. Not content with this assurance to the community we have made arrangements with the bank to make the financing of the proposition comparatively simple. The bank will make adjustments according to the amount due the various stores from each of the orders.

May Send Order to Any One of Four

The arrangement has the advantage of constituting each of the parties to the agreement a committee to see that the balance of the order is filled out properly. For instance, if the order were mailed to the hardware company and there were orders for the other three stores contained therein, the hardware company would undertake to see that the balance of the order was secured and shipment made at the same time. This would be accomplished by getting in touch with the other concerns and having them deliver ready for shipment the goods required. In this way the one order from the consumer would suffice to set the wheels of trade in motion within the town and so relieve them of the necessity of making a special trip to do the purchasing.

Saving in Freight

When an order of sufficient size is thus made up the saving in delivery charges would be considered as compared with the mail order house. For the goods are usually sent by express from the mail order house. Where carrying charges are included in the price of the article this must of necessity be added to the cost of the article. Where the consumer pays the express charges on receipt of goods it comes out of his pocket more directly. Express charges are based on the weight of parcel and distance to be carried by the express company. Whether the consumer pays the express charges or whether the mail order house pays them, they are eventually added to the price of the goods. Carrying by express is more expensive than carrying by freight, when the goods are brought in in large quantities. The retail store has the advantage in this respect in that it is closer to the point of distribution. This works out to the advantage of the retailer when the price of way freight shipments is considered as compared with the cost of carrying in carlots. For instance, two of the items instanced were those of paper and nails. By way freight the cost of shipment of paper from Toronto to New Liskeard is 56c per hundred pounds and on nails 59c per hundred pounds. When these commodities are brought in in carload lots the cost is 39c per hundred pounds. This difference is often sufficient to allow the retailers a good margin and at the same time

allow him to undersell the mail order house. Mr. Perrault instanced a case where they are able to beat the mail order house on the sale of oyster shell, used to a large extent for poultry. The department store sells this at $1 per hundred pounds plus the freight which costs 62c per hundred to New Liskeard from Toronto. The George Taylor Hardware Company can sell the oyster shell in New Liskeard at $1.25 per hundred and when the freight delivery charges of 15c per hundred are added to other points in the district the cost to the consumer is brought to $1.40. The cost to the consumer from the mail order house on the other hand is $1.62. This enables the consumer to save 22c per hundred by buying locally. If quantities of 500 pounds are purchased at one time the price is $1.32 per hundred pounds. In large quantities such as this the clear saving would be 32c per hundred pounds.

This is but an instance of what can be done in the way of meeting the mail order competition. Furthermore, there is an advantage to be given the consumer in the matter of quicker delivery. With the retailers on the ground nearer to the point of distribution the consumer can have his goods delivered in most instance the same day and the outlying districts the day after the order is sent. With the mail order house it often takes much longer.

New Idea in Distribution

The idea which is being evolved in this instance is indeed a new one. It will be watched with a great deal of interest by merchants everywhere. It means that the merchants of a particular community are combining their efforts to give as complete a service as the mail order house. It would seem to have all the advantages of the mail order house in convenience in ordering goods, with some of the disadvantages left out. For there would be the same range of goods to select from, the assurance that the order will be filled without further trouble on the part of the consumer, prices would be equally as low as the mail order house, and delivery would be better.

Helps Smaller Retailers

The George Taylor Hardware Company has in the past been of service to some forty small retail hardware stores in the Northern Ontario district in the matter of buying by buying in large quantities after they had been assured that these retailers would purchase certain quantities for their requirements. In this way they have acted as a central distributing agency for a number of the smaller concerns and in this way have enabled them to take advantage of a cheaper freight rate.

Current Events in Photograph—No. 12



PLAYING WITH VON TIRPITZ

THERE have been many rumors of the means adopted to befool the Germans; to enable the grey fleet in the North Sea to do such wonderful work in protecting the sea lanes everywhere. This photo demonstrates one of the methods used. For seven months a fleet of wooden dreadnoughts did their part in deceiving the German admiralty. While the real dreadnoughts were being used as convoys these ships lay at anchor to decoy the German ships from their haven. At last they were successful and the German vessels were lured to Kephalo where British destroyers lay in wait to open fire. In the fight which followed the German flotilla suffered severely. One of the wooden ships was hit and beached to form a breakwater. Photo shows the one ship partly submerged and the other afloat.

Good Roads Pull for Auto Sales

Noticeable Increase in Sales of Automobiles and Accessories in and Around New Liskeard With Coming of Good Roads—Service Assists Greatly in Winning Confidence and Customers

A FEW years ago the roads around New Liskeard in the northern part of Ontario were anything but good. Being a comparatively new country the majority of the roads were corduroy roads. This type of road is not conducive to auto sales, for riding over them is not exactly pleasant. As an indication of the way good roads have helped the sale of autos, the George Taylor Hardware Company four years ago took on an agency for one of the well-known cars. The first year their sales amounted to five cars, the second year they were increased to twelve, the third year they sold twenty and the fourth year the sales amounted to forty-two cars. "Our rapid increase in sales would not have been possible were it not for the rapid improvement in the condition of the roads in the northern part of this province," stated J. Perrault of the George Taylor Hardware Company at New Liskeard. "The development of these better roads came partly in the natural course. But when they were here it made the sale of autos possible. During that same period our sales of automobile accessories have increased in about the same proportion as our sales of automobiles."

Here is a strong argument for the hardwareman to be an enthusiast for good roads in his district. For with good roads there would be an increase not alone in the business through the sale of automobiles and accessories, but there would be an increase in the general hardware trade as well. The reason for this is found in the fact that the country is brought into the town. With a short trip of five or ten minutes in an automobile the farmer can be into the town. It will mean that he will make more frequent trips to the town. If he does not make them himself some members of his family will be making them more often. It is always conclusive to the sale of hardware articles to be able to let the farmer have them at the time he wants them. For it often happens that he will get along somehow—patch up an old article, if that be at all possible rather than make a special trip to the town to make the purchase. But with the hardware store within five or ten minutes of his farm he does not stop to consider patching up the old article.

Developing of Farmlands helps

The developing of farmlands in new districts will also help increase the hardware business as well as the accessory business. An indication of this trend is to be had in the district around New Liskeard, Cobalt and Cochrane. Four years ago there was very little in their bid for the automobile trade and binder twine sold in that district. At that time the George Taylor Hardware Company handled some 800 pounds of binder wine for the farmers of the district. This year they expect to have a shipment of between 16,000 and 20,000 pounds, or between 8 and 10 tons. One farmer alone will this year take in the neighborhood of 500 pounds of twine. This man has within the past few years cleared 419 acres of land, which is suitable for fine farming. Wheat, oats and peas, timothy and clover, are being raised extensively in the district. The farmers are also going into sheep raising on quite a scale.

Field for Motors

In a district such as the one in the northern part of Ontario there is an excellent field for motors for farm purposes. The George Taylor Company has recently taken on the agency for motors and will push the sale of this line hard. They have installed one of the motors on the floor of their hardware store to permit the farmers to make thorough examination and see it in operation. Their store is also of sufficient size to make it possible to place one of their sample automobiles on the floor. With these two articles very much in evidence and with good salesmen to explain their advantages they are looking forward to an excellent trade during the coming season.

Advantages of Being Known

One of the strong points in favor of the George Taylor Hardware Company accessory trade was the fact that they are well-known in the district and have a reputation for good business. This fact induced the manufacturers of their line of automobiles to make more favorable terms to them in order to retain their services as agents. It had been the custom of the automobile manufacturer to start shipping cars early in the winter. These cars called for payment at the time of delivery. This meant of course that the dealer had to put up the money for the cars and hold them in storage until such time as they commenced to move in the spring. The George Taylor Company objected to this, as many other agents have also objected, on the ground that they were tying up their money for several months and the manufacturer was the one to obtain the benefit by getting ready cash as soon as the machines were delivered.



Above illustration shows a fine piece of motoring road. Hardwaremen who deal in automobiles and accessories should be enthusiastic supporters of the good roads idea.

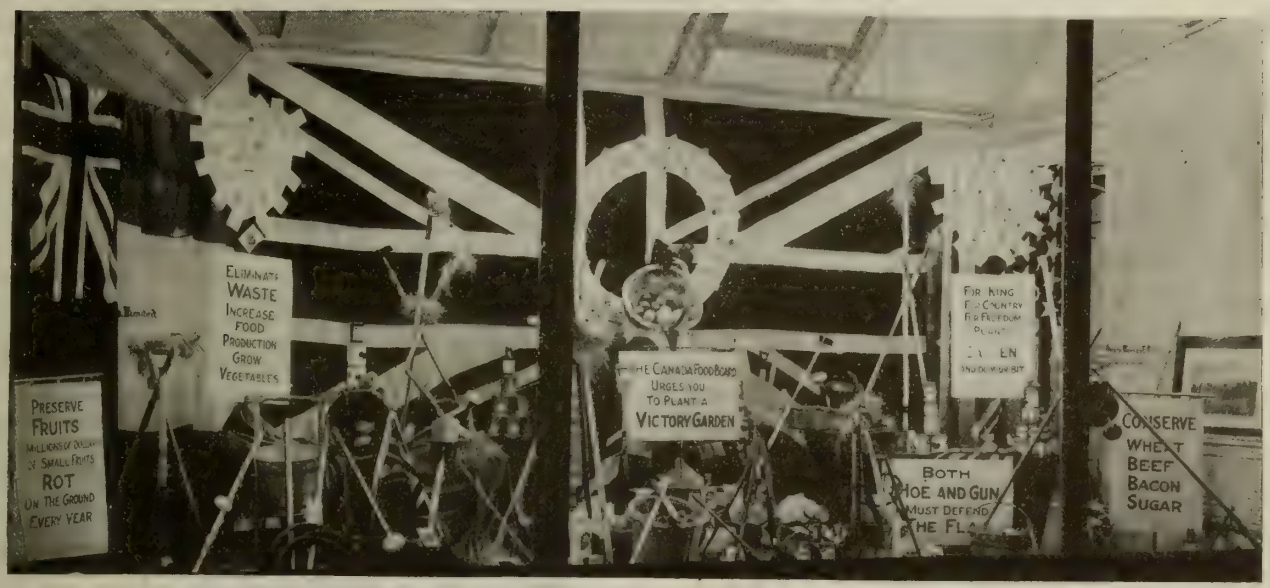
This seemed an injustice which led to the George Taylor Company refusing to carry on the agency. The outcome of the matter was that the manufacturer induced the company to continue the agency on the terms which they had stipulated, namely, shipment of cars at the time they were called for.

Service an Attraction

This concern has always made it a point to cater to the needs of all car owners of the district. With free air and a gasoline service station and well-equipped garage there has been every inducement for the accessory business to drift toward the George Taylor Company. An additional factor has been the willingness at all times to go to the

(Continued on page 114.)

LET THE HOE HELP THE SWORD



FEATURE THE WAR NEED FOR PRODUCTION

THERE never was a time when there was such a crying need for production as there is this year. There never was a time when the merchant could do more toward helping in this great work, and while so helping his country also help himself. The hardware man should be one of the apostles of production. For patriotic reasons that contention is indisputable, for business reasons it is equally so.

Every garden that blossoms this year means money for the hardwareman, money that he may take with the best of grace for the expenditure of this money means profit all down the line. It depends on each individual merchant whether he will profit or no, whether he will help the great cause of production or no.

The accompanying illustration is a window dressed by the Henry Morgan Co., Montreal. It voices the call to plan a victory garden. It features the rakes, the shovels, the hoes, the watering cans, the hose and the seeds, and all the other garden paraphernalia that is part of the hardware merchant's stock-in-trade.

Hardware men, this is your great chance to help the cause of Democracy, to help your country, to help your neighbor, and to help yourself. Feature the needs of

THE VICTORY GARDEN.

$9,000 Worth of Business on Dollar Day

Merchants of Lindsay Pleased With Results of Activity of One Day — Hardware Dealers Take Active Part—Twenty Prizes Given—Stirs Up Trade in an Otherwise Quiet Period



THE value of Dollar Day as a method of injecting new life into the buying section of the local community has long since been proved in Ontario cities and towns. Perhaps in none of these has it more firmly rooted itself as an effective attraction of business than in the town of Lindsay, Ont. Merchants of this town realize that something is necessary to arouse people from the state of mental inertia into which they unconsciously fall during the winter months, and they therefore do their utmost to reach everyone in the district with news of special bargains on Dollar Day.

This day is an annual event in Lindsay and is generally held at the first sign of approaching Spring. For this reason it is possible for dealers to make a good start on their new spring and summer stocks.

Hardware dealers in Lindsay enter upon the annual campaign with as much interest as other branches of trade. The majority of town merchants give their support to the movement, and this fact is largely responsible for the success which attends it. To hardware dealers the advent of Dollar Day is welcomed, for it comes along in an ordinarily quiet season and helps the dealers to work off some stocks of slow-moving lines which have accumulated during the fag-end of previous seasons. The plan received its inception four years ago, and every year it has resulted in greater benefits to the majority of the town merchants.

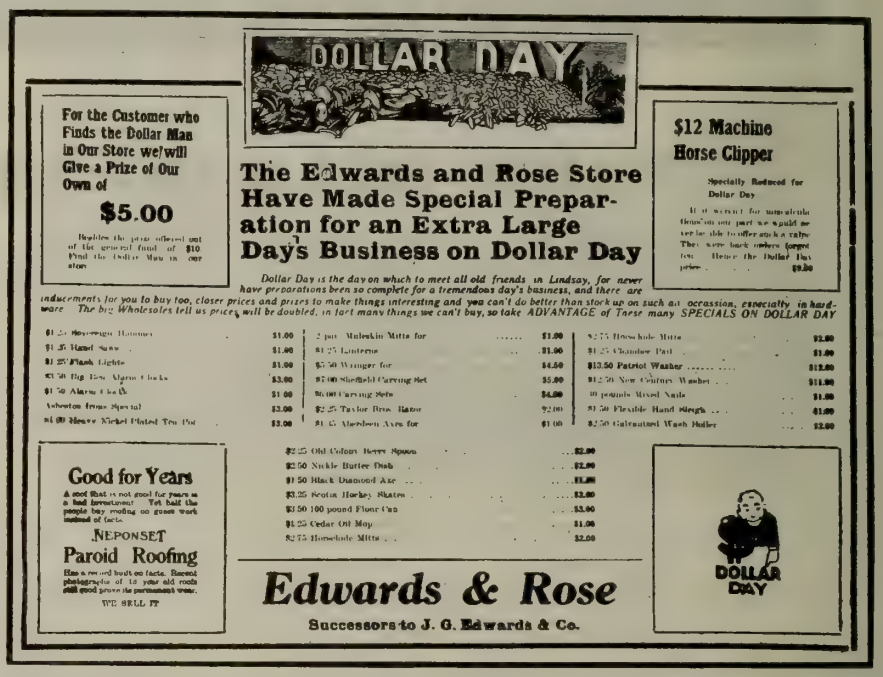
How the Plan Works Out

As worked out, the plan is this: On Dollar Day each purchaser of a dollar's worth of merchandise in any store in the campaign secures a coupon. These coupons are all turned in to the local newspaper office, where they are shaken up and draws made by a certain assigned individual. The holders of the lucky coupons receive the prizes, of which there are thirty-nine. The prizes are all given in money, the highest individual award being $20.

In addition to this prize there is a further award of $10 in cash to the person who identifies the Dollar Man in a local store. This elusive personage is a stranger to the townspeople and spends the day among the local stores. Mr. Dollar is claimed to be absolutely honest and will therefore admit his identity provided he is properly approached.

The whole inspiration of the movement is to draw trade to the town for the day and also to encourage the purchase of articles in stores of each class. A list of stores appearing in the local daily newspaper tells which merchants are giving their support to the movement. This gives local dealers some publicity among the townspeople in addition to any increased revenue derived from the business transacted on the day.

The accompanying illustration shows one of the windows of Edwards & Rose Hardware, Lindsay. This firm succeeds J. G. Edwards & Co. Both windows of this store were specially dressed for Dollar Day, with a profuse showing of Dollar Day pennants announcing the big sale. Attractively designed cards to be used as price tickets and window cards by the stores in the campaign were distributed by the local newspaper office.



Edwards & Rose, hardware merchants, of Lindsay, Ont., went after trade on Dollar Day in an energetic manner. Above is a reprint of a half-page advertisement which appeared in their local paper. It will be noted the advertisement has an attractive layout and quotes prices.

Special Lines Featured by Hardware Dealers

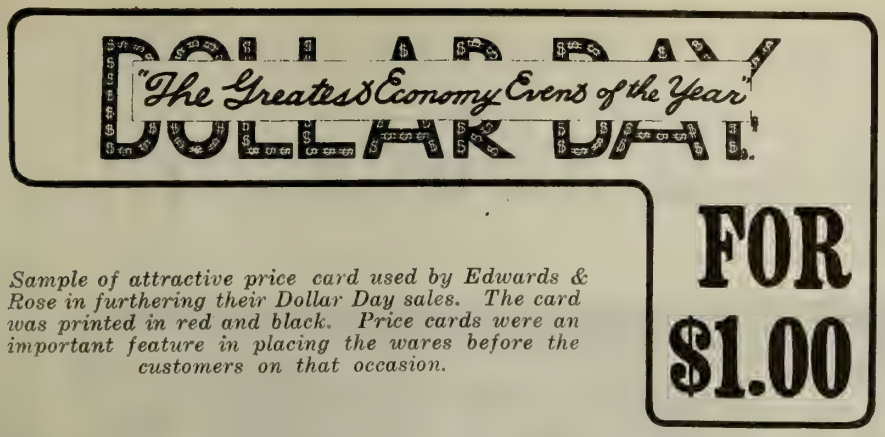
Washing machines, wringers, boilers and graniteware were the lines chiefly featured in the big Dollar Day sale by the Edwards & Rose Hardware. Washing machines were reduced from $12.50 to $11; wringers from $5.50 to $4.50, and a bargain assortment of graniteware sold for $1. Another bargain for the day in this store was the reduction of the price of an electric iron from $5.50 to $4. Wash boilers were reduced from $5 to $4. Flour cans, horse clippers, wire nails at 30 pounds for $1, lanterns, sleighs, coal scuttles, ash sifters, pails and bird cages were other lines which played a foremost part in the big sale in this store. These lines can be seen featured in the accompanying window illustration.

The hardware dealers of Lindsay believe in preparing the way for bigger results in such a sale as that of Dollar Day, and take every precaution to place full information before the townspeople and the inhabitants of the surrounding district in advance concerning the lines to be featured.

The town of Lindsay is a recognized agricultural centre, located in a rich farming district. For this reason hardware dealers make a special feature of lines required by this class of trade. Horse clippers, blankets and other stable requirements are generally foremost lines.

Bargain Prices Quoted Through Press

In order to cover the widely distributed district with news of the bargains offered for Dollar Day, it is necessary for the town merchants to do considerable adver-



Sample of attractive price card used by Edwards & Rose in furthering their Dollar Day sales. The card was printed in red and black. Price cards were an important feature in placing the wares before the customers on that occasion.

tising in the local papers. One of these ads. used by Edwards & Rose Hardware is reproduced herewith. These ads. offer real bargains, which secure a tremendous day's business for Dollar Day. Customers are induced by the bargain prices to stock up on such lines as are featured, for the prices allow of buying close. A big array of bargain articles are enumerated in the ad. at prices much below the regular quotations.

Six special bargains are offered for the day, consisting of a combination of articles. The Edwards & Rose Hardware on Dollar Day combine the following: 1 tin pail, 1 strainer, 1 butter print and 1 granite dipper into one bargain assortment at a price of $1. Another assortment at $1 comprises a milk pan, granite kettle, granite colander, granite pudding dish, granite sauce pan and granite pie plate. Still another combination consists of a granite tea pot, granite tea steeper, granite cup, all for a price of $1. A coal scuttle, ash sifter, fire shovel and wire toaster was a further combination offered for $1. Other bargain prices on special articles featured on Dollar Day can be seen by referring to the advertisement shown herewith.

Heavy Mitts a Popular Line

Heavy leather mitts are also featured in the big sale. This is a line which usually receives much attention in the normal trade of the Lindsay Hardware dealers. This is due to the fact that the town is something of a railway centre, and the headquarters of a number of manufacturing plants and also a good farming centre. The Lindsay arsenal recently established in the town employs a large number of mechanics in the manufacture of munitions. It is a branch of the Dominion Arsenal at Quebec, and is turning out essential war supplies on a large scale. The arsenal mechanics, railway men and farmers combined create a big demand for heavy mitts and gloves both in summer and winter. This line, therefore, played a prominent part in the Dollar Day sale, as far as the hardware stores were concerned.

Value of Dollar Day

The chief benefit accruing to the Lindsay hardware dealers from Dollar Day lies in bringing large numbers of customers to the stores from the district surrounding the town. The sale is of little monetary value, for the bargains offered represent real price reductions. The town dealers state that in a sale such as that of Dollar Day good value has to be given. No attempt is made to cut prices on certain articles in order to draw trade for other lines on which a good profit can be realized. In addition, all the articles figuring in the sale are of a useful character. In their purchase each customer is saved a little money by purchasing on Dollar Day. The increased amount of business transacted compensates the dealer for the slightly better prices offered and the stores are brought into closer contact with those from whom they have to look for future trade.

Big Turnover of Small Hardware

The chief lines benefiting by the sale are certain classes of small hardware. There are three ways in which the title "Dollar Day" can apply to the methods of business transaction on this particular day. Purchase of a number of articles combining to make the price of $1 is one way which the merchants have of bearing out the idea of the bargain sale. Others merely give a coupon for the purchase of $1 worth of merchandise. Still other dealers will give $1 off on the purchase of certain larger articles. Of course most articles figuring in the sale have some reduction in price and a coupon is invariably given for each $1 purchase.

(Continued on page 124.)

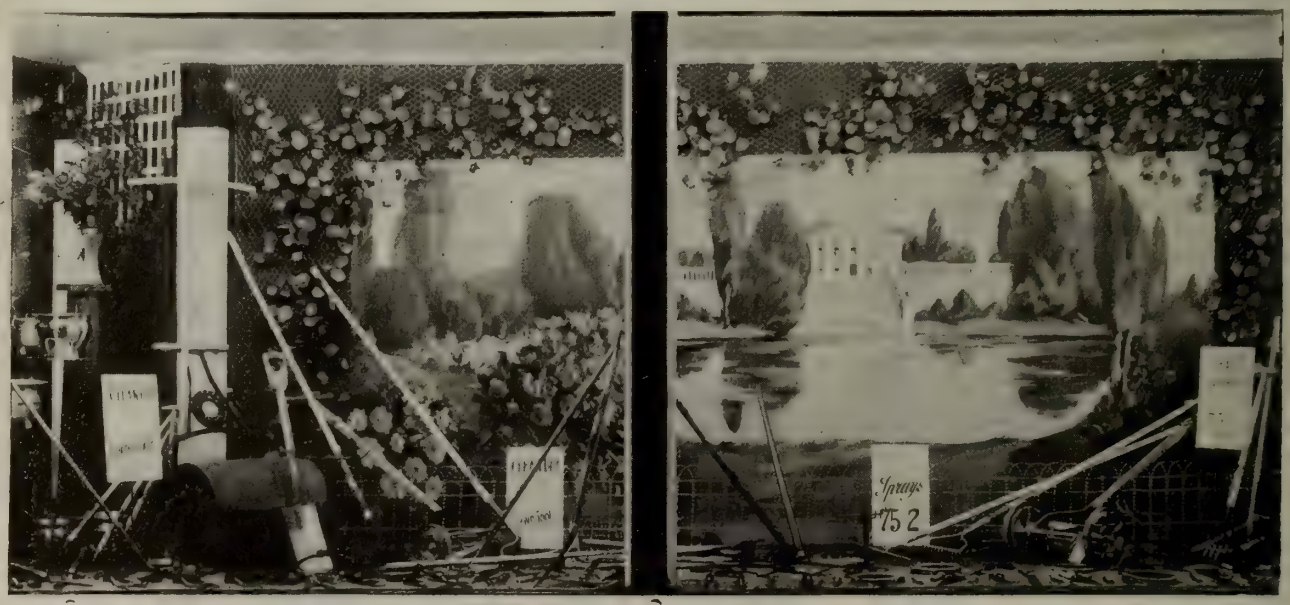


Merchants of Lindsay spent much time and thought in arranging their displays for Dollar Day. Above window shows dis play of Edwards & Rose, hardware merchants. The window carried numerous pennants which gave a touch of brightness. Examination will indicate the variety of articles on which a bid for trade was made.

Suggestions for Seasonable Window Trims



Now that the spring painting and cleaning season is here the hardwareman will be turning his thoughts towards getting up a seasonable display to help along the sales of his paint and housecleaning lines. Above suggestion could be used either as the background for a window display or as a side wall panel display.



Displays of gardening tools will be timely from this time forward. Above window display shows the artistic possibilities in a window display. In order to catch the eye of the passer-by there must be something unusual in the window display. Above suggestion might form the basis for a somewhat similar but different arrangement.

Sales Conferences on Accessories

Getting Staff Together to Discuss Auto Accessories Working Out Successfully — Accessories Influence Sales on Other Lines—Using Space to Advantage— The Selling Idea Predominates—Show the Goods and Price Them

"AUTOMOBILE accessories are a comparatively new line with us. As a matter of fact our stock is not yet as complete as we would like, but the sale of those lines which we have has been splendid and is on the increase. We have handled tires for about one year, chains, freeze-proof solution, greases, etc., for about six months, and it has been no trouble to get these goods over the counter." In this manner R. G. Doran of the Vokes Hardware, Ltd., Toronto, expressed satisfaction over their adoption of auto accessories as a regular part of their stock.

Care in Selecting Lines

Continuing, Mr. Doran said: "We have not rushed into this part of the hardware business; we have given careful thought and consideration to every line bought. Practically every item to be considered was new—the question with us was, how to get the goods over the counter once we had them. Our salesmen can be considered the equal of any in the hardware field, but how to educate them quickly in the talking points of auto accessories was our chief consideration.

Sales Conferences Suggested

"The suggestion was made, why not conferences? Why not have the factory representatives where possible talk to our salesmen? Where this might be impossible, get all possible information from the circulars and advertising on each product, get the salesmen together to discuss same and in this way familiarize themselves with each line.

Successful From Start

"This policy has been followed out with marked success. Let me give a couple of instances. We handle two lines of chains, manufactured by the one company. We had the factory representative give us the talking points on each, show wherein the one was superior to the other, answer questions which occurred to us as possible ones from the consumers' standpoint. The result?—well, we know what to tell the motorist when he wants chains, we can explain why the one is superior to the other; practically every motorist is glad to find that there is real knowledge back of the sale.

Care in Tire Business

"In the case of tires, it has been felt that this business was one which needed careful handling. In fact, this point was emphasized by one of the factory representatives in talking to our salesmen. The tires we sell," Mr. Doran explained, "are guaranteed to give a certain mileage. The question to be settled was, how is it



View showing section of Vokes Hardware, Limited, Toronto, devoted to automobile accessories. Note the neat arrangement of the various articles. Automobile accessories is a line that lends itself to attractive display.



Window display of automobile accessories as arranged for the Vokes Hardware, Limited, Toronto. Note the arrangement of chains, some of which hang from the top of the window while others are placed on the tires. This made a striking display and could not help but catch the attention of the passer-by.

possible to obtain this mileage and not lay ourselves open to abuse over the guarantee clause?

"The factory representative in talking tires gave us the reasons for premature depreciation of tires. He explained that under-inflation was the greatest source of trouble; showed how skidding through the too-quick application of brakes would wear away the rubber—in fact, he gave us details on the care and use of tires which, when passed on to our customers, are not only appreciated, but impress them with the fact that we know the product we sell will give the mileage we guarantee.

Record Kept of Sales

"To further protect ourselves against unjust claims, a record is kept of every tire which goes out of the store. The serial number is kept on record and the date of the sale. As a basis of arriving at possible mileage we have adopted the following plan. We estimate that a maximum amount of service is rendered on the basis of ten hours running a day at the rate of ten miles an hour, in short, one hundred miles a day. Should a claim for a defective tire be made, our records show date of purchase, and it is an easy matter to check up on the above basis whether the claimant has any consideration due.

"There are other important elements which have developed since we have taken up the sale of auto accessories. Not the least of these is the influence on the sale of goods in other departments. Taking paint, we find that a greater interest is manifest in automobile finishes. This has been more apparent since winter shows signs of breaking, and many cars stored away are due to make their appearance on the streets again. Another reason we assign is the tendency of car owners wherever possible to use their cars another year.

Auto Paint Sales on Increase

"These people want to know what can be done to their old cars—how they can get the appearance of newness without the necessity for a large expenditure of money. The average motorist looks on the task of painting his car as one impossible from his own standpoint, but this is by no means the case. The work entailed in renewing the surface of a car body, brightening the wheels or going over the top and side curtains is comparatively easy. We find the worst feature is cleaning the car preparatory to painting, and once we can overcome this objection, the sale is almost sure to follow for the necessary enamel and varnish, etc.

"In the case of tools, we carry socket wrenches for spark plugs, etc., singly and in sets. The sets range in size from the small ones used on the cheaper cars to those which contain necessary sockets for all connections on the highest priced car. But it is not only these that the motorist wants, he will buy pliers, wrenches, hammers, etc., besides items which may add to the pleasure of his summer outings.

These include such items as vacuum bottles, lunch kits, folding chairs, folding cups, knives and forks—in fact, only when one gets down to an analysis of the effect carrying auto accessories has on the sale of other lines is the realization brought home of their essential place in the realm of the modern hardware store."

Accessories Hardware Line

The Vokes Hardware store is only another example of how progressive hardware merchants are entering successfully the auto accessory field. The hardware merchant is essentially the logical distributor for this class of goods, he has so many lines directly related to the motorists' needs that no traditions need be broken to take up their sale.

The matter of display holds no terrors to the hardware merchant—he has the window space, he has the store interior, he knows how to arrange his goods effectively. The question of sales is one which the salesman picks up quickly through discussion of the line with factory representatives, through a study of the advertising, by actual handling of the goods.

Getting the Eyes of the Public

In the Vokes store, the store windows are used extensively. Reproduced herewith is a view of a display made recently

Big Stove Display Has Striking Power

Lindsay Hardware Company Devotes Separate Store to Stoves and Maintains Display in Window—Special Department Has Served to Bring Goods Prominently Before Newcomers to Town—Big Business Has Been the Result

THE firm of Cinnamon-Allin, Ltd., hardware merchants, Lindsay, Ont., believe in the striking power of a big display of stoves to help foster trade in that line. About two years ago they fitted up an entire store adjoining their regular hardware store to be used as a stove department. Now after a lapse of some months they are able to speak authoritatively as to how it worked out in their case. Cinnamon-Allin, Limited, are of the opinion that a separate store or department makes for better business in the stove line. The sale of a stove constitutes what might be termed an unusual purchase. It is not unusual in the sense that there are very few stoves used. On the contrary, there are very many stoves used and sold. But for the average family the purchase of a stove is an event. Usually they make one stove last for years. The amount involved in a purchase runs into considerable money, and the prospective purchaser is going to approach such a purchase with due deliberation. It is a time when they are very desirous of having time to thoroughly canvas the situation. They do not care to be disturbed by other customers passing in and out of the store. Furthermore, the salesman who is attending to the prospective stove buyer will not be interrupted by other customers coming in for small hardware articles. This has been the idea which has induced Cinnamon-Allin, Limited, to devote an entire store to their stove display. This store adjoins their regular hardware store and is connected therewith by an archway.

Sales Have Increased

A representative of HARDWARE AND METAL called on this hardware firm about two years ago at the time when they were just getting ready to place their display in the new addition to their store. At that time their stoves were kept on the second storey, near the rest room. The display was tastefully arranged at that time, but it did not constitute an advertisement, because it was to the rear of the store and was on the second storey. After two years it is interesting to record the experience of this concern. "A lot of people never knew we had a stove department until we placed our stove display on the ground floor in a store by itself," stated one of the members of the company. "We have picked up a lot of new trade and have greatly increased our sales since having a separate stove department."

Catches the Newcomers

A concrete example of the way this stove department helped trade came as a result of an increase in population of Lindsay by reason of the establishment of a branch of the Dominion Arsenal in that town. This industry employs several hundred mechanics, many of whom have been brought to the town from Quebec and elsewhere. As a result many have been settling in the town. Invariably they would have to purchase a new stove, for it often happens that a family will not care to move the stove which they had at their previous place of residence. It is a heavy article, and if it is at all possible to dispose of their old one



Stove display in store of Cinnamon-Allin, Limited, Lindsay, Ont. This firm devotes one store entirely to their stove business, being connected to the main store by an archway.

they very often will do so rather than pay freight to move it. The chief increase in the stove business of this concern within the past two years has been with the newcomers to the town. Their stoves were prominently displayed and when the prospective customer was in the mood for buying a stove the striking power of the display induced many of them to examine the stoves handled by the firm. Once they secured their attention to the extent that they would come to look the stoves over it then became a matter of salesmanship.

Repair Work an Advertisement

The fact that Cinnamon-Allin, Limited, have two men working on stove repairs for the greater part of their time constitutes a good advertisement to the stove department. The firm is an old-established one, which is also an additional factor helping toward trade in this line. For the newcomers there is publicity given to the stove department through the fact that men are out doing repair work in various parts of the city. This, together with the store display, the store window and the advertisement in the local papers, have been sufficient to capture much trade from the newcomers.

Carry Complete Range

Cinnamon-Allin, Limited, carry a very complete line of stoves, ranges and oil heaters. Their advertising of these lines is timely. For instance, during the coal shortage this winter they were making a strong bid for trade in oil-burning stoves and heaters. It was doubtful at times whether or not the people would be able to get coal to use in their heaters and ranges. But there was no shortage of coal oil. An advertisement featuring their oil-burning stoves and advising the people to "burn oil" caught their attention at the time coal was scarce.

Made Reduction on Dollar Day

As an inducement to people to buy stoves during the recent Dollar Day sale this firm made a reduction in the price of their various lines of stoves to the extent of $1. This, however, did not prove to be a fruitful method of increasing sales. The difference of a dollar is perhaps not sufficient to induce a sale on an article which runs into a considerable sum of money. The inducement to buy on Dollar Day was stronger on smaller hardware lines.

Handling Stoves for Many Years

This firm has been handling stoves in the neighborhood of twenty-five years. This has been a factor in helping them retain the business of their regular customers. For those who have recently made their home in the town the displays and advertising are the mediums through which they have been reaching out to make these people their steady customers. The town of Lindsay is a big trade centre for the district round about, the farmers making it a point to come to town on Saturday to do their shipping. The district is rich agriculturally and the hardware store naturally is an important place of call.

SALES CONFERENCES ON ACCESSORIES

(Continued from page 112.)

which had splendid results. In this connection, Mr. Doran said: "It is necessary that we get our goods prominently before the people. We must put ourselves on the map as headquarters for auto accessories, and no more effective means exists than the store window. The displays are changed frequently or at least re-arranged, to maintain an appearance of freshness, and we can attribute many sales directly to the showing of the goods so prominently."

Interior Backs Up Windows

The interior of the store is such that those entering are reminded that auto accessories form a part of the stock. Pillars run through the centre of the store and on two of these automobile tires and chains are displayed in such a manner that they will be seen by all.

Using Space to Advantage

Between these two pillars, on tables arranged at a convenient height, other items of interest to the motorist are attractively arranged. These displays supplement the regular accessory section for which a showing of the goods is made on a large counter display table on one side of the store and showcase directly opposite. On the table spark plugs, headlight lenses, inner tubes, graphite, greases, lubricants, etc., are all in plain view of the customer. The case contains tools of varying descriptions, including wrenches, pliers, socket wrenches in sets, etc. Automobile paints are stocked in the regular paint department at the back of the store but in plain view. Good use is made of color cards, lithographed hangers and counter easels to secure the eye of the motorist.

The Selling Idea Predominates

Throughout the Vokes store the idea of selling predominates. The arrangement of goods is such that sales are quickly handled. Down each side drawers are used to carry the stock, and samples arranged on the front in plain view of everyone entering. Brightly-colored labels giving the names and sizes of goods in the drawers supplement the samples shown. The prices are marked on the sides of the drawers in plain figures, in fact, every article in the store has the price in plain figures.

In this connection Mr. Doran was emphatic on the importance of having every item tagged or marked with the price. "Take our displays through the centre of the store which customers are brushing against—which they can't help but see—if at all interested, they can readily find the price, and let me tell you it's a great assistance to our sales staff. Get the goods out where people can see them, have them priced, and sales are that much easier. We have to consider every means possible to operate successfully with a curtailed sales force, and goods displayed and priced often sell themselves."

Continuing, Mr. Doran stated: "Only this morning I routed out some corkscrews, the large type used by hotels, got them priced and out on display. It was less than half an hour later that one of our customers was in, saw them, and said, 'Why I didn't know I could buy these in the city, I'll send over for one if you'll get it ready for me.' These had been in stock for goodness knows how long, and I certainly attribute the sales directly to getting the goods out from under cover."

Showing the Goods—Not Hiding Them

Mr. Doran explained that they were devoting all their spare time to having everything sampled on the drawers, or display boards, or arranging space in the centre of the store for the bigger items. Goods well displayed are half sold and we are most certainly not ashamed to show what prices we are selling our goods at.

Bright Interior Helps

Every effort to brighten up the store and to keep things looking clean and tidy is made. The ceilings and walls have been whitewashed and brighten the interior wonderfully. The store, which is narrow but very long, derives a great deal of its light from windows on one side. These windows are set back considerably from the fronts of the wall shelving, but the use of white paint has helped out considerably here too.

Eliminating the "Catch-All" Nuisance

One difficulty experienced with these windows has been to keep the window ledges, which are about thirty inches deep, free from the appearance of "catch-alls" for odd lines of goods. To overcome this, display boards are being built to be set in flush with the shelving, and night latches, inside sets, hat and coat hooks, etc., will be sampled. Behind the display board the stock of goods sampled will be kept. This eliminates the possibility of unsightly displays, affords a good method of showing the samples, and the merchandise is kept in good condition.

The selling idea predominates throughout the Vokes store, and every effort to back up the work of the salesmen and increase their efficiency is made. Service to customers is based largely on the knowledge of the salesmen, and no means of keeping the salesmen informed and right on the job constantly is overlooked.

GOOD ROADS PULL FOR AUTO SALES

(Continued from page 106)

assistance of the owner of a car, no matter where he happened to be stuck or what the make of his car. When a car owner gets in a tight place the first thing he usually thinks of is to get "George Taylor to help him out." This willingness to co-operate in tight places has resulted in a favorable impression generally throughout the community and helps immensely to bring in trade in the accessory line.

Unusual Windows Pull the Crowd

Vancouver Hardware Store Arranges Three Battleships From Articles Common to a Hardware Stock—Called the Display "The Pacific Coast Defence"—Results Secured Were Splendid — Seasonable Displays a Guiding Feature



View of window of Fraser Hardware Company, Vancouver, B.C. Various articles common to a hardware stock were arranged in the form of three battleships. One of the striking features about the window was the scenery in the background. This scene is a reproduction of "The Narrows" with the Gulf of Georgia in the distance.

PUTTING across the unusual in a way that appeals was accomplished successfully by W. H. Jeffery, manager of the Fraser Hardware Co., Vancouver, B.C., in arranging his Christmas window display during the recent holiday season. Not only was the window the means of displaying merchandise successfully but it provided a topic of every day interest to residents of the coast city.

A description of the window, as given by Mr. Jeffery, will reveal the ingenious methods adopted in the arrangement and explains how simple these unusual windows are to arrange when a little thought and care is given in planning them. Full justice to the window has not been given in the photograph. The window is six feet wide and fifteen feet long and the camera failed to get the entire length.

The Pacific Coast Defence

"The three ships," Mr. Jeffery stated, "were representative of the Pacific coast defence, named the 'Invincible,' the 'Dakota,' and the 'Satsuma.' The scenery painted on the background represented the entrance to Vancouver harbor, showing even the much spoken of landmark 'The Siwash Rock', with the snow-capped mountains in the distance.

"At the far end of the window, further protection to the harbor was afforded by two large coast defence guns. These guns were made of 1¼ inch hose nozzles and clothes line pulleys. A small encampment of soldiers was shown in charge of the guns.

"In the foreground at the left of the window, nine freight elevators were built on a pier extending out into the water. These elevators carried the name 'Vancouver' and a card which read, 'the future grain terminal of the Pacific coast.' An engine and freight cars were alongside the elevators but cannot be seen in the photos.

Goods from Stock in Display

"The lighthouse with flasher made the scene very realistic. The small torpedo boats and destroyers were toys. The ships themselves were made entirely of hardware taken from stock and no single piece was damaged or made unsaleable."

A careful investigation of the window shows where roasting pans, jack chain, clamps, sad irons, spool wire, malleable pipe elbows and mouse-traps have been some of the lines instrumental in constructing these modern battle ships. The results secured from this unusual display were splendid, so Mr. Jeffery intimated, and he is a firm believer in the value of the window display as a means of reaching out to the man on the street.

Getting Value Out of Windows

There is no question of doubt as to the value of the window display. Are you, Mr. Hardwareman, getting the full value from the windows in your store? Do you keep them bright and clean, do you change the display often, do you use them for showing seasonable goods or just as catch-alls for surplus stock? Many times has the value of the window display been pointed out in the columns of HARDWARE AND METAL and it is not intended in this short article to enlarge on this part of the store sales program to any great extent. However,

it might be well to point out that the window display can be made one of the livest propositions in the hardware store of to-day if studied carefully and developed to its proper proportions. Through the store window the merchant is introduced to the public—the impression whether favorable or otherwise depends on the merchants' use of his display space.

The selling power of the seasonable window display cannot be overlooked. There are so many lines that are seasonable now, so many angles from which the hardware merchant can solicit business that his window display should be sparkling with suggestions.

Paint Very Important.

The window trimmer also will be planning a series of paint display windows and the merchant who keeps his store front painted and attractive looking will gain greater results from his displays in which he urges the use of this commodity. Because a merchant may be a tenant and his landlord does not want to paint the front of the store is no reason why the merchant should allow his store front to become shabby. The slight cost to the merchant will be repaid in sales and prestige many times over.

STORE EQUIPMENT ONE OF BIG FACTORS

(Continued from page 99.)

This is simply typical of many other innovations in May Bros.' store.

The Receiving Room

The receiving room is located at the rear of the store where all incoming goods are taken in. This department is reached by a wide driveway leading in from one of the main streets. This driveway and room is also used for outgoing goods for delivery to customers.

Between this receiving and delivery room and the main store interior a small room has been provided for receiving and pricing of goods, tying up of parcels, for delivery orders and for checking purposes.

This room has been found most convenient as the pricer can work in quietness and at the same time is readily available if needed in another part of the store.

Battery of Oil Pumps

A special battery of eight pumps has been provided at the rear of the store for handling oils, gasoline, etc. These pumps and tanks present a splendid appearance and are always ready for a quick transaction of business or the filling of orders on the lines they contain.

Special Glass Rack

Another very commendable feature in May Bros.' store is the special glass rack which is provided in the basement. This glass rack is a sturdy one capable of carrying a tremendous load and is very compact. It was built especially for this purpose and provision is made for all standard sizes of sheet glass 6 x 8 inches up to 40 x 42 inches.

As soon as a shipment of glass is received at May Bros.' store the original cases are opened and the glass is removed and transferred to the special compartments provided in the glass rack. In this way they can see what condition the glass is in and only glass in perfect condition is placed in the rack.

This glass rack prevents waste from breakage through carelessness; it saves the time of salesmen in the store, a stockkeeper can tell at a glance exactly how the stock stands of various sizes, and there is absolutely no danger of breakage from cases falling over, etc. Each compartment is neatly labeled as to size and other particulars.

The idea of special compartments or racks for various lines of goods has been carried out wherever practicable, with the result that in the basement or stock room a large amount of stock can be carried in very compact and easily accessible form.

In this way the stock is kept in neat order; there is very little danger of stock becoming soiled or marked up on account of being moved around from one position to another, and there is always the added advantage of knowing where to go when looking for reserve stock of any line.

May Bros.' store has been planned out along definite practical lines and there is no indication of any effort having been made to introduce any innovation which is not of real practical value.

The selection of stock, the arrangement of stock, the placing of departments, have all been carefully planned with a view to giving the customer the best possible service.

Prices in Plain Figures

Another feature of May Bros.' store is that all goods are priced in plain figures, and wherever possible the price is shown as prominently as possible for the customer's benefit.

There is only one price in May Bros.' store and that is the price which appears on the goods. The customers have learned to regard this price as the one and only price, and in this way their confidence in the store has been greatly strengthened.

It has always been the policy of Mr. May to keep his price records as complete as possible and he not only has the prices shown on the goods but also has duplicates in the way of special cards or labels with information as to price attached to the various compartments in which the goods are stocked. This is not always possible owing to the nature of some classes of goods, but wherever possible and practicable it has been carried out.

Special provision has been made in the way of a pricing file where salesmen can find prices on a great many of the special lines such as are often called for in a hardware store.

For instance under the heading of handles, prices are shown for extra handles for wringers, carpet sweepers, hair brooms, dustless mops, and many other handles for which a call is frequently made by customers.

The same policy has been followed out on a great many other special lines. In many hardware stores when a special line of this kind is required it is necessary for the clerk to consult the proprietor or secure a special price. In this way Mr. May has made provision for the sales staff so that on practically all specials they are in a position to quote a price promptly.

Office Equipment Complete.

One of the features of May Brothers' store is the complete office equipment. The office is located at the rear of the store on a mezzanine floor, entrance being by way of a stairway from the left-hand corner of the store at the rear. The office equipment consists of filing cabinets for invoices, a cabinet for keeping catalogues of various hardware concerns, adding machine, two telephone lines, manager's desk, bookkeeper's desk, safe. The office is so located that a view of the store can be had at all times. Cash carrier wire lines connect the office with the store below. These lines, however, are not used as a cash system, for the cash is placed in the registers on the store floor. The carrier system is kept only for convenience in sending bills and such like from the store to the office and vice versa. This carrier system saves considerable time and numerous trips. One of the valuable fixtures of the office is the adding machine. The bookkeeper, gives unstinted praise to the adding machine. "It is most valuable at stock-taking time. It is a great time saver. There is no chance of a mistake. It can be depended upon absolutely. For it will add, multiply and subtract with even greater accuracy than the human machine. It is also invaluable in making out the cost of goods," said this young Woman.

Customers Take Pride in Store.

May Brothers were warned by certain doubting Thomases that they might make their store too complete in its appointments and so scare away a certain class of trade who might consider it "too nice." "Our customers have taken as much pride in our store as we have ourselves," stated Mr. May. "They recognize and appreciate nice things no matter how humble their station in life. They have always been made to feel it is their store and that it is because of their patronage that we have been able to cater to their wants in the manner that we have. Our trade has undoubtedly increased because people have been attracted by our displays, equipment and fixtures and because we try to give them service and at fair prices."

Sale of Gasoline Brings Other Trade

Western Hardware Merchant Buys Gasoline in Carload Lots and Sells as Impetus to Other Trade—Helps Accessory, Bicycle and Automobile Sales, all of Which Are Handled—Doukhobors and Other Nationalities Now Drive Cars

BUYING gasoline by the carload is not an attractive proposal in some parts of the country, but there is at least one merchant who has found it to be useful in the development of his business.

Hallson's Hardware is located in the town of Kamsack, Saskatchewan. The district is a fertile one and the settlers have made good use of the soil to grow crops that need only to be planted properly and cultivated reasonably well. Returns are nearly always satisfactory, and in view of the fact that fertilizer is not needed to a great extent the farmers have been able to cultivate a great deal more acreage, and in the recent years of high prices to make themselves prosperous and often independent.

There is no tank storage at Kamsack. Of this fact Mr. Hallson has taken advantage, and for the past two or three years he has been taking care of the growing demand for gasoline in the town and throughout his district.

It is generally agreed that the margin on gasoline sales is small and this is the case here. Notwithstanding, when it is considered that not less than six carloads were handled by this firm last season, it is readily understood that a big opportunity has been embraced to sell the farmers and others calling for this commodity their other wants in hardware.

The gasoline is brought in in steel barrels, and as there is a full space of two lots owned by Mr. Hallson and an additional space adjoining, plenty of accommodation is afforded for the care of a car lot as brought in.



Doukhobors in Canadian West are now enthusiastic car drivers. Above picture was taken on main street of Kamsack, Sask. Two years previous these same young women were photographed while pulling a plow.

Auto Accessories Carried

In addition to a stock of electric fixtures that is maintained in good variety, and for which a good sale is secured, Mr. Hallson is gradually adding to his stock of automobile accessories. These are selected to meet the peculiar needs of the district, and a representative variety is stocked at all seasons, and especially



View of paint department in Hallson's Hardware, Kamsack, Sask. Note the accessibility of the display, together with the arrangement of color cards and painted paddles to show colors.



Interior view of Hallson's Hardware, Kamsack, Sask. Present demands of business have convinced the proprietor that he must have more room for his stock. Building operations are contemplated this year.

when the demand is at its best. Kamsack has been prosperous during the past few years and the farmers have been prompt to improve their position. In special evidence is the automobile, and this is true of the rural population in particular. It naturally follows that there is a demand for accessories, and the management has been careful to watch the trend of customers' wishes that stock may be selected to meet with ready sale.

Has a Line of Automobiles

For the year 1917 a well-known line of automobiles was handled, and while the sales were not so numerous as they are expected to be this season a good start was made. "One of the difficulties," said Mr. Hallson to HARDWARE AND METAL, "is to get the goods, but I have found that my needs are well looked after by the big houses, and in view of all the troubles that jobbers have had we are well taken care of."

A different line of automobiles will be handled this year and sales are expected to be increased over those for 1917. When HARDWARE AND METAL'S representative called, Mr. Hallson had not yet decided what line he would handle for the coming season.

Reference to the accompanying photograph will serve to indicate the variety of trade which is served here, even to such a modern convenience as the automobile. The occupants are seated in their own car and all are Doukhobors. The young lady at the wheel is quite as capable of running a straight course and turning corners as are the men folk. By way of contrast it was pointed out that these same women had been photographed not more than two or three years ago pulling a plough over the farm, after the native custom in their European homes.

This photograph was taken on the main thoroughfare of Kamsack, which has quite a metropolitan appearance for a Western centre.

The Long Distance Sign

As the representative of HARDWARE AND METAL walked up the main street of this thriving town he was attracted in a particular manner by the long-distance gasoline pumping outfit that stands in front of the store. This was made more effective because of the width of the street and the outfit is a modern one with a glass-topped dome. It is an attractive drawing feature and for transient as well as for regular trade it must be a constant reminder of where to stop for gasoline and accessories.

Expects to Sell 40 Per Cent More Bicycles

"During the year 1918 I expect to sell 40 per cent. more bicycles than in 1917," said Mr. Hallson. This indicates very unmistakably that there is a healthy interest in cycling "out West," and that there is really a revival of this old-time healthful exercise. Of course it is as well true that many are now using the bicycle for business and other practical purposes.

Stimulants to Trading

Mr. Hallson stated that he had experienced some trouble with a rather serious amount of opposition as represented by foreign-born storekeepers. It is notable in this part of the West that there are scores of storekeepers who know little or nothing of merchandizing, or even our language, and they are consequently a difficult class of opposition, especially so as they know so little of values and of what a given commodity shoud sell for. But this has not proven to be an immovable obstacle, and the Hallson Hardware has maintained a large turnover by being on the job all the time and giving good service.

"I aim to give good service, and in the matter of goods that are asked for and which may be special or of which I have run short I have made it a principle to send for at once and get in by express. I may not always make a great deal on a sale of this kind, but I have found that this service to the customer is a good investment and pays in the long run." Such was Mr. Hallson's view of one phase of service.

Toys Have Been a Success

Toys have been sold here for some time past, and at the Christmas season in particular they have been a splendid line and a good stimulant to business. It is not essential that a large stock be carried, but a good selection can be sold with profit and other trade stimulated for the regular lines that are inclined to drag as the season advances.

These are carefully displayed where the customers can see them readily, and the windows are also used and serve as a useful index to the stock within the store.

As one of the advertising features adopted and found successful here, the slides that manufacturers have been providing for the use of the trade are used to good advantage in the local movie theatre.

The Hallson store is well located but the demands of the business have convinced Mr. Hallson that he must have more room and better display for his stock. It speaks well for the condition of trade here. Owing to the fact that the present property is owned by Mr. Hallson he will erect his new building on the corner immediately adjoining, and expects to complete his new premises during 1918.

Why Not Double Your Business?

A Big Field of Work in Metal Roofing Which is Not Properly Cultivated—Suggestions as to Starting and Working up a Business — The Conservation Aspect of Fireproof Roofing—Bigger Business Ahead for Man Who Gets in Ground Work Now

By G. G. Complin, Sales Manager Metallic Roofing Company of Canada

THERE is a line of goods properly affiliated with the hardware and tinsmithing trade, which in the majority of cases is sadly neglected, but which is capable, with a little effort, of more than doubling the business of 75 per cent. of the members of these trades. That line of goods is metal roofing—more particularly metallic shingles and tiles. Perhaps the fault for this neglect lies with the manufacturers, or perhaps with the trade, but in any event, a little light on the subject should help to improve matters.

The roofing trade of Canada has, so to speak, been only scratched by metal, as yet. Here and there are tinsmiths who have taken hold of metal roofings, and have recognized them as a staple part of their business, and their towns bear evidence of this by exhibiting metal roofs as the rule rather than the exception. But in the majority of cities, towns and villages, the roofing business has been graciously left to the carpenter and his kindling wood (wood shingles). And the tinsmiths have sat back satisfied with selling a little valley or ridge cap, or perhaps putting a trough around the building. If your town is in this class, make up your mind right now that an aeroplane view in 1923 will show there is a tinsmith there wso can do something besides spike eavetrough and spill solder on leaky pots.

Enormous Field for Trade

Have you any idea of the number of squares of wood shingles laid every year? Statistics are dull and this is no arithmetic lesson, but I just want to tell you that when the tinsmiths of Canada capture just one-quarter of the business which is now going to wood shingles it will mean an average of thousands of dollars every year to each one of them! Just one-quarter, mind you, and this is speaking of wood shingles only, leaving out entirely paper, slate, asbestos, etc. There is surely big business ahead of the knight of the snips who realizes the possibilities of his trade.

And there are no difficulties in the way of accomplishing these possibilities either—no real difficulties, that is. What is needed principally is to let the people know that a better roofing is to be had right in their own town—from you. There is no shadow of doubt in my mind that so soon as people know that their local tinsmith lays metallic shingles as well as they now know that he puts up eavetrough and instals furnaces, just so soon will this roofing come into its own.

The Way to Start

Doubtless, Mr. Tinsmith, if asked, you would answer that you could furnish metallic shingles. You would produce a catalogue and perhaps you could dig up some dusty samples from behind the bench. This is perhaps all right for the customer who comes looking for it. But what is needed is to reach the man who is NOT looking for it—the man who drops in on his way to the lumber yard to buy wood shingles, or the man who to-morrow may commence a new building, or have his present roof burnt off by a spark from a chimney. In fact, everyone who comes near your shop should have a chance to see that you are in the roofing business and in it in earnest.

In starting to build up a roofing business, first decide on the particular make of metallic shingle you are going to push. And let it be one that you have confidence in, as you will never make a success of selling anything you cannot honestly recommend. Look into the construction and the amount of lap; see if a good connection can be made at valleys, and a shingle taken out and replaced, should necessity arise. Choose, if possible, a shingle with a reputation and advertising behind it. Take into account the ease or speed of laying, for this will affect your ability to compete on close price work when necessary.

Show Samples of Shingles.

Having decided on your shingle, put some samples in your window, and mount three or four on a sample board to be prominently displayed in or about your shop. If the maker of your shingle issues sign cards, use them liberally, or get a local signwriter to make you some cards, telling what your shingles are and what they are for. You would be surprised how many people will look at a metallic shingle and not know what it is, if no explanation is given.

When you have your next lot of billheads, envelopes or letter paper printed, put a line across the bottom like one of these: "When you need a new roof see me about Blank metallic shingles," or "Get my price on Blank metallic shingles for that roof." When your men are repairing an eavetrough, teach them to report if the roof is in bad shape, and if so, remind the owner you are in the roofing business. Then send his name in to your manufacturer for a letter and literature to be sent. Make a point of noticing the condition of sloping roofs as you go about town, and follow the same procedure.

Manufacturers Help Foster Trade

All this costs virtually nothing, so the question of expense cannot deter any tinsmith from at least going this far and it will be the means of making a start. It is desirable, of course, to go further. For instance, if you regularly carry an advertisement in the local paper, your line of metallic shingles could be mentioned at no extra cost. When conditions warrant it, special roofing advertisements should be run showing cuts, which your manufacturer will always be glad to loan.

Local advertising by a dealer of a product nationally advertised by the maker forms an important link in a sales chain. It brings the goods nearer home, as it were, and reaches a large class of people who would drop in when passing your shop but would not trouble to write a letter to a manufacturer miles away.

I have suggested choosing just one make of shingle to handle, and I believe this is right. "No man can serve two masters," and boost hard for both of them. If you show a customer a num-



View showing adaptation of metal shingles to modern dwellings. The above is a photograph of an actual building. Danger from loss by fire has been eliminated so far as sparks from chimney is concerned.

ber of different kinds of metallic shingles of widely differing types, there is the possibility of confusing him, creating doubt in hs mind, and finally having him fall back on some roofing that he knows more about. Pick your shingle, study the sales literature of the maker, and work up a line of talk that will leave no doubt in your customer's mind that your shingle is the right roofing for him.

Competition Helps.

Perhaps your opposition will pick out another make of metallic shingle and start in to boost it. It is to be hoped he does. You will then have his assistance in jolting the general public out of the wood shingle rut, and you will find his competition a much less serious obstacle than the present lack of knowledge of metal roofing in general.

The fact of your boosting one shingle and your competitor another is quite a different story from your handling both kinds, and is not likely to create the confusion or doubt just referred to. A customer knows that it is only natural for any dealer to talk up his own goods, but if you lay down three or four different shingles in front of a man who knows nothing about them and say, "Take your pick," he is very liable to say, "Well, if a man in the business doesn't know which is best, how can I expect to tell?" Concentrate on one shingle—the one you consider best, and you will get results.

Of course there are other metal roofings besides metallic shingles, such as tiles, corrugated, standing seam, etc. These could be pushed as well as shingles for the classes of buildings for which they are suitable.

Corrugated Iron Easy to Lay

Corrugated iron is a product which is so easily put on that the bulk of it is laid by other than tinsmiths. While you should be in a position to furnish it, still there is not the same advantage in pushing it as there is in the kinds which require a little more skill in laying. The kinds that should be pushed hard are the shingles and tiles for sloping roofs and standing seam for flat roofs.

Spanish Tiles Reproduced

Spanish tiles make one of the most handsome and attractive roofings to be had for pitched roofs. Manufacturers can furnish a reproduction in metal of this form of roofing, which is practically indistinguishable from the real tiles. The metal has several distinct advantages too in that it is much lighter than the clay tiles, will not crack with ice or frost and can be repaired when needed at a fraction of the cost. Samples of these tiles should be prominently displayed and a few roofs laid in your district will undoubtedly result in a steady trade being worked up for the better class of residences, public buildings, etc.

These tiles are now made in clusters, twelve tiles embossed on one sheet, and thirteen sheets laying a square. They



View showing type of building for which metal shingles are being used. There is a big field for the hardwareman and tin smith to develop in the sale of these goods.

can be laid almost as fast as corrugated iron—some difference from the old 9 in. x 11 in. tiles, which kept a man working hard all day to lay a square. There is no need, of course, to explain all this to a customer, and he will doubtless be agreeably surprised when you name him your price, notwithstanding you have allowed for a good profit. Valleys and hips take some extra time, and these should be carefully taken into account when figuring on a job.

Patriotic Side is Conservation

No magazine article is complete these days without lugging in something about patriotism or conservation. You are doubtless looking for it, so I should not like to disappoint you. Besides, it brings us to a very strong selling feature of metal roofing, namely the conservation of property and goods by the prevention of fire.

Insurance statistics prove that a very large percentage of fires in various classes of buildings originate on the roof, either from chimney sparks, lightning or flying brands from other fires. The National Fire Protection Association is authority for the statement that wood shingles are the greatest single cause of fires in North America, and that on an average of once a day in Canada and the United States someone's home is destroyed or the roof burnt off by the ignition of its wood shingles by sparks from its own chimney. Canada's fire loss last year was $55,000,000, or over $6 per head. These startling facts gave excellent grounds for the arguing of metallic roofing from the standpoint of conservation. Canadians for many years to come are going to have much more sensible use for their money than spending it on material for bonfires to be built on top of their buildings.

The Time is Ripe—Right Now

On account of prices being high you may say that you will not tackle metallic roofing in earnest "just now," or "during the war." If you say this, I think you are making a mistake for two reasons.

In the first place, quite a fair quantity of metallic roofing is being sold right now, and you can sell it as well as others. There are a lot of big firms engaged in making metallic shingles, and I have not heard of any of them going out of business for "just now," or "during the war." They may not be doing as much business as formerly, but they are carrying on and holding things together for the big future business which is surely coming.

The second reason is that it is human nature to judge the merit of an article by its price. You will undoubtedly quote some customers whom you cannot sell just now, but they will go away regretting that such a fine roofing is out of the reach of their pocket, and inwardly resolving that if ever they can afford it they will certainly have it. Later on, when you are able to quote lower, these people will be already "sold," and all you will need to do will be to write down their order.

Work Is Being Deferred

I have referred to the bigger business of the future, which is surely coming. Everyone in touch with the building trades knows that only such new work or repairs as are absolutely necessary are being carried on now, which means that a very considerable volume of work is being deferred until materials and labor are easier. When this volume of work comes on it is important that you should already be known as headquarters for roofing, so that you will not have to start to-day.

In conclusion, let me repeat that there are immense possibilities ahead of Canadian tinsmiths who take a real hold of the metal roofing business—possibilities which are by no means difficult of attainment, and which have already been attained to a great extent in certain places. I think I can safely speak for most of the manufacturers of these products when I say that they are ready and willing to back you up and assist you in every reasonable way in pushing metal to the fore, and in building up a trade which will not only be highly profitable to you, but which will result in raising the Canadian standard of roofing to a level more in keeping with modern ideas of building for permanence and safety.



Methods of Increasing Paint Sales

With Building Operations at a Standstill, Ashdown Hardware Co. of Calgary, Alta., Does Increasing Business—Carries a Complete Line of Regular Products and Specialties—Every Kind of Brush—Advertise Well

FROM a dingy and crowded space, devoted to the sale of ready-mixed paints and varnishes, the J. H. Ashdown Hardware Co., Ltd., Calgary, Alta., has so developed this department of its business as to require for its display and sale at the present time 2,000 square feet wall and floor space, exclusive of space required for surplus stocks. And they have made this department one of the most inviting and brightest, as well as one of the most profitable, through the adoption of up-to-date methods and the carrying of a comprehensive stock.

Three floors are necessary for the display and sale of this departmentized hardware store's many lines. The paint department occupies part of the second floor, and it has been so placed as to ensure a goodly amount of light as well as an unobstructed and exclusive position.

A manager and assistant are required, and the buying is in the hands of the department head, who is required to carefully check his stock daily, and to keep the many lines complete at all times.

Large Percentage Women Buyers

It is a fact worthy of note that a great percentage of the patrons coming to the Ashdown store for paint and specialties are women. This is indicative of the growing interest that women are taking in the purchase of a line of goods which formerly was of little interest to them. So many now do little jobs around the house themselves, and here the interest displayed by women buyers is very marked indeed.

Generally speaking, the women buy specialties. Among these the popular lines are varnish stains, aluminum paint, varnishes, flat tone colors, floor finishes, prepared glues, floor mops and many other lines. By devoting particular attention to the cultivation of just such trade this firm has made its paint department one of the largest and most important among the eight or ten represented. Every care is taken to explain fully the particular advantage of a stain or varnish, and in this respect it has been found extremely important to impart little ideas that would never occur to an amateur, and without which knowledge the product, when applied, might fail to give really satisfactory results.

Stock Turned Three Times

In carrying a stock to meet the needs of their growing trade it is essential that this firm have a very fair investment. The buying is most important and kept at the minimum by the close and careful checking that is constantly exercised. This is, as a matter of fact, an element of good business, and all lines are made to turn as often and as promptly as possible. Some of these turn more frequently than others, but all through there is an approximate turning of the paint stock three times a year. With the supervision and care that is exercised, the whole stock is made to carry a



View showing window display of J. H. Ashdown Hardware Co., Limited, Calgary, Alta. Note the emphasis on lines that should be good sellers throughout the year. Brushes of various kinds, color cards, paint paddles and various lines of cleaners form part of the display.



View of paint department in J. H. Ashdown Hardware Company, Limited, at Calgary, Alta. Section permits of 2,000 square feet of wall and floor space and makes possible an excellent display of these various lines.

very satisfactory margin of profit, and in this respect the paint department has made a good showing.

Package Goods Popular

"The popularity of a clean, neat and conveniently put-up line of specialties has grown very materially in the past few years. The sale of the widely-advertised lines of specialties is very large," said W. J. Illsey, manager, to HARDWARE AND METAL'S representative. "These are largely asked for and always sell better than those not so advertised."

Among the specialties that are carried and freely sold are polish mops, the sale of which has grown at least fifty per cent. They will continue to be a very popular article with the class of feminine trade served here. Package glues, chamois skins, polishes and polish cloths have had splendid sale. Flat wall colors have become quite a feature of the trade. Carriage paints, stains, varnishes in all sizes up to half gallons and paint removers have each become more popular as their use and advantage became more generally known. And there is a good demand for wall colors, too, thousands of pounds being sold annually. White lead in small tins, wood fillers, shellacs and many other paint specialties are carried. In addition to these such package goods as stove and shoe polishes, knife polish, polishing cloths, wax and bronzing liquids are sold.

For the heavier and bulk goods such as putty and white lead in oil, step and extension ladders, dry colors, waste, whiting, etc., space in the store basement is allotted. And for the various lines of paint oil and turpentine, self-measuring storage tanks are used with the extension pump outfits, all muss and wastage thus being reduced to the minimum.

Big Stock of Brushes

"We aim to carry every kind of brush whether a big demand or a small demand exists," said Mr. Illsey. In this the firm has shown its initiative by stocking a very fine line of brushes. These are of every description, and comprise flat and oval wall brushes and kalsomine brushes of many sizes, with a comprehensive showing of varnish brushes, the qualities carried being suited to the requirements of the amateur or the master painter. Stencilling brushes, camel and sable hair brushes of many varieties are shown in big variety, making choice possible with little loss of time. The sign-writer, the house-painter and the decorator can each satisfy his desire here from the full lines displayed. Aside from these, such specialties as floor waxing brushes and floor brooms are sold.

In addition to the foregoing, a good showing is made of special requirements for the glazier, and he may purchase a diamond for glass cutting, or the other substitutes which give good satisfaction. Putty knives, rules, circular glass cutters and the special tools wanted by the paper-hanger can be had here in complete variety.

For the brush stock a special use has been made of the space that would have otherwise been lost, close to the elevator. This has been enclosed so as to make a dust-proof cupboard, and all brushes are here kept in their original condition, free from the usual deterioration that would otherwise result.

Advertising to Make Sales

There is one outstanding feature here. The Ashdown company makes constant and judicious use of the daily papers to advertise the advantages of its various lines. One line is advertised at a time. Thus, in the event of an advertisement being run to stimulate the sales of painting products, that advertisement confines its argument to paint and painting materials only. In this way the reader's attention is centralized and the argument is sent straight home. The best feature is that this advertising pays. For some years it has been an outstanding essential that newspaper space shall be used to keep the firm's name and its

(Continued on page 124.)

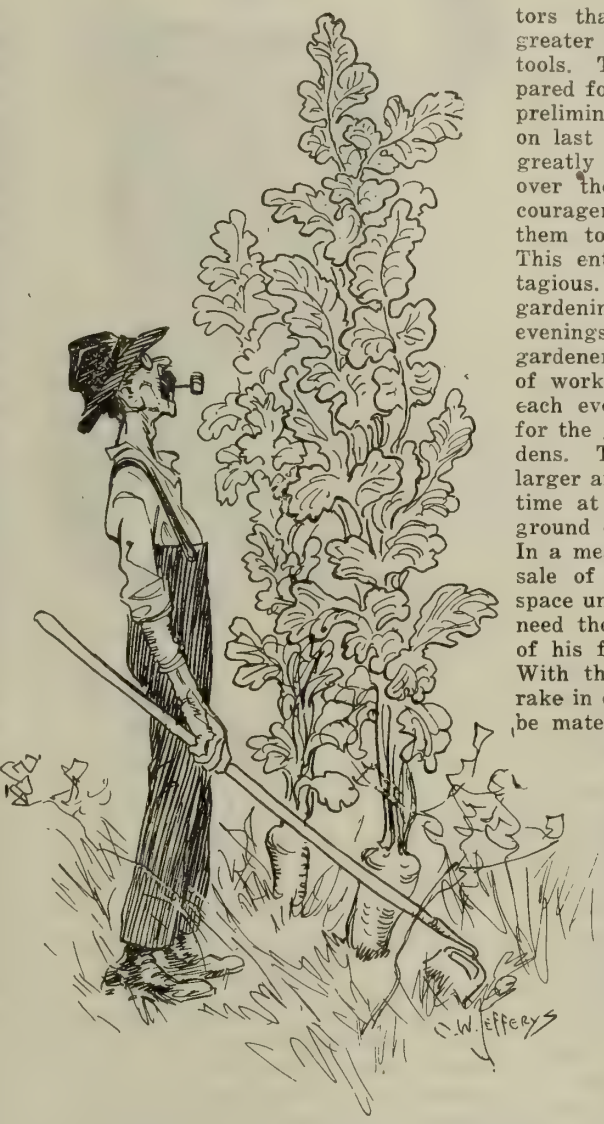
To Improve Sale of Garden Tools

Daylight Saving And Campaign For Production Should Mean Bigger and Heavier Trade Than Ever in Tools and Implements—Hardwareman Can Encourage Production by Pushing Sales of His Lines

THE hardwareman can this year do a greater patriotic service than he did last year by pushing the sale of garden tools. Such a service will not be entirely unselfish for it will mean a bigger trade in his wares. But, while urging the sales of garden tools he is at the same time accomplishing what is most to be desired, namely, that a larger number of people should take up with the gardening idea this year. There was a fine response last year to the call for production, and hardwaremen were greatly benefited thereby. With the enthusiasm engendered last year there should be no trouble in fostering it still more during the coming season. All the amateur gardener needs is the right sort of encouragement. This can be furthered in a very material way by the attitude assumed toward the project by the hardwareman. If he does his best in every possible way to bring the necessity for production before the people his influence will count for more than perhaps any other factor. He is the man who is on the firing line, and forms the point of contact between the appeal on the part of the Government and the actual producer, who is going to make that appeal stand for real production. His quiet influence can be exerted in no unmistakable way. His enthusiasm for the proposition will go a long way toward giving it the necessary impetus that will send the people to their fields and backyards again this coming spring. That enthusiasm will be supplied through the aggressive way in which he advocates production. His advocacy will take the form of displays of gardening tools both in his windows and in his store interior, together with advertising in his local paper or in the shape of window cards or handbills.

Daylight Saving Looks Promising

There is every prospect that there will be an added impetus to gardening this year by reason of the daylight saving idea. There is every probability that this will be made effective throughout Canada. The matter will very likely receive the attention of the Federal Parliament when it assembles this spring. Sir George Foster has given his promise that the matter will be introduced into Parliament in the form of a bill to be effective throughout Canada. This will be all the more necessary this year because the United States has taken up with the idea and the matter will, without doubt, soon receive the sanction of Congress. It will be made more necessary in Canada when it is adopted in the United States because of the close business connection between the two countries. It would make it inconvenient for the big business houses in Canada to start an hour later and keep open an hour longer than those in the United States. The daylight saving scheme has already been adopted in Great Britain and France. It is only logical to suppose that Canada will not be behind in the march of progress. Inquiry from some of the leading business men in various parts of Canada indicate there is an overwhelming sentiment in favor of the scheme when it is adopted in a national way.



Visions of glorious growth. "Talk about Perduction! I never did see a parsnip perduce like that ding-busted plant."

Link Up Advertising to Scheme

The hardwareman will have an excellent opportunity to link up his advertising of garden tools to the daylight saving scheme and to the campaign for greater production. These are two factors that are naturally pulling for a greater trade than ever before in garden tools. The ground is already well prepared for the hardwareman through the preliminary campaign that was carried on last year. Amateur gardeners were greatly encouraged in most instances over the result of their labors. Encouragement thus received will cause them to be enthusiasts over the idea. This enthusiasm will no doubt be contagious. One of the big drawbacks to gardening last year was the fact that evenings were far too short to enable the gardeners to get in a satisfactory amount of work. With an hour more daylight each evening there will be ample time for the gardeners to spend in their gardens. This should work out toward a larger area being cultivated. With more time at their disposal a bigger plot of ground can be placed under cultivation. In a measure this will help increase the sale of garden tools. With a larger space under cultivation the gardener will need the help of the younger members of his family in order to cultivate it. With the sale of an additional hoe or rake in each family the sale will thereby be materially increased.

Advantage From Health Standpoint

The hardwareman would be wise to dwell upon the advantages of gardening from a health standpoint. In his window advertising either through show cards or displays, as well as in his newspaper advertising, he can dwell upon the health feature of gardening operations. A man will undoubtedly be better physically if he goes home from his office or his regular line of employment and gets into the garden for a couple of hours each evening. He will find a better appetite and a keener through the watching of his interest in things in general growing things.

Production is Needed

The most potent argument, however, is the central one, namely, production. That is the appeal that should be made to every householder. From all appearances the food supply is going to be still more restricted by next winter than it has been this winter. Millions of men cannot be taken from productive pursuits without a falling off in production. It may be that we will have to get back to the simple articles of home production before this war is over. Potatoes, carrots, onions, beets, cabbage, parsnips—all these are good things to eat, and we will never go hungry so long as we have a plentiful supply of them. These commodities can be produced right in

our own backyards. Their supply cannot be cut off through the depredations of the submarine. The hardwareman feels genuinely that this production is urgently needed. When he has this conviction it becomes an easy matter for him to go after the sale of garden tools in an energetic manner. Any production that he can bring about through the medium of his aggressive business methods is doing a real service to the country as well as a service to himself. The hardwareman should feel absolutely convinced on this point.

Seeds as Feeders

The encouragement of the planting of seeds is a necessary adjunct to the sale of garden tools. The encouragement to the planting of seeds is of course to be given through the display of seeds and the advertising devoted to same. One Toronto hardware dealer made a strong selling point last year by having some of the seeds growing in boxes in his windows. Seeds that have every evidence of being likely to grow will induce the prospective gardener to buy far quicker than those about which he is in doubt. This planting of a few seeds gives a touch of color to the advertising that brings a breath of the real garden into the hardware store. When a customer has been led to invest in a few seeds the next need will be the implements with which to work his ground.

Reminder Through Displays

Another attractive way of encouraging the production idea and hence the sale of gardening tools is the timely display of articles used for gardening. Hoes, spades, rakes, garden hose, watering cans—all have the power of suggesting the need for their use. Window displays are, of course, the most effective method. But store interior displays are equally necessary. Furthermore, it is necessary to have salesmen who are keen on pushing the sale. A lead taken by the hardwareman himself in gardening operations is a potent factor toward encouraging others to join in. Example is better than precept. In this he can possibly join whole-heartedly in any community scheme to bring vacant lots under cultivation. Some districts are even going into the production on a more extensive scale this year, and are making it a club affair to co-operate in getting a piece of farm land on the outskirts of the town.

Advantage of Experience

The hardwareman who has had some experience in gardening will be able to turn his knowledge to good advantage to assist those who will perhaps get under way for the first time this season. Any advice thus given will perhaps be welcomed and will encourage the less confident one to undertake some gardening operations. The hardware store should be the centre whence the necessary enthusiasm should radiate this spring that will make production of food products possible on a larger scale than ever before. And the hardwareman will find that any effort he puts forth will come back perhaps a hundredfold in the shape of trade.



What "father" will look like after a long evening spent in the garden under the daylight saving scheme. But it will be good for him. A workout will reduce his avoirdupois.

METHODS OF INCREASING PAINT PROFITS

(Continued from page 122.)

policy and wares constantly before the public. To further emphasize this advertising and to take full advantage of it, the display windows are made to contribute to the publicity of the products specially advertised by careful displays of the goods advertised in a given week.

In view of the fact that Calgary, in common with many other parts of Canada, has suffered a quiet condition as pertaining to the building trade, it is noteworthy that the Ashdown Company has been able to maintain and to even increase its turnover in the paint department.

The Store Arrangement

This is due undoubtedly to the aggressives sales programme followed by this firm, but it might be well to draw attention to the very neat and attractive arrangement of shelving on which all package lines are displayed. The photograph accompanying illustrates this department splendidly, and there is no question of doubt but that the care exercised in keeping every line in its place and the cans faced with the edge of the shelving does a great deal to back up the window displays, the newspaper ads. and close sales for the lines so advertised. It is quite true that salesmanship plays a most important part in getting goods over the counter, but with an arrangement of goods that is neat and compels attention, this work is more effective.

Window Displays Help

Not only are house paints, some of the specialties and varnishes included in the window display reproduced herewith, but lines closely related and sold from this department are emphasized. This is apparent in the showing of paint brushes, kalsomine brushes, floor brushes, dust mops, furniture polish, metal polish, etc. It is too often taken for granted by the retailer that the consumer knows he has these lines. Perhaps the consumer does, but by seeing them in your window or in a prominent place in the store he is reminded to buy from you rather than some one else. It will be seen that price cards are used freely, and this is one of the strongest points of the window.

The newspaper advertisements carry illustrations which serve to brighten the space wonderfully, and no mystery about prices exists, as these are quoted freely. There is no reason why the paint department should not enjoy great activity in every hardware store and by hammering away hard results may be expected to show as they have with this far western firm.

$9,000 WORTH OF BUSINESS ON DOLLAR DAY

(Continued from page 109.)

While the sale chiefly affects small lines of hardware, as indicated, a special reduction of $1 is offered on the price of stoves for Dollar Day. These sales during the past four years have not been conducive to big results in the way of stove selling though the special offer of Lindsay hardware merchants applies equally to stoves, ranges, heaters, furnaces and oil heaters. Experience has proved that the chief benefit from Dollar Day sale is in setting apart one day on which townspeople and those from the outlying districts will be impelled to come to town to take advantage of the bargain prices and play a part in the general enthusiasm which pervades every individual and every merchant on the big day of the year.

Evidence of the interest taken in the sale is found in the fact that of 13,000 coupons issued to the merchants of the town, 9,000 were turned in to the local newspaper office where they were well shuffled and the lucky coupons drawn forth. On the basis that each coupon represented $1 purchase this result would justify the most sanguine expectations for the Dollar Day sale, representing as it does that purchases of $9.000 or more, were made among the local dealers in one day of business. This is indeed a record for a town of the proportions of Lindsay and indicates that in this instance Dollar Day is an event of great importance to the local merchants.

Price Cards Help the Salesmen

Salesmen's Work More Effective With Less Effort if Goods Are Priced — Increase Value of Window Display—Inquiry Reveals This Fact—5 and 10 Cent Tables Examples of Success of Use of Price Cards

WHY do many hardwaremen to the detriment of their own trade neglect or refuse to place price cards on the articles they display in their stores and windows? Can it be that they are not convinced of the fact that their chances of making a sale of a priced article are, to put it moderately, at least twice as great as with the same article on which no price is shown? Do they imagine that by not exhibiting a price they will induce the prospective customer to come in and make the enquiry and that they will then have a better opportunity of making a sale? Or do they believe that the average customer objects to the general public being made familiar with the price of the article he is purchasing? Taking the latter idea first, there is this much to be said for it, that in the case of a dry goods merchant selling ready-to-wear clothing or millinery it might have some show of reason. Mrs. Jones may object to be seen in a costume which all her friends will recognize having seen in Messrs. Togemup's ticketed at $24.95. Or Mrs. Brown may feel some diffidence in showing off an article of headgear which the feminine portion of the community will at once remember as an attractive display feature of Messrs. Chapeau's recent spring millinery show marked at $6.98.

Exceptional Cases Are Outlined.

It is not our purpose here to pause and enquire whether these ladies' aversion to publicity in the matter is due to the fact that they may have considered the articles referred to a bargain at the price and would have liked them to pass for having cost more than they really did, or whether their reluctance to wearing priced goods would have been equally strong had those prices been far beyond what any of their friends would have been able to pay. Suffice it to say that in such cases there would be some justification for the dry goods merchant refraining from publicly marking the price of his wares.

Argument Fails From Hardwareman's Standpoint.

In the case of the hardwareman, however, this argument will not apply. His goods are not articles of apparel but are as a general rule articles which are used in or about the home, and except possibly in the case of such articles as might be purchased to give away as presents no objection to the price being known could possibly arise.

Goods Not Marked to Bring in Customers.

Let us then take the other suggestion—that the article not being priced may lead the customer to come in and enquire the price. This may be true of the man who has practically decided to purchase and who would have come in in any case whether the article were ticketed or not, but this is not the man you wish to get by your window display. The man you wish to secure as a customer is the man who when he started out had no intention of purchasing, but who, on seeing the article displayed, recognized his need of it or his ability to make use of it and, finding the price within his means and reasonable, decides then and there to buy. How many men thus situated would take the trouble to enter and make an enquiry as to price? Is it not natural for a man to feel that the price may possibly be higher than he expected, in which case he would have to leave without making the purchase. It is an undoubted fact that many men, and women too, feel that way in asking the price of an article. They feel that the fact of their not purchasing is equivalent to an expression of opinion that the price is too high. In actual experience it frequently happens, however, that the price is actually less than they expected and less than they are willing to pay.

Lack of Price Cards Delayed This Purchase.

The writer has in mind a case in point in which a hardware store was making in one window a feature of children's toys. For several months a nearby resident was continually passing the store with his little girl, to whom the window display was a source of great attraction, and she frequently asked for one particular toy. As no price was shown, however, and as her father was under the impression that the toys were somewhat expensive, it was some time before her persistency gained the day and an enquiry was made as to prices. Much to his astonishment, the father found that the cost of the various toys was not much more than half what he expected they would be, with the result that the child was made happy forthwith, and since then has been a regular recipient of toys from the store. In this case the eventual result was satisfactory to the hardwareman, but how many sales may he not have missed by people who might have bought had they known the prices, but who would not go out of their way to enquire.

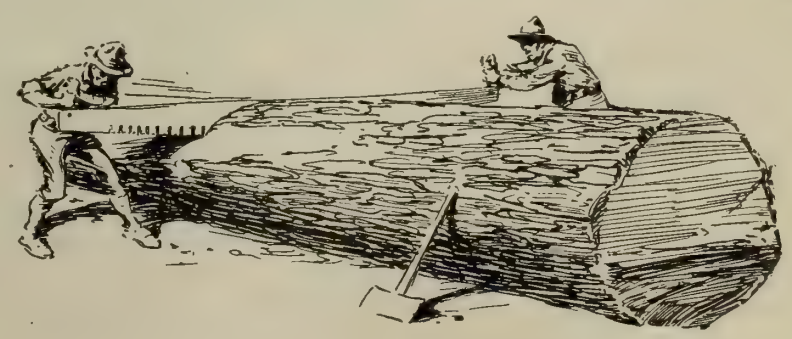
Increasing Effectiveness of Window Display.

Of course a store's regular customers would show no diffidence in asking prices, and to the merchant who is content with the customers he already has and has no wish to extend his trade it may not be so necessary to price goods as it is for the go-ahead man who is desirous of adding to his clientele. But the show window should be one of the hardwareman's chief agents in securing fresh customers and if he exhibits goods therein without showing any prices he is neglecting to make full use of it to that end. For every one person who will enter to enquire the price of an unmarked article there will be at least five persons who would feel interested to know the price but who will not take the trouble to enter the store specially to find out what it is; and the merchant thus misses five chances of securing a fresh customer for every one chance secured through not marking the price.

Statement Based on Inquiry.

This may seem an arbitrary statement but it is based upon enquiry made of 25 different people as to their attitude in such a matter.

The question put to these 25 persons was: "Supposing you saw in a store window an article of which you were not in actual need but which you would like to have, and no price were marked on it, would you go in to enquire the price?" Of the 25 replies only two were a direct "yes"; four were doubtful and the remainder, variously expressed, amounted to a negative. Extended enquiry would no doubt produce



replies to the same effect in about the same proportion.

5c, 10c, 15c Tables Examples of Success of Price Cards.

A lesson may well be learned from the department stores in this respect. Consider the number of small household and cooking utensils sold at any price from 5c to 25c. In the department stores they are displayed on tables and ticketed 5c, 10c, 15c, or whatever the price is, and any woman walking through the department will invariably notice at least two or three articles which she needs, and in the majority of cases will stop to purchase them. But suppose they were not price-ticketed and it were necessary for her to enquire the price, the chances are that she would pass them by. And the point for the hardwareman to notice in this connection is that he can sell all these utensils at the same price as the department store and make a good profit out of them. Occasionally the department store may mark one particular article down to draw attention, but this is quite exceptional. The great majority of articles of this nature sold bear their full margin of profit.

Try It Out.

If there be any hardwareman who chances to read these lines and who is not in the habit of marking prices on his goods, let him make this experiment: Let him make a window display of small articles for domestic or kitchen use he has in his store with the price clearly marked for each article. Such articles as kitchen knives, sink tidies, funnels, bottle brushes and mops, stove brushes, sink brushes, potato parers, dust pans, stove brushes, toasters, tea strainers, corkscrews; these and many other similar small articles will make a goodly show. If they are properly displayed with their prices he will be surprised at the amount of trade he will draw, all extra business, and practically all dependent upon his clearly showing prices. Many hardwaremen are in the habit of making excellent displays in their windows but such displays are not always accompanied by a price card. If any such merchant happen to glance over this article let him just for once with his next display make the experiment of stating the prices of the articles exhibited. To the ordinary passerby the interest of a window display is increased fully one hundred per cent. if prices are quoted.

What has been said should be sufficient to induce the hardwareman who has not yet adopted the system of marking his goods to give it a trial. The advantages are many and the disadvantages, at any rate as far as the hardware trade is concerned, practically nil. It offers a prospect of a larger number of customers, an increased turnover, and enhanced profits. Give it a trial and watch results.

Turpentine Prices Show Decline in Year

Narrow Limit to Price Range—Curtailed Production Probable This Season—When Prices May Advance—Possibility of Greater Movement to Great Britain

ANOTHER year's activities in turpentine reveal little change over conditions prevailing twelve months ago and prices now being quoted are slightly lower than those recorded March 24, 1917, when turpentine was selling at 76c per gallon in this market. On March 16 of this year the price was 70c, which was a decline of 2 cents per gallon over the previous week, and 6 cents lower than twelve months ago. There has been little real price movement in this commodity which proves the exception to the rule that all lines under abnormal war conditions now prevailing must advance.

To give some indication of how little prices have fluctuated during the past year, and even since the outbreak of war, the following quotations at different intervals are given:

August 1, 1914	$0 67
July 31, 1915	0 61
November 15, 1915	0 75
March 15, 1916	0 77
June 15, 1916	0 64
September 15, 1916	0 68
November 10, 1916	0 70
March 24, 1917	0 76
June 2, 1917	0 75
October 13, 1917	0 71
November 10, 1917	0 77
December 29, 1917	0 71½
February 2, 1918	0 73
March 16, 1918	0 70

Narrow Limit to Price Range

Practically every other line handled by the hardware merchant will show greater variation than that revealed by the narrow limit set by turpentine. It is said that in the primary markets turpentine is selling below the actual cost of production and it is felt that much lower cannot be reached. The lowest point reached during the year is 1 cent higher than that reached during last year, but the highest price recorded so far this year is about 5 cents lower than the highest figures of last year. At the highest point reached in January and February of this year the price ruling in the primary market in Savannah was less than 6 cents below the highest price reached in January and February of last year.

As a matter of fact, prices on March 2 are the lowest that have prevailed in the corresponding week during the past ten years. Altogether the year reveals a very narrow spread in prices and explains the little change evident in local markets.

Curtailed Production Probable

That production will be greatly curtailed during the coming season is the view of authorities. Labor is short, has to be paid high wages and with the extremely heavy stocks on hand, it is thought producers will not care to increase their investment. A great deal of the output of turpentine in normal times is exported overseas, but with the shortage of bottoms now it is practically impossible to get any goods to these markets, and this will have a further tendency to limit activities. From May to August is the heaviest producing season in turpentine.

The tendency of future markets is hard to gauge. The demand at the present time is limited. An improvement in the demand will have a tendency to stiffen prices somewhat, but that lower prices will prevail is not thought likely.

When Prices May Advance

The close of hostilities is expected to mean an advance in turpentine. In the past practically one-third of the output has gone to foreign lands, and with the opening of this depleted market, there would be a tendency to influence prices upward. The requirements of the central powers alone would be such that great inroads on present stocks would be made and our allies have by no means been receiving their usual quota. In this connection, however, it is interesting to note that developments are under way by which it is expected a new method of purchasing naval stores for the United Kingdom is to be adopted. A new system of purchasing, transporting and distributing many classes of supplies seems inevitable, and although it is not yet known what form this will take it is thought the necessities of the British consuming trades may be provided for to a greater extent. The industries of the country must be nourished and sustained in a large degree in war times as well as peace, and it is hoped the needs of the paint, soap, varnish, paper and other lines using naval stores will be met to as great a degree as can possibly be done. If this new arrangement works out and the demand on turpentine is stimulated, some firmness to the market may be expected.

GOVERNMENT COAL INSPECTION

The United States Fuel Administration has announced the organization of an inspection system to enforce the mining of clear coal.

During the past winter much of the output of bituminous coal has reached the market containing a large percentage of slate and other impurities. The effect of this has been not only to reduce the heating value of the coal but to put an additional unnecessary burden upon transportation facilities.

Under the inspection system, coal condemned by the Fuel Administration for lacking preparation or because it contains a high percentage of impurities will be sold at 50 cents per ton less than the fixed Government price for the mine.

PRACTICAL SHEET-METAL WORK

THREE PIECE ELBOW WITH GUSSET OR GORE PIECE.

BY THOMAS STANFIELD

MUCH has been said about the enormous fuel waste that is taking place in Canada, but with the exception of one or two authorities very little has been said as to how fuel can be saved. Some have advised how a furnace should be operated, and have given reasons thus and so. But oftener than not most of this information is only of value providing that the furnace is properly installed and of a proper size, also it has been assumed that chimneys and smoke pipes have been O. K.

It would be safe, however, to say that at least 30 per cent. of the troubles with heating systems is due to poorly constructed chimneys, and, in many cases, these can be remedied by adding a good type of chimney top.

A number of illustrations are here shown in connection with chimney caps and chimney construction. In our Canadian climate more care should be exercised when building chimneys. Many a furnace is installed that, do what one may, will never burn properly, and will not give off enough heat. When an extension to a chimney is made by adding a galvanized pipe as shown at A plate 23, it should be installed in such a way as to protect the chimney top.

Fig. C. shows how a chimney may be protected from cold and made much more effective if constructed in manner shown. It will be noted that where a chimney projects from the building line, at least one-half of the chimney is too much exposed, and particularly so when simply a single brick is built up on the outside.

An air space or asbestos coating should be by right inserted in such a chimney and it would result in better draft and less fuel consumption. Fig. D shows another design of chimney which is a very effective one, and one that is becoming very popular. It is a well-known fact that a round chimney is much more efficient than either a square or rectangular one.

Then again with a round pipe chimney that is smooth as well as furnished with an air chamber its effectiveness is greatly increased as stated before when an iron extension is placed on top. In this case there should be some protection for the brickwork, because winds and vibration caused by heavy traffic, etc., will very often cause the top layers of masonry to become loose. Fig. E. shows how a chimney may be protected.

Fig. F. is a full pattern of extension pipe shown in Figs. A and B, and is self-explanatory.

In conclusion the writer is of the opinion that one of the most important conditions precedent to a furnace being installed is to be thoroughly satisfied

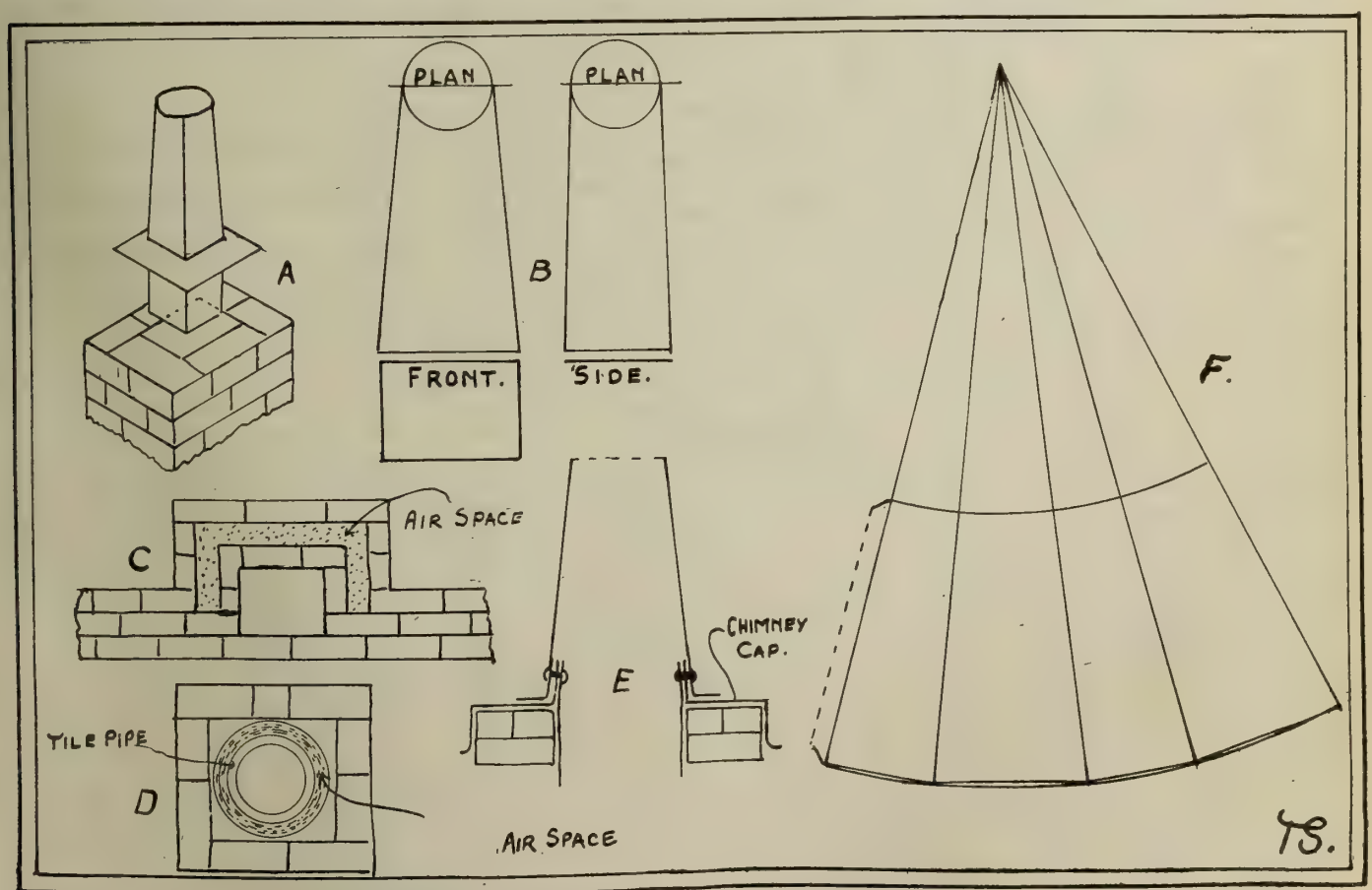


Fig. 1.

that the chimney is suitable for the furnace, and seeing that this work is done long before the furnace is installed, it is often necessary to decide upon the style of furnace before the chimney is built.

One very common trouble with furnaces, no matter of what kind, hot water or steam, is very often traced to poor chimneys. Sometimes they are not properly built, not large enough or have some obstruction at or near the roof.

Many times it has been found that a taller building has been erected possibly after the furnace has been in operation, or it may be that the taller structure was first built.

The chimney top here described in Fig. 2 and for which patterns are to be developed has proved very satisfactory. The first the writer constructed was required owing to the fact that a tall building was built nearby after the furnace had been in operation for several years, and up to that time had given splendid service. But when the taller building was erected trouble began.

Since then several of the tops described have been fitted up to existing chimneys, and have resulted in a great improvement.

The principle of this chimney top is that when a wind blows even against the taller building the draft is forced through the pipes AA either up or down and in any case this draft causes a suction on horizontal pipe B, and prevents a down draft. As to size the pipes should all be the same diameter.

In developing the patterns, the elevation and plan is first drawn as shown. Pipe C enters the chimney and may be fitted to a square to round piece which should not have less cubic contents than C.

Next divide plans of each pipe as shown into twelve equal parts, using only the four figures 1, 2, 3, 4, and repeating same. Next draw a vertical line DD, through centre of pipe C and B, which should be the true centre of the elevation. Now determine the diameter of chimney top. The length of pipes AA should never be less than three times their diameter, four times is preferable, and the distance between point E F should never be less than the proportions shown, say one and seven-eighths of the diameter with a pitch of about 60 degrees.

It will be noted that as all pipes are equal in diameter the eight mitres are all in the centre of each pipe, therefore, it would be well to centre each pipe, draw three half plans of A and B and full plan of C, then draw the mitres.

Next draw dotted lines through the half and full plans at points 1, 2, 3, 4, 3, 2, 1, cutting each mitre as shown, all lines of which must be parallel with the outlines of the elevation.

Next draw a vertical line as shown in Fig. C^1 and divide it off into twelve equal parts 1, 2, 3, 4, 3, etc., from these points draw as many horizontal lines. Next take the compass and transfer the measurements from line a b in pipe C, and mitre, C, B, to the stretchout line, Fig. C^1, cutting each of the dotted lines which bear their corresponding figures. By connecting these points the pattern for pipe C is developed.

The patterns for Figs. C^2 and C^3 are developed in a similar manner, as also are the holes in the various patterns. The one stretchout line can be used as in the case of Fig. C^1. Allowance must be made for joining the mitres, but the pattern of the hole is well to be cut a little small at first, because it can always be fitted, whereas if cut too large there is nothing but making up another piece that will do. The joints of such a top must always be tight so as to make it as effective as possible.

COAL PRICES INCREASED

Coal prices in the Somerset field of Pennsylvania were increased recently by the fuel administration, a price of $2.60 being fixed for all grades. The old prices were $1.75 for slack or screenings, $2 for run of mine, and $2.25 for prepared sizes. Operators who have complied with the Washington wage agreement may add forty-five cents a ton to the Government price.

The Somerset field produces industrial fuel chiefly, and it is the announced policy of the fuel administration to stimulate the output of fuel needed in the industrial war programme. Coal mining operations on the Baltimore and Ohio Railroad from the Somerset County line to and including Indian Creek and the Indian Creek Valley branch of the same road were added to the field by to-day's order.

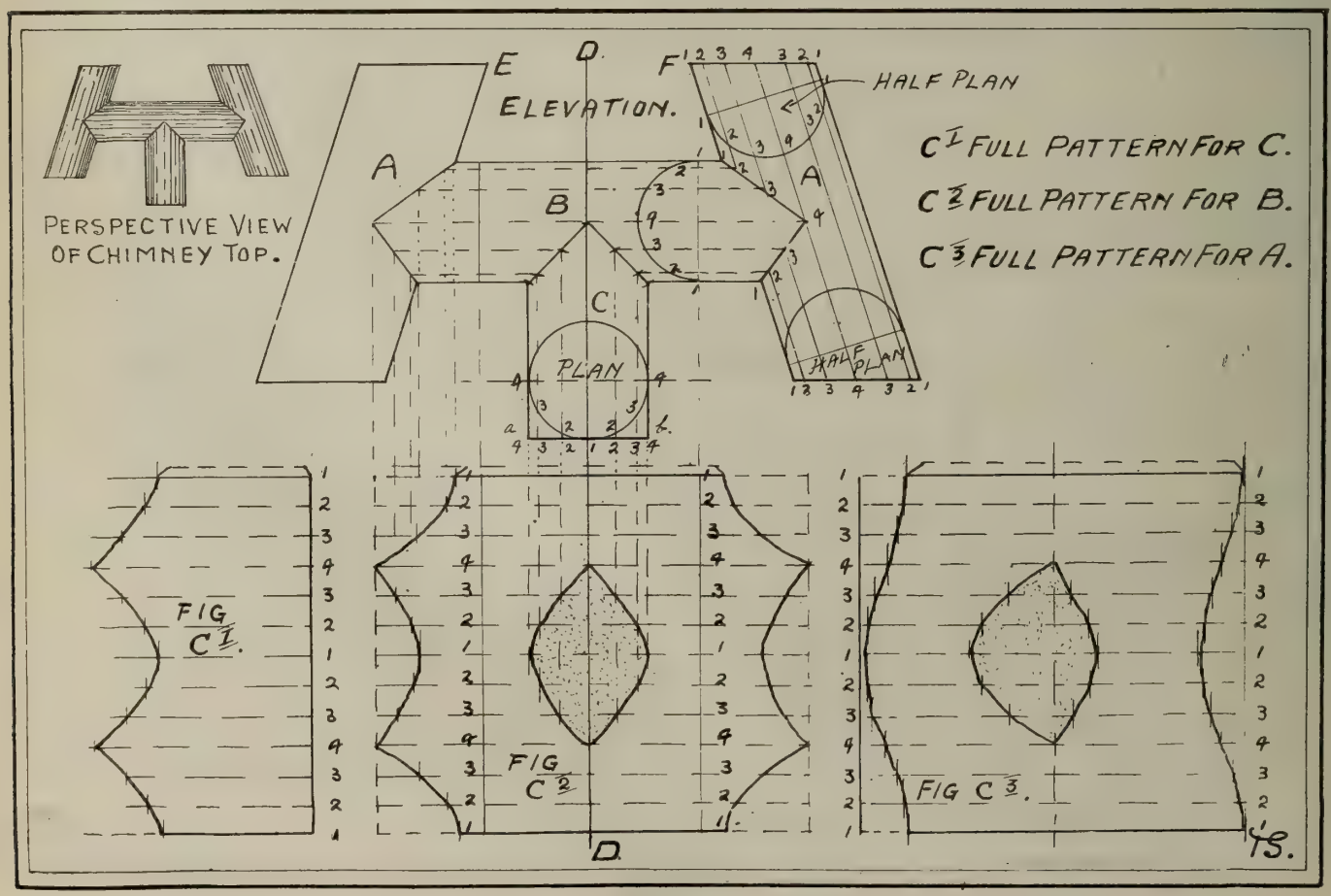


Fig. 2.

Salesmanship a Matter of Knowledge

George Taylor Hardware Company Takes Pains to See That Their Clerks Are Thoroughly Acquainted With Selling Points of New Commodities—All Salesmen Are Equally Familiar With Goods Carried in Store



THE George Taylor Hardware Company of Cochrane, Cobalt and New Liskeard make it a point to see that their salesmen are well-versed in the selling points of any new commodity which they may add to their stock. This concern goes on the principle that when the essential points are known to all the salesmen they are equally competent to make a sale. If one salesman happens to be away from his particular section the nearest clerk or salesman can sell the goods equally well to the customer. "We always make it a point to see that our salesmen are thoroughly acquainted with the article which they are selling," stated J. Perrault of the New Liskeard branch of the George Taylor Hardware Company. "We accomplish this in various ways. If it is at all possible to have the representative of the manufacturer introduce it to our sales staff we always endeavor to have this done. We realize that he is more intimately acquainted with the selling points than perhaps anyone else. If they are able to get his viewpoint they will make better salesmen in placing the article before the consumer.

"Sometimes it happens that it is not possible to have this representative of the manufacturer explain the selling points of the article. Perhaps it has only been possible for the sales manager or buyer to become acquainted with the various points. When that is the case we make it a point to get the salesmen together and have a good-and-welfare meeting—a dissecting time, when the article is thoroughly canvassed and the points set out that differentiate it from other articles of the same class.

"Very often we get the men to come back on an evening that is agreeable all round and the article is then placed on the boards and a minute examination made of all its points. Take for instance the sale of rifles. Some little time ago we had occasion to purchase quite a number of rifles from the City of Toronto. These rifles were secured at a good price and we were able to make a good price in turn to our customers. These rifles were sold largely through our windows, some forty rifles in all. But in order that our salesmen should become thoroughly familiar with the rifle we had a number of conferences over the points of the rifle. Its shooting power was explained as compared with other rifles. When the salesmen are able to tell the exact hitting power of any particular model of rifle, it leaves nothing to guesswork on the part of the purchaser.

"In selling rifles it is very essential that the customer be acquainted with the range, the hitting power and the kind of work that the rifle should be expected to do. Salesmanship that does not know what a rifle will do—or at least what the manufacturers claim it will do—will not get the salesman very far. Men who purchase rifles are, as a general rule, acquainted with various makes of rifles from actual experience, They want to be assured to a certain extent that the rifle they are getting has some distinctive merits.

"When we were going over the merits of the particular rifle in question we had some evening sessions at which we could go into the matter thoroughly without being disturbed by customers. When we were through with that particular article any one of our salesmen knew all the saleable points as well as the manager. This was a big factor in helping us dispose of the number we did. It will not do simply to place an exhibit in the window and then hand out the goods, particularly if the line is one like rifles. The expenditure made on a rifle is considerable and the man is going to size up the various kinds before he finally decides on one. The salesman who is able to come to his assistance in giving all the facts that he wants to know is the one who stands the greatest chance of making the sale. It will not do to have a hazy sort of idea about the subject of rifles in general, and with no specific knowledge about any particular one. Rifles have a mechanism and points that differentiate them. The salesman who is able to enlighten his prospective customer on these points is the one who will get his confidence and accordingly make the sale."

Principles of Salesmanship the Same.

"The principle as applied to the sale of rifles is the same as that which should be applied to every line in a hardware store. Some articles are very easy to understand and there is practically no effort necessary to get the main points about their selling qualities. With a complicated article such as a rifle there is more to learn and the art of salesmanship becomes more complicated. But the method of acquiring the facts about the article is the same. It is not sufficient that an article should be handed to the customer and then leave him to form his own opinion about it. In nine times out of ten he could hardly be expected to catch the salient points about it from merely looking it over. Invariably it is necessary to have these things pointed out. In order to be able to point them out the salesman must know his own goods.

Well-Rounded Knowledge Necessary

The hardwareman, therefore, who would be a good salesman must make a study of the goods he carries. The same things that constitute good advertising points in newspapers are the basic rudiments of good salesmanship. There is a difference, however, as will be noted. When the man is a good salesman on the floor of the store it does not always follow that he is going to write good advertisements for his concern. Very often he can sell the goods over the counter and give all the facts about the article that the customer wishes. But when he comes to placing these ideas on paper he very often fails to keep his eye on them.

It will therefore be seen that the idea of salesmanship is not simply one of handing out the goods. One of the prime essentials is to convince the prospective customer of the best points about the article. When this is done the article is a long way toward being sold. If he has put his case right it is simply a matter of taking in the money. From this it is evident that it is quite desirable that a salesman should have a wide survey of those commodities coming within his scope in a hardware store. He can make it a life-long study and still leave much to be known. If the salesman would take his work seriously—as he should—he would become a much better rounded out man. A study of the conditions and prime points of divergence between various articles is a liberal education in itself.

Sporting Goods Should Sell Now

The Call of the Out-of-Doors—Every Man, Woman and Child a Prospect—Work Hard and Play Hard—A Big Field, and Profitable—Children an Advertising Force—The Question of Health—Get the Edge by an Early Start

GETTING the goods over the counter of the sporting goods department is not such a difficult piece of salesmanship as one might imagine at this time of the year. The period between winter and spring, when weather conditions are bad, makes suggestions for the out-of-doors from the sporting goods department welcome.

The small boy is anxiously awaiting the time when he can don a baseball mitt, the tennis enthusiast is already planning on a better racquet for the coming season, the follower of golf does not always wait for the snow to entirely disappear before he starts getting into his swing. The call of the out-of-doors is strong, practically everyone is just waiting to break the shackles of winter which have restricted their freedom to a great extent for many months.

Every Man, Woman and Child a Prospect

There are so many lines to be featured now that practically every man, woman and child is a prospect for sporting goods of some description. The success of the Canadians in Flanders has been due in a great measure to the dash developed on the football field, by the keen eye necessary to pick out the good ones at a ball game, by the steady nerve required on the green in a close game of golf. These are points that should be borne in mind by every salesman of sporting goods. Every encouragement should be given to the younger element to develop the resourcefulness necessary in so many games and the older ones to maintain efficiency and health to carry on the business at home successfully.

Work Hard and Play Hard

Greater demands are being made on the individual during the progress of the war, and it is essential that every effort be made to keep fit for whatever may be ahead. Hard work is surely being indulged in and to play hard should be equally important.

The Appeal is Universal

To start then with those upon whom the greater responsibility lies. There is golf, there is tennis, there is boating, there is lawn bowling. Some of these suggest greater activity than others, but in each the merchant has an opportunity to develop sales which should not be overlooked. Golf and lawn bowling have in the past been considered the older man's games, but the younger men will be found great exponents of these, and that they are worthy their efforts is becoming more evident each day.

Boating suggests more than just exercise. It may also mean fishing and the development of the fisherman with his tale of the big ones that got away should not be overlooked. Swimming is also indulged in and that means the sale of bathing suits, caps, etc.

Tennis is by no means a lone pastime for the ladies. There are few sports which will bring out the best in the individual man or woman as well as tennis. It is a decidedly strenuous game and may easily offer great opportunities for sales which no merchant should overlook. Racquets, balls, shoes are all good sporting goods lines and move freely from now until fall comes.

Considering the Sales

How, then, can the merchant best develop the sporting goods field—how are sales to be maintained at a high average in these days when so many have answered the call of King and country—how best to impress on the people generally the importance of maintaining sports even though war with its dark cloud hangs over us? These are points which some merchants are considering, but in most cases the shortage of salesmen who are capable of getting the goods over the counter is paramount. Many merchants have left the sale of sporting goods to the younger salesmen in the store and with so many of these away now there has been a temptation to rather let the sporting business slip a little. This is a big mistake. A little careful study of the line only is necessary; getting the goods out on display is the essential point for in nearly every branch of sporting goods the display and individual handling do most towards developing sales.

Be a Promoter—an Enthusiast

One point which the hardwareman should bear in mind, and that is to encourage the promoters of sport, in fact, do a little promoting yourself. It is not an impossible task—as a matter of fact it is often only necessary for the hardwareman to make the suggestion about forming the club. Interest one real enthusiast and the work may be shifted to other shoulders. However, it is well to keep in touch and lend your moral support to all local organizations.



There are so many angles from which the sporting goods business can be approached. It may be that your advice is sought in forming a gun club. There is matter available from manufacturers which gives all details in respect to material needed which will assist materially in determining how best to approach the subject. To develop a steady nerve and a keen eye, what better means exist than that found at the rifle ranges or gun clubs. For young and old alike great enjoyment is possible in the use of the gun or rifle and a sport of more real, practical value at this time would be hard to find.

In taking an interest in the local golf club or assisting in the promotion of a municipal golf links, the merchant attains a measure of prestige which will be reflected in sales of goods required for this form of sport. The fascination of golf is really only known to those who indulge in the game and the most rabid critics become its greatest exponents once they have indulged in an endeavor to get "distance" in their driving or accuracy in their "putting."

A Big Field—and Profitable

One might go through the entire list of recreation that will be indulged in, tennis, football, baseball, quoits, cycling, or automobiling and a little study of the situation will reveal the wonderful possibilities to be developed in this field. Selling sporting goods of all kinds usually results in a profitable transaction, and a balance on the right side of the ledger. The same volume of business in nails would more than likely result in loss. From the standpoint of profits, which every merchant must consider, the sale of sporting goods must present possibilities which should not be overlooked.

To See is to Buy

Conditions to-day are such that the wide-awake merchant is developing sales of those lines which must show a profit. That point must not be lost sight of for one instant. In no other line is it

more noticeable that the purchaser wants to see and examine the goods and the man on the job can eliminate or reduce to a mighty small percentage outside competition as developed by mail-order houses in many standard lines.

Importance of Displays

The methods to be employed in selling are largely those which would govern in any other field of action but particular stress must be placed on display. Let the people know that you have the goods—get them into your windows, utilize display cards and counters; if the goods themselves are not carried at the front of the store, at least have a small display where every one can see it on entering, with a card directing possible buyers to the sporting goods department.

Take any individual line or combination of lines and the window-trimmer has a sufficient range for his best efforts in arranging a display. And an attractive display of baseball, football, tennis or golf supplies or combination of all will secure attention from the man, woman or child on the street as no other goods will.

The Children An Advertising Force

It might be mentioned how great the interest of the small boy or small girl is in baseball or tennis. By securing the attention of the little folk, the news is carried to the home, and the big brother or big sister, the father or the mother will start planning on how the younger ones can be supplied with a baseball mitt or tennis racquet. They naturally take great interest in the development of children and by catering to the youth the merchant has in his possession the greatest advertising medium for his store that can be secured. It has often been said and it can safely be repeated that the youth of to-day are the buyers of to-morrow, and the merchant who realizes this will see that the little folk are made welcome at his store.

The Question of Health

The question of health should be one which the merchant should not overlook in his selling campaign. Too often it is the case in the smaller centres that the young men on leaving school to start work leave off their sporting clothes altogether. Then again the older men do not take sufficient exercise. You may feel in conjunction with other merchants that you work hard and are too tired at the end of the day to indulge in any form of exercise, but it is only the exception to the rule who wouldn't benefit from a half hour's workout in the gymnasium or a couple of hours bowling or golf. You would find that you were better fitted for your work, your clerks would maintain a higher standard of efficiency and that tired feeling from a day at the office would not be present every evening. Apart from that the good-fellowship created in mingling with your fellow men, away from the worries of the office, can be played up as a feature well worth noting.

There are many points to be considered in the sale of sporting goods. Volumes might be written on the advantages to be gained by active indulgence in one or more forms of recreation for everyone, and this angle should be studied carefully. However, the hardware merchant is concerned in getting his goods over the counter and one really important point is display. The windows should be used often, the goods in the sporting goods department should be out in plain sight and newspaper space can also be used to advantage.



What delights can equal those of boating and shooting? The call of the wild is always stirring within as soon as the ice clears the rivers and lakes.

Get the Edge by an Early Start

The out-of-doors is calling and calling strongly and developing this feeling which is felt by everyone after the long, hard winter should result in sales for the aggressive hardware merchant. It is by no means too early to start now, in another week's time your competitor may have secured the edge on you in this game. Be prepared to get the business and go after it aggressively and you will meet with a ready response. Sell the profitable goods and let your competitor have the business that may bring volume but not the bank balance at the end of the year. Sporting goods are profitable and deserve careful attention and real action.

GREAT SUCCESS IN GARDENING

The city of Fort William has reason to be proud of the success that attended the efforts of the citizens in the work of food production. Mayor Murphy of that city has recently drawn attention to the accomplishments of the Vacant Lot Garden Association. A. D. LeMay, chairman of the association, reporting on the work carried out, said:

"There were 1,180 lots given out by the association last year to individual applicants; in addition to these there were several large blocks of land on North May street, and north of the Neebing River which were allotted in bulk to foreign citizens of the coal dock section, which would make in all over 2,000 lots under the association.

"We have endeavored to obtain reports from all the different gardeners as to the amount of vegetables grown. While we were not able to secure these in all cases we did receive reports from a very large proportion. The committee has gone into these reports very carefully, and, basing their estimate on reports received, have arrived at $42,500 as being a very conservative value to put on the produce raised in the gardens of Fort William for the year 1917. The total expenses of the committee was $233.

"For the ensuing year there are already some 160 applications filed for lots. These were received by the secretary during the fall. The office has been closed during the winter but will open again every Thursday evening March, from seven to nine o'clock in the assessor's office, City Hall."

Wallpapers for Season of 1918

While the High-class Taste Will Have Chintzes, Tapestries and Shadow-cloth Effects, Stripes Will go Strong in Popular Priced Papers—All-over Patterns Not so Strong

WALLPAPERS for 1918 are strong on stripes. In all the more popular showings striped effects are likely to predominate. There are some bold striped effects amongst the 1918 styles, and many lighter stripes. Silvery stripes varied with blue and pink tinted stripes are being used in popular priced wall papers. In association with the stripes there will be found floral motifs, in some cases very tiny. Roses are still, as ever, the most popular decorative flower, and will be found developed in all the usual colors from the natural pinks and reds to the conventional blues, greens, and browns. Sprays of roses with leaves appear between stripes, and in some cases are worked into the broader stripes themselves.

Black Stripes

There are some black stripes on cream or white ground. These are shown in both broad and narrow stripe. It is admitted that no very great demand exists for black and white effects now, but there was for a short period a fashion, or fad, for these and a few will probably be sold here and there throughout Canada still.

In some of the newest floral friezes, however, traces of the black and white stripe idea are found very effective. The stripes come in above the main floral work of the frieze contrasting sharply with the colors of the flowers. The main paper of the room using such friezes would be a simple stripe effect, broad light toned brown bands or stripes varied with equal width white stripes. In the trimmer for this scheme of striped paper and frieze the black stripes will also appear just visibly and no more, at the lower edge below the flowers of the trimmer.

An interesting point about the use of black and white in wall papers is that the taste for the pronounced black and white effects first seen developed from movie picture scenic effects. Because of their photographic qualities probably bold black and white decorations were used in many movie scenes, and the public "took hold."

Florals for Bedrooms

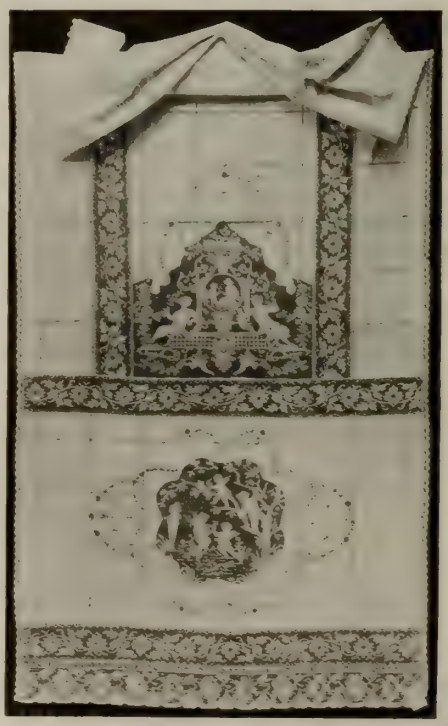
While what are known as "all-over" patterns are not exactly in the lead at present, and are in fact away behind stripes in popularity, there are still some showings of these, and they will be used to a certain extent. Floral designs will be used mostly in bedrooms. Foliage and conventional wall-papers will be found chosen mostly for living rooms, halls, and dining rooms. The exclusive taste in Canada is going in for chintz papers for bedrooms and imported tapestry effects in imitation shadow-cloth style with a white over-print in some cases. For the most exclusive taste very high-priced papers, reproductions of famous tapestries in France, are being shown. Metallic effects, old silver, and blue are found amongst the high-priced papers, but silvery metallic effects and gold effects are being shown also quite considerably in the medium-priced papers.

In some of the handsome tapestry effects heavily massed trees with glimpses of scenery showing shadowy houses, and the suggestion of rivers and mountains may be found. Large ferns in a broad bold all-over pattern appear in other showings, printed on a ground representing woven material, and carried out in dark blue, brown, and metallic relieving touches.

The Enemy Circumvented

Amongst the tapestry effects are the "Soirettes" in soft grays and rose colors shadowed delicately. These were formerly imported from Germany; now they are being made in Canada.

Leaves are having their share of popularity. Some fine designs in conventional leafage are being shown for 1918. One of these representative of the style is in two-tone effect, the leaf—a sort of maple leaf, though conventionalized — being carried in all-over pattern picked out in gold, and shadowed in bold masses which develop to the eye at a distance. The frieze to go with this paper is a larger rendering of the same leaf and done in colors. Good strong browns, blues, reds and greens are used. Or the design may be in lighter toned hues in which case the pinks come into play. Pink in wall-papers invariably makes for popularity.



Hand Embroidered Curtain

A handsome new curtain of jewel cloth with filet lace and motifs of artistic design inset by hand-buttonholing. Hand embroidered garlands in pink, blue and green. Table cover and scarf may be had to match for a boudoir set. From Jennings & Wilson, Toronto.

The Color Situation

It is difficult, since the war began, by the way, to get the best pinks and rose shades in wall-paper. These were obtained in their best purity from the eocene dyes which came from Germany. So far outstanding success in the manufacture of these has not attended the efforts made in the United States to produce them. Pinks, rose tints, and the kindred hues are obtained from Para reds now. They lack something of the qualities of the other kinds, but possess reasonably good qualities as substitutes, and only the expert in colors could detect the difference.

Colors of all kinds, more or less, and the bronzes have advanced considerably since the war as is well known. In the wall-paper manufacturing business the bronzes are fully 350 per cent. more costly now. The colors average about 200 per cent. higher in price. Greens are more, yellows less affected, pinks as stated previously.

There have been oriental influences at work on the mind of Dame Fashion in wearing apparel, and in wall papers these have found a faint reflection. Some Chinese pattern wall papers, not pronouncedly Chinese, but containing unmistakably the Oriental idea, have been found going fairly well.

Then as a surprise to the manufacturers, an Indian effect, embodying bright vivacious coloring in bold flat geometrically shaped patternings was found to succeed well in point of selling power. This is a novelty in its way, and novelties since the war have been extremely reluctant to appear on the Canadian market for wall papers.

In association with this Eastern influence may be mentioned the favor in fairly exclusive circles which is found for Japanese grass-cloth papers, the imitations or reproductions in paper of the high-priced wall coverings fashionable in America and elsewhere. These, with frieze border and trimmer in plain severe line and mass patterns and carried out in soft browns and yellows, are handsome wall coverings. They possess a curious opening for objection on the part of the user. That is that the joinings of them when the paper is up are

apt to show a little decidedly. Now, although these joinings show infinitely less positively than do the joinings of the actual Japanese grass-cloths costing dollars a yard, yet it is hard to convince ordinary customers who raise this objection and consequently these Japanese grass-cloth imitations are likely to be amongst the exclusive idea papers.

"Life" and a Little Flitter

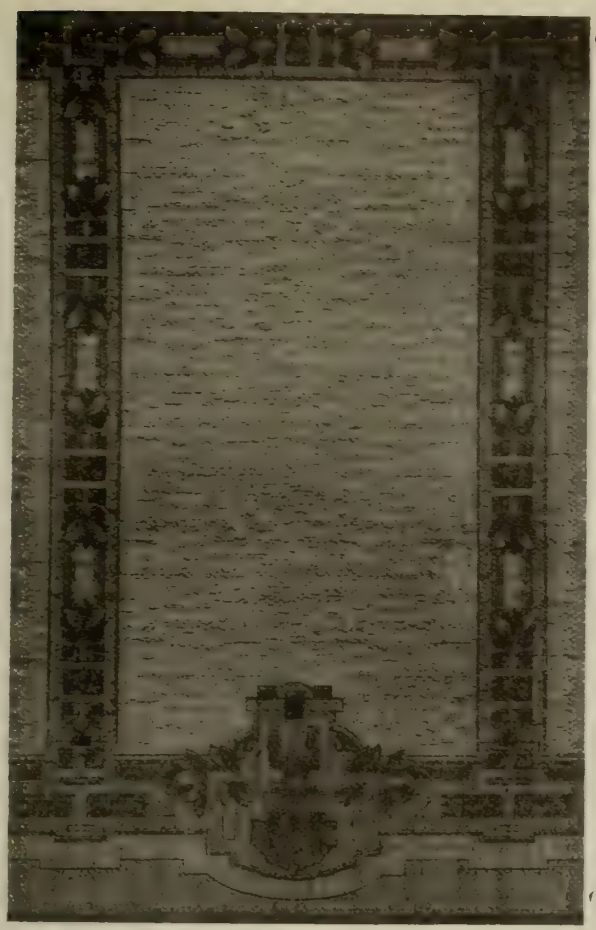
Canadian customers for wall paper are always apt to demand in the wall papers they fancy, the quality which manufacturers call "life." A touch of good red makes for decision in the buying of wall papers. Flowers must have the right degree of brisk lively realism about them if in natural tints, and must somewhow convey the same impression of life and vigor even if conventional. Brightness and refreshing effect on the eye go towards giving this quality of life which is sought for in wall papers that are to sell. The 1918 showings possess in many cases this quality to a high degree.

There is something known as "a little flitter" which helps a wall paper immensely in effect A bold leaf frieze in handsome ruddy brown hues with the leaves outlined in gold, and "a little flitter"—scintillating frost stuff dusted on where the lights shine up in the design—makes a fine wall paper. The frieze above a plain oatmeal paper with a small leaf trimmer along the base is one of the 1918 showings.

Bathroom papers present the usual refreshing cleanliness of appearance for the incoming season, and sanotiles in various patterns, washable though with matt surface, are shown. A bold design for bathroom paper represents a huge sea-green wave curling over beneath a sky with white clouds. This is a very refreshing effect, and with it goes another with smaller waves and sea-gulls flying airily amongst them. Birds, by the way, have had a certain vogue in the United States in all kinds of wall-papers but are not likely to find any remarkable favor in Canada at present. Marble effects for bathroom papers continue popular, and a tiled effect known as a plain "butcher" paper worked out in simple blue and green for varnishing has been a successful line it is said.

Nursery Papers

Nursery papers are prettier than ever for the 1918 season. They embody the nursery rhyme papers showing the whole story of a nursery rhyme in a frieze, also cat and dog frolics, and the doings of dolls, Dutch and otherwise. A dainty nursery effect is produced in clear cream colored paper with characters from the fairy tales placed as cut-outs upon the surface at regular intervals. The colorings are strong and bright. The result is a fascinating nursery paper.



The Corinthian

A unique rug effect which comes in appropriate colorings, enhanced by a ready-cut border and bands of strapping. From the Staunton line for 1918.

Friezes of all kinds for the 1918 season are cut-out friezes. The picture moulding now goes to the very top of the wall as close to the ceiling as will permit of the use of picture hangers. The lower edge of the frieze cut out at the factory gives a much richer effect than if the frieze were finished by the moulding.

Prices of wall papers are naturally a good deal higher now, but not as much higher as the advance in cost of raw materials would suggest. Paper, for instance, is no less than 130 per cent. higher in price than it was last year. The manufacturers' bill for sizing works out to 200 per cent. more than last year. The increase in bronze and colors have been mentioned. Wrapping papers and cordage are higher; the Kraft papers 300 per cent. up; cordage 75 per cent.

Yet the product—finished wall papers—has advanced only about fifty per cent. The lowest-priced grounded papers, formerly costing 4½ cents a roll of 8 yards to the retailer, are now 7½ cents. Gilt papers, which before the war sold at 6½ cents a roll, are now 9 cents a roll. Other lines are proportionately advanced.

HIGHER COKE PRICES AUTHORIZED

New prices for coke at oven in certain parts of West Virginia, Pennsylvania, and Tennessee have been promulgated by the United States Fuel Administration.

Coke made in Preston County, W. Va., on the Baltimore & Ohio Railroad between Tunnelton and Grafton, and at Meriden, Barbour County, was fixed at $6.75 for blast furnace coke and $7.75 for selected 72-hour foundry coke. The former prices were $6 for the first named class of coke and $7 for the latter.

In the Flat Top or Pocahontas district of West Virginia the maximum was placed at $8. The former prices were $6 for furnace coke and $7 for the foundry grade.

Selected foundry coke manufactured in Indiana County, Pa., from washed coal taken exclusively from the lower bench of coal of the upper Freeport seam is placed at $8 if the ash exceeds 10 per cent. or the sulphur exceeds 9 per cent. and $8.50 if the ash is less than 10 per cent. and the sulphur is less than 9 per cent. The former price was $7.

By-product coke made in by-product ovens at Chattanooga, Tenn., shall be as follows:—For run of oven coke, $8.25; for crushed coke more than 1 inch in size, $8.75; and for selected foundry coke, $9.25. The latter is a new operation and no comparative prices were available.

MANUFACTURE OF PAPER FROM BAMBOO IN TRINIDAD

The publishing house of Thomas Nelson & Sons, of Edinburgh, Scotland, has an important project under way for manufacturing paper from bamboo in Trinidad. About 1,000 acres of land near St. Joseph (seven miles from the capital at Port of Spain) have been planted in bamboo, and a concession has been obtained giving the firm the right to cut bamboo from the Government forests.

It appears that Thomas Nelson & Sons, foreseeing a paper famine throughout the world within the next few years, have been giving very serious consideration to the problem of providing adequate paper reserves for themselves for the future; and although realizing that paper can be manufactured from any vegetable material containing cellulose, nevetheless it seemed to them that bamboo was most suitable for the purpose. They selected Trinidad for their bamboo paper project, as the bamboo grows there very quickly, having sufficient development within three or four years for making paper.

Westman's Hardware, Limited, 121 Dundas Street, London, Ontario, has opened a bicycle department in its establishment.

What Hardwaremen are Doing

Notes of Hardware Advertising Appearing Throughout Canada — Many Hardwaremen Show They Have Some Idea of the Seasonableness of Particular Lines —Getting Accounts in

HAVE ADDED TO ACCESSORY LINES

CROWELL BROS., importers of hardware and ship chandlery, Halifax, N.S., state in reply to a letter from HARDWARE AND METAL that they have added materially to their lines of automobile accessories for this coming season. They have found it a good line as the result of their initial dealings in this line last year. Crowell Bros. state: "We have gone into auto accessories but recently. We started last year with auto tires and a few of the accessories most called for with good results. And we have added materially to our lines for this year."

HARDWARE BUSINESS GROWING

D. K. Clarke, 228 Ottawa Street, Hamilton, Ont., who formerly dealt in hardware, groceries and meats, state they have been compelled to cut out the meat business in order to make room for their growing hardware business. In a letter to HARDWARE AND METAL, Mr. Clarke recently stated: "My progress has been very gratifying and judicious advertising has been largely responsible for it. We have taken over The Bulletin entirely for our business now, and our hardware department has grown till we have been obliged to cut out our meat business to make room for the growing hardware."

The Bulletin referred to above is a six-page folder which this concern issues each month, and which was recently described in HARDWARE AND METAL. The March number contains some historical news facts in connection with the great war, together with a narrative of an officer of the Third Tunneling Company. About one-quarter of the space on each page is given up to an advertisement for the store. The front page contains a picture of the store, together with the announcement that 100 copies of The Bulletin are distributed with the name spelled "Buletin." Those lucky enough to hold these copies will receive 50c cash for each of these Buletins when a purchase of $3 or over is made. The last page of The Bulletin is devoted to advertising hardware lines.

MAKING A DRIVE TO GET IN ACCOUNTS

J. B. Skelton, hardware merchant, Palmerston, Ont., has been making a drive to get in outstanding accounts and has met with considerable success. He made an appeal through advertisement in the local paper and also enclosed a slip when mailing the account. The slip enclosed with the account read as follows:

"Dear Sir: We are enclosing your account for . . . . We are desirous of having all outstanding accounts paid by the . . . . . Kindly let us have settlement by then as we are in urgent need of the money. Thanking you for your past patronage, I remain, yours respectfully, J. B. Skelton."

In telling how this method of collecting accounts worked out, Mr. Skelton stated: "Enclosed you will find copy of a notice I published in my space in our local paper. I would appreciate your opinion with respect to this method of collecting accounts. We also enclosed a small slip of paper with each account, telling of the necessity for settling the account. Up to date the small accounts are coming in very satisfactorily, but large accounts are not so good."

The measure of a new idea is to be had in the results it attains. In the instance above Mr. Skelton asserts the small accounts have been coming in quite freely. The frank appeal which is made is justified. The method brought results and undoubtedly shows that it was a good one.

FIRELESS COOKERS TIMELY

The Bond Hardware Company, Limited, Guelph, Ont., are advertising fireless cookers as fuel savers and time savers. "Fireless Cooker cooks the entire meal, bakes and roasts brown. Outer case made of steel, and reinforced inside so it cannot buckle. Made of pure aluminum, separate covers for each compartment. Cooking vessels all made of pure aluminum. No. 30 Cooker Equipment, one 10 quart, two 4 quart, aluminum vessels; three roasting disks, $26.00. No. 50 Cooker Equipment, one 8 quart, three sectional vessels, three roasting disks. Price, $26.00. No. 55 Cooker Equipment, one 12 quart, one 4 quart and two 2 quart, aluminum vessels, three roasting disks. Price $30.00. These are fuel savers and time savers. Call and see them."

HORSE-CLIPPING SEASON

J. C. Wanless, hardwareman, Chatham, Ont., through his advertisement reminds his prospective customers that the present is a suitable time to groom up one's horse. "This is the time to show your appreciation of that good old slave—your horse—by helping to get rid of his old coat. Use one of our clippers and see how much better he will feel. Either hand or power, and all kinds of repairs for them, too. Hand clippers $2 to $4. Power clippers up to $11.50."

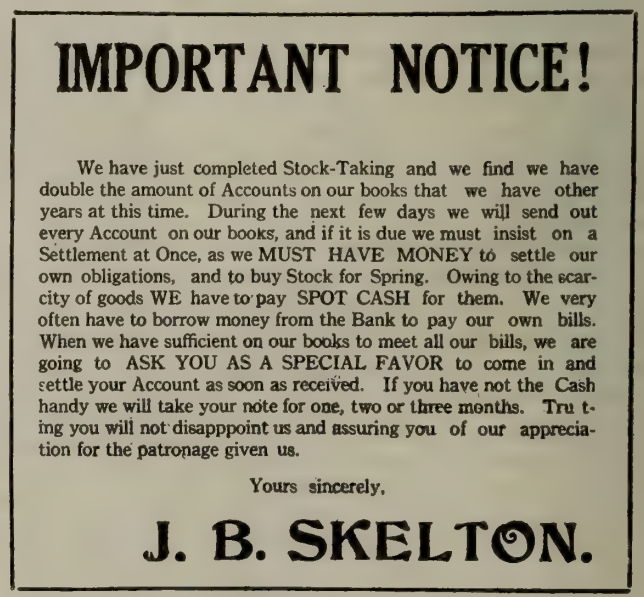
MAKING A BID FOR FENCE SALES

W. A. May of Creemore, Ont., is making a drive on wire fence, telling his customers that special prices are good up to April 1. "Nine strand fence, stays 16 inches apart, all No. 9 wire—the large city stores ask 79c per rod. Our price 75c.

"Eight strand fence, stays 16 inches apart, all No. 9 wire—city stores ask 69c per rod. Our price 65c." For the special benefit of those who patronize the mail order house, W. A. May in the same advertisement states: "Pay the cash and get the goods and see what you get. Not pay the cash and wait for the goods and then be disappointed."

ADVOCATING BROOM SUBSTITUTES

James S. Neill & Sons, Limited, Fredericton, N.B., are advertising substitutes for broom corn. "Have you seen the new substitute for the common corn broom? Owing to the almost prohibitive price of the corn broom we have imported a substitute that will do the work just as well, last three or four times as long and not cost so much. It is light, durable and in every way satisfactory. Call and inspect them."



Reproduction of advertisement used by J. B. Skelton, Palmerston, Ont., in an appeal to his customers to pay up their accounts.

MOVING INTO NEW STORE

John Moxon & Son, Picton, Ont., have been telling the public through their advertisement in the local paper why they were forced to move. They announced that they have purchased a new building. The firm considered that they were being asked an exorbitant rental, and made capital of the fact to give a point of interest to the public. Their advertisement reads:

"We still sell hardware, stoves and ranges. Regardless of all the trouble we have been put to at a time when we could ill afford to move, but did not think we could pay what we considered an exorbitant rental to Mr. C. F. Vandusen of $650 a year, we have purchased the Theatorium Building, and will be located in our new store opposite Royal Hotel on or before May 1st. Bargains on all present stock. Rather than move our present stock we will offer special discounts on all lines up till time of moving. Take advantage of this sale, as we are only offering these low prices rather than move stock. The Overland Car, for which Haight Bros. are agents, will be on exhibition in our new store as soon as we move. Call and see demonstration of same. John Moxon & Son."

EDITORIAL ADVICE

James Duke, Grand Valley, Ont., has been making a strong bid for trade in articles pertaining to the syrup-making season. His advertisement in the local paper reads: "A shortage in sugar production should stimulate every owner of a maple bush to tap every tree possible, and thus make up in part the deficiency. This is advocated by the Food Controller, is good advice, and will be profitable. First, get your pails in order, replace the old ones, put the pans in shape and be ready for the first run. We can help you."

CO-OPERATION IN PICTON

A friendly spirit prevails among hardwaremen in Picton, Ont., as evidenced by the offer of Carter Bros. to place at the disposal of John Moxon & Son any goods they might require as a result of being forced to move through an advance in rents. The following advertisement, which appeared in the local paper, shows the spirit that exists between hardwaremen in that town:

"We did not want to move, as it has been keeping us busy during war times to make ends meet. Mr. Vandusen wanted $650 a year. We offered to pay the same as the Woolworth Co., whose store is the same size, but he refused. The Woolworth Company do not want our store, and our landlord should have received a letter to this effect dated October 29th, 1917, of which they sent us a copy. Friends in need are friends indeed. The following letter was received from our good neighbors, Carter Bros., dated February 22nd:

"Messrs. John Moxon & Son, Picton. Gentlemen:—It is with great regret we learn that you have to vacate the premises you now occupy, owing to your landlord demanding one hundred and fifty dollars per year more rent than he is charging the big Woolworth Corporation for the other half of the building they occupy. Knowing that the work incidental to your moving and arranging the premises bought by you to continue business in will upset you in buying goods, and in other ways, we place as your disposal any goods you may wish to borrow, until such times as you get settled in your new quarters; also consider us at your command in any other way you can use us. In making this offer, we are simply reciprocating the kindness extended by your firm to ours when we were visited by fire in December, 1915.

CONDUCT NEWS SECTION

The George Taylor Hardware, Limited, conduct what is termed "Taylor's News" in their advertising section in the New Liskeard *Speaker*. The idea is to give a similarity to a daily newspaper. Their announcements are, of course, on their various hardware commodities. Their space is three columns wide and one-half column deep. It reads: "Taylor's News. Published by the George Taylor Hardware, Limited. New Liskeard. Cobalt. Cochrane. Thursday, Feb. 7, 1918. Price



Copy of advertisement used by Ingram & Davey, Ltd., St. Thomas, Ont., featuring spring lines. It will be noted that illustrations have been freely used.

—Your attention." Then follows descriptive matter on stable supplies, mill supplies, wrenches, hammers, belting.

CAPITAL FOR BICYCLE TRADE

G. A. Wenige of the Bicycle & Motor Sales Company, London, Ontario, has followed up the unsatisfactory service of the London Street Railway Company with considerable newspaper advertising for the bicycle. He has been using quarter, half and one-page space in the two local newspapers with fine results. In a spectacular page advertisement in the *Free Press* this firm advised the citizens to let the street car company do the worrying about street car fares, because they could be independent with the bicycle. In one paragraph he said:

"At best the street cars can only give you a part service for your money. Fully seventy-five per cent. of the citizens do not live or work on streets with car lines. The result is that you have to walk at both ends, and very often walk all the way. You often hear the announcement, 'Power off.' What does this mean to you? Lost time. Time is money and you cannot afford to lose either in normal times and less so in these abnormal times. If you are patriotic you must conserve. Buy and ride a bicycle.

"Your car fare will pay for a bicycle in one year. Besides you get independent transportation service. Ride from your place of business to your doorstep. No transfers, no waiting, no cold dinner, no lost time, no crowded cars, no one stepping on your feet—besides you inhale fresh, pure air in place of foul, germ-filled air in crowded cars."

GOING AFTER WIRE BUSINESS

Murray's Hardware at Cayuga, Ont., is making an energetic bid for trade in coiled wire and fencing. Under date of Feb. 28 their advertisement in the local newspaper reads: "The wire and steel situation has been affected more on account of the war than any other commodity. We are prepared to offer one carload of coiled wire at $5.50 per hundredweight. Also one carload of fencing as follows: 6 wire, 41 in. high, 9 stay, per rod, 42c; 7 wire, 48 in. high, 9 stay, per rod, 47c; 8 wire, 47 in. high, 9 stay, per rod, 55c; 9 wire, 48 in., even spaced, 9 stay, 60c. Compare these prices with others. We are leaders in our line."

Big Field to Develop Farm Paint Trade

Merchant Has Responsibility to Encourage Sales—Buildings Should Be Preserved—Cheaper to Paint Than to Let Buildings Rot—Implements Should Be Protected by Paint.

By Royal Cluxton.

THE retail merchant fills a very important position in our scheme of national life. This is particularly true of the merchants in towns of under 50,000 population who supply the wants of our thrifty farmers. Not only is the farmer dependent on his favorite merchant for the latest and most improved products that the manufacturer offers, but also for inspiration and education to higher ideals in living. The opportunities that lie at the door of the merchant in this respect are innumerable, and the more initiative is shown by the individual merchant and in his power of persuasion, lie his popularity and success as a merchant. I will illustrate this by referring to our own particular field and mission.

What is more uninviting or dull, in fact I might say unbusinesslike, when travelling through Eastern Canada by train or automobile than the bare, unpainted farm houses and outbuildings? Here lies a great field for education, both for the paint manufacturer and the dealer, but naturally the greater burden lies on the merchant. There can be no excuse against painting from a financial standpoint, because the farmer is obtaining undreamed-of prices for everything he can produce, therefore, he must be appealed to, first from the standpoint of economy. Lumber to-day is costly and it is cheaper to paint than let it rot and decay, also one of the greatest economical crimes committed yearly by every farmer is his habit of leaving expensive machinery standing in fields or barns unprotected from year to year, whereas a quart of implement paint every year would protect several implements from rusting and make his investment last many years longer.

Second is the appeal to the sense of beauty and the greater joy of living as reflected by the many pretty colors offered by high-class paint manufacturers for the protection and beautifying of homes, outbuildings and machinery. In adapting colors in the manufacture of paints, we are merely following and copying nature as reflected in flowers, the trees and grass. An active campaign should be started at once by every merchant to educate our Canadian farmers to a greater sense of responsibility in the preserving of their property by the proper use of paint, and incidentally the seed of higher ideals in beauty and more congenial and attractive surroundings will be planted.

We are far behind the American farmers in this respect. It is estimated that ninety per cent. of American farmers protect their property with paint, and nowhere in the world is there so independent and thrifty a class of people, excepting in Western Canada, where the use of paint for protection and the beautifying of property and machinery is much further advanced than in the East.

Recognizing our own responsibility in this respect, we have established a "Decorative Department," to whom the merchant, the painter or farmer can appeal for special information as to the proper paints or finishes for the different surfaces, but especially in supplying proper color schemes for either exterior or interior decorating; in this respect nature itself is our principal guide, and supplies the correct color contrasts and harmony.

Canadian merchants can greatly increase their business and profits and help materially toward the conservation of farm property and machinery, and to higher and more happy home ideals in our farming life.

INCREASES IN PRICES ON FARM PRODUCTS—EXTRACT FIGURES PUBLISHED BY CANADIAN GOVERNMENT DEPARTMENT OF LABOR

WHOLESALE PRICES ON COMMODITIES, JANUARY, 1918, AS COMPARED WITH JANUARY, 1913

	Number of Commodities	Jan., 1918	Jan., 1913	Per Cent. Increase in Favor of the Farmer
No. 1—Grains and Fodders—				
Grains, Ontario	6	$405.20	$146.20	177.16%
Grains, Western	4	329.70	112.90	192.30%
Fodder	5	208.10	157.10	32.46%
No. 2—Animals and Meats—				
Cattle and beef	6	321.80	177.80	95.36%
Hogs and hog products	6	341.20	172.80	97.45%
Sheep and mutton	3	279.60	123.30	126.76%
Poultry	2	364.80	194.30	87.75%
No. 3—Dairy Products	9	260.10	172.60	50.69%
No. 5—Other Foods—				
Fresh fruits	1	299.80	110.30	171.80%
Fresh vegetables	5	349.80	156.40	123.65%

INCREASE IN COST OF LUMBER AND IMPLEMENTS MAKING NECESSARY THAT THEY BE PROTECTED AND PRESERVED AGAINST DECAY AND RUST WITH USE OF PAINT

	Number of Commodities	Jan., 1918	Jan., 1913	Per Cent. Increase
Lumber	14	$231.90	$ 74.70	210.44%
Implements	33	243.60	117.60	107.14%

Show What the Paint Will Do

An Actual Illustration of Covering Qualities Will Pull Trade—Piling of Paint Cans in a Window is Akin to Making Demonstration of Dry Goods in Original Shipping Boxes

Written for HARDWARE AND METAL by C. J. Morris.

MOST up-to-date hardwaremen have, at some time or other, utilized their store window for a paint display with a view to increasing or creating a demand for their goods. The display in many cases has taken the form of a number of cans of paint arranged in pyramid or other form with perhaps a few display cards urging the public to use paint to renovate the woodwork of their homes or fences.

Displays of this kind are no doubt useful in reminding the inhabitants of a town or district that paint may be purchased from the dealer. But it is questionable whether the same space might not be utilized to better advantage. A display might be made which would do something more than simply act as an indicator as to where the public can buy paint. Something more can be accomplished than impress upon those seeing it the fact that such and such a manufacturer's paints are the best procurable, and that they are all composed of the purest ingredients.

Dry Goods Always Unpacked

Consider for a moment what a similar corresponding display would consist of in a dry goods store! We should have piles of boxes containing straw shapes and feathers for making hats, but the boxes would all be closed. No hats or trimmings would be visible. We should have rolls of dress material neatly tied up in parcels, covered with brown or white paper, with perhaps a sample of the material on the end of each roll to enable it to be distinguished from the others. In the men's wear department we should have similar rolls of cloth, again tied up with nothing more than a sample visible. But would any dry goods or men's wear merchant hope to sell a single hat, dress, or suit of clothes through such a display? He might make certain sales, it is true, but they would not be induced by the exhibition of the materials done up in boxes or parcels. They would be such as he would have made in any case, without any window display. The dry goods merchant realizes this and he therefore not only shows the actual material, but in addition has lifelike figures on which he displays his wares in such a manner as to show exactly what they will look like in the ultimate condition in which they are eventually to be employed. He believes that the selling power of his display is enormously enhanced by an exhibition of what the dress or suit will look like when worn. And is not his belief justified?

Take two tailoring stores, side by side, the one with rolls of the various cloths unrolled to display the pattern and quality and perhaps a figure with a well-tailored, neatly fitting suit of clothes; the other with the rolls of cloth done up in paper and labelled tweed, serge, woollen, etc., piled one on the other. Which store would the average man be likely to patronize if he were in want of a suit of clothes? The question has only to be asked and it is self-answered. So it is with the paint display. An exhibit of paint in tins will undoubtedly remind the passer-by of his need for paint, but the chances of a sale are ten times greater when the prospective purchaser can see, from an actual display of the paint itself, what his fence, house-front or interior will look like after his money has been spent on it.

SOME OF THE CARDINAL POINTS OF THIS ARTICLE

1. An appeal to the eye is stronger than an appeal to the imagination.

2. A portion of unpainted fence placed by side of painted section is concrete proof.

3. An unpainted doll's house in contrast with a painted one shows the advantage of an exterior coat.

4. It is practicable to make this appeal through the eye in window displays.

Displays Should Be Timely.

In the consideration of how to make a demonstration display of paint, regard must be had to the season of the year and its suitability or adaptability to the redecoration of the items forming the subject of the display. For instance, it would be of little use at the beginning of December featuring fence or any outside painting. But advice in April or May as to the desirability of painting stovepipes would be opportune. On the other hand the up-to-date hardwareman will not be tied down to the idea that the spring is the only time for outside painting. He will strive to make a market for his paint wares in the fall as well, for the advantages of rejuvenation of garden fences and house exteriors in the fall are even greater than those of springtime.

Spring, however, is with us and it is therefore to the paint man's interest to boost spring as the time for outside decoration. Let us see, then, what he can do on the lines mentioned above by way of a window demonstration.

Most of us have seen at some time or other in the picture dealers' windows one of those portrait oil paintings of a bygone age sharply divided down the middle, one side looking as if it had just received a liberal application of soap and water and the other with the outline of the figure scarcely discernible owing to the dust and dirt accumulated thereon. The idea, of course, was to demonstrate the effect of some cleansing or dirt removing process. An exhibition along the same lines might be arranged to demonstrate the rejuvenating and life-giving properties of paint.

Let the demonstrator procure about half-a-dozen boards from an old fence, sawing off about a foot and a half from the top of each. Fix them together by nailing a strip of wood across the back. Paint three of the boards with a bright-colored paint, say green, or any other color he may prefer, giving two or three coats, and leave the other three boards unpainted. Then place this portion of fence, which will occupy about four feet by one and a half feet, in a prominent position in the window. Above it place a show card on which is inscribed the question, "What will your place look like this summer? Like this or like this?" indicating the painted and unpainted portions of the fencing in turn.

A somewhat similar demonstration might be made to emphasize the preservative properties of paint by making up two similar portions of fencing, one with old and dilapidated boards unpainted and the other with boards in good condition and painted with two or three coats of paint. Then, on a show card between the two—"See how your fence will look in a few years' time if you paint it regularly, and how it will look if you do not!"

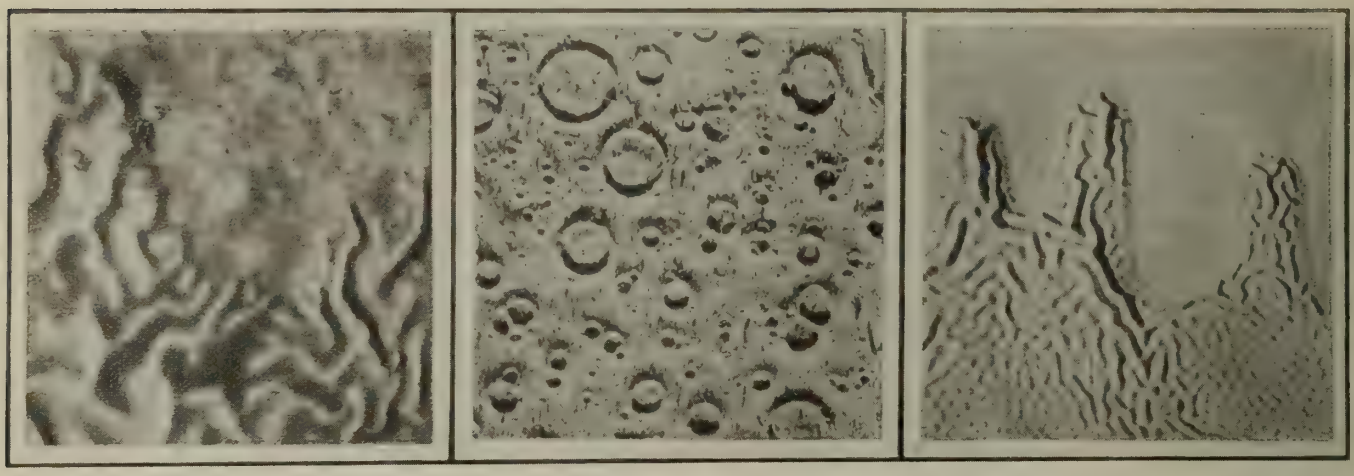
A similar display might be made with two doll's houses—the one neglected and dirty, the other bright with a fresh coat of paint—to mark the contrast between the painted and the unpainted house-front. Many ideas of this nature will occur to the inventive mind of the live paint man. Let these ideas be money-makers by turning them to account as paint sales producers.

How Many Coats of Paint?

The question often arises as to how many coats of paint are necessary for a certain piece of work. Here again ocular demonstration is far better than theory. To demonstrate the results produced by one, two or three coats three boards should be procured—one painted with one coat only, the second with two coats and the third with three coats, and labelled accordingly. A glance at these boards will answer any question on this head far more effectively than half-an-hour's theorizing.

Many Causes for Paint Complaints

Blistering, Cracking, Blooming, Poor Lumber, Brush Marks, Discoloration of White Lead, Old Painted Surfaces Are Some of Common Causes—Care of Brush and Proper Mixing Are Essential



HARDWAREMEN have often run counter to customers who complained that the paint did not do the work as it should. In very many instances these complaints were made necessary because the person who applied the paint did not understand the proper method of application. Hardware merchants will further their interests in developing trade if they anticipate some of the common causes of complaints before they happen.

The Care of the Brush.

No matter how good the paint may be its good qualities may be marred by a brush that is not properly treated. Brushes intended for the application of paint, enamel or varnish should be made ready for use the first time by soaking in linseed oil. A distemper brush on the other hand should be brought into use by soaking in water. The soaking in oil or water is intended to swell the binding and so prevent the bristles from coming out under the drag put upon them when in use. Any care and attention given to the brush is well repaid. For any important work a well-broken and reliable brush should always be used. Brushes which are in use should never be allowed to rest on the tips of the bristles but should be suspended in a tin of oil or varnish as the case may be.

The brush should always be cleaned out immediately after use. If this is not done paint or varnish will accumulate at the end of the bristles near the stock and will leak out when the brush is again used. If this paint or varnish is allowed to become hard, small particles will be brought down into the working part of the brush and thence on to the work, which causes a rough unsightly appearance. This defect is frequently assigned to the paint or varnish itself.

Causes of Blistering.

One of the commonest complaints about paint is that it often blisters. Invariably this is due to lack of adhesion between one or more of the paint films and the paint beneath. It often takes place also between one or more of the paint films and the original surface. If the blistering is caused by the undercoats being too hard it is apparent that no key or binder is provided for the paint above. It may also be caused through the surface containing a trace of moisture. The real explanation of the blisters lies in the fact that they are due to the generation of some gas, usually water vapor, but sometimes carbonic acid gas. Carbonic acid gas is caused by the action of some acid material either in or beneath the paint on the carbonate of lead, which is present in white lead paints. An example of this action is to be seen in the way a resinous exudation from wood may set up the chemical action in the pigment. Blistering is more pronounced if the paint is applied too thickly or is too oily in composition.

REMEDY: A thorough brushing out and working up from a comparatively flat coat through successive coats to a more elastic coat as a finish.

Cracking Has Numerous Causes.

Cracking of paint is a most annoying defect. Paint, varnish or enamel films exhibiting cracks have evidently lacked tensile strength. Unless the surface pull or tension is equal at all points in all directions the film will separate either at one point or at a series of adjoining points. If the series of points form roughly a straight line, then fissuring is the result. If only at one point pin-holing is the result. Cracking of paint is often caused by the final coat being less elastic than the undercoat. Exposure to changes of temperature during drying period will also cause cracking, which is often accompanied by wrinkling.

Blooming of Varnish Due to Moisture.

It sometimes happens that varnish undergoes what is known as "blooming." Clouding and fogging of varnish is akin to blooming and are very often the first stages of the defect. Blooming is almost universally caused by absorption of moisture by the surface. The presence of this moisture produces the optical effect in the varnish which is at once unsightly and erratic in its appearance. Conditions of temperature and humidity have a material bearing on this tendency. The best way to insure against the defect is to see that varnishing is carried out under proper conditions of weather and temperature. Uniform temperature and good ventilation are essential during the drying period. Fumes from gas stoves and bad or stagnant air are frequent causes of blooming.

If the case is not a bad one polishing the surface with a thoroughly dry chamois leather will sometimes effect a cure. Another means of removing it is to rub the surface with a strong acetic acid, afterwards polishing with a clean leather. Sometimes, however, when the bloom is temporarily removed it comes back again.

Crocodiling of Paint.

When the surface of paint assumes a rough, uneven appearance by the formation of ridges on the surface it is said to "crocodile" or "craze." Cracking or fissuring is not implied but may follow later. The defect is caused by the paint drying on the surface, which then contracts. Drying out of lumber

after having been painted would cause such a defect.

Flaking of Paint.

The cause for the flaking or scaling of paint from the surface is due to the destruction of the binding material. This will be hastened if the surface below is not suitable to receive the paint. A surface that is too hard or glossy does not make a receptive one for paint. Paint that flakes is naturally very brittle, and is often preceded by checking or cracking. It is, of course, a sign that repainting is necessary. In general it is stated by an authority on the subject that an oily paint will flake more readily than a flat one.

Paint will often peel from galvanized iron not because the life of the paint has gone but because it has not been able to secure a proper foothold. One of the usual expedients to overcome this is to delay painting of galvanized iron till about six months after exposure. But this method is held to be objectionable in that corrosion may already start. The difficulty has been largely overcome by the manufacture of paints containing a certain amount of tooth.

On account of the high price of good lumber suitable for proper painting many varieties of woods are used which make it difficult for the paint to do its best work. Some of the woods now used are yellow and other hard pines, spruce, cypress, cedar, basswood, gum, which are often full of rosin or pitch or are very soft and spongy by nature. Any wood that is so full of sap or moisture is bound to make the paint peel as soon as the moisture is acted upon by the sun. Woods that contain rosin or pitch will exude those substances after a coat of paint has been applied and the action of the sun on the outside of the paint film draws the pitch out of the lumber. The paint then loses its adhesiveness and peels off. This defect could possibly have been avoided by the intelligent use of pure spirits of turpentine in conjunction with pure raw linseed oil for thinning the first and second coats.

Cause of Brush Marks.

There are three main causes why the marks of a brush show on completion of painted work, namely, an improperly prepared surface which remains absorbent, incompetency in applying the paint or that the paint is too thick for the job. Ordinary paint, distemper and enamels flow out after they are applied and the brush marks disappear. A wide expanse of wall sometimes makes it difficult to eliminate brush marks entirely.

Special treatment with a particular kind of brush is found effective in some cases.

White Substance on Brick Walls.

It often happens that a white incrustation, or efflorescence, as it is called, appears on the surface of brick and stone walls soon after they are completed. It may also appear on old buildings, particularly after a very heavy rain of long duration. This efflorescence is in the shape of a light powdery crystalline substance. The cause of this phenomenon is the presence of certain soluble salts contained in the clay from which the bricks are made, in the stone or in the lime from which the mortar is made. This white powdery substance in many cases is a form of sulphite of magnesia or impure Epsom salts.

Remedy: The surface over which the substance is spread should be well brushed down. The wall should then be washed with a solution of soapy water, made by dissolving two pounds of soap to a gallon of water. When the wall is dry it should then be followed by a coat of alum in solution, in the proportion of one pound of alum to a gallon of water.

Discoloration of White Lead.

One of the properties of white lead is that it darkens when exposed to sulphur fumes. Sulphur is contained to a small extent in the air of all large towns in which soft coal is burned. Where anthracite coal is used there is little or no sulphur given off. The discoloration is caused by action of the sulphur on the lead, thereby forming a sulphide of lead.

Remedy: In towns or cities where soft coal is burned a preventive measure may be taken by using a pigment such as zinc oxide, which will not be affected in the same way.

Precautions in Exterior Painting.

New or very old or spongy surfaces require that sufficient pure raw linseed oil should be in the first and second coats to properly fill the wood and stop the absorption of the oil and binder from the paint film. There should at the same time be enough oil to bind the pigment. Where new surfaces are hard and resinous a liberal percentage of pure spirits of turpentine in first and second coats will insure penetration.

Treatment of Old Work.

Where a surface has been painted previously and presents a hard surface, equal parts of pure spirits of turpentine and pure raw linseed oil should be used in reducing the first coat to a thin consistency in order to secure proper penetration and even drying of the new coat of paint.

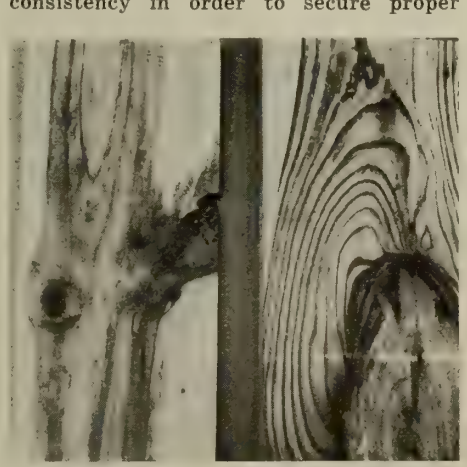


Illustration shows a knotty surface in lumber which requires special treatment.

Avoid Painting Near Mortar Beds.

It is always advisable not to do any painting near fresh mortar beds, as the oil in the paint has a tendency to absorb the moisture and fumes from the lime. This will destroy the life of the oil and will cause the paint to flat out and perish. It should be remembered that leaky roofs and gutters or broken-down spouts are responsible for many cases of blistering or peeling.

Mixing Paint.

Manufacturers lay great stress on the proper mixing of prepared paints. To mix paint well some very essential points should be observed.

1. The can should be shaken well before opening.

2. After the top has been cut out, at least two-thirds of the vehicle that may have raised above the pigment should be poured off.

3. Stir the pigment and remaining portion of the oil with a smooth, strong paddle that will permit getting around the edges and thus bring up all the pigment.

4. When the mass is smooth and entirely uniform throughout, the remaining oil should be returned little by little until all the oil has been put back.

5. Pouring from one can or one pail to another about six times will complete the stirring and mixing process. Each time the paint is poured about one-quarter of the paint should be left in the pail that is being emptied.

IRON ORE PRODUCERS ASK HIGHER PRICES

Iron ore producers in the Lake Superior district are awaiting announcement of the price to be fixed for ore for the 1918 season. When the prices of steel and iron were fixed by the United States Government in September the prevailing iron ore price was not reduced, the Government schedule accepting the market quotation of the day as a fair price.

Figures were presented at Washington to show that underground operators work on a close margin of profit, and, on the basis of present costs, mining next year would be conducted at a loss. Members of the Lake Superior Iron Ore Association stated at a recent conference that the underground mines, constituting 46 per cent. of the shipments from the Lake Superior district, must be operated at full capacity to produce the country's ore requirements for 1918, and that ore prices must be high enough to give operators a fair profit.

Costs of producing ore in October and November last year and the profit or loss submitted the Government by experts show that on the Mesaba range underground mines the cost of ore laid down at Lake Erie ports was $4.763 per ton last year, while the average price received was $4.933, leaving a margin of profit of 17 cents. The net estimated profit in 1918, based on 1917 ore-prices, is placed at 11 cents.

Future of Linseed Oil One of Uncertainty

Influences at Work — Elements Combined to Boost Prices — Widest Range in History—The Past Year's Activities— Solution in Transportation, So Future Unknown

TWO-DOLLAR linseed oil, which was reached last week, has created a slight feeling of unrest among the trade, and some idea as to what the future will bring forth would be indeed welcome. However, dealers are not doing much prophesying these days, and from the rapidity with which this commodity climbs or declines, it would appear there were very few lines which would be as hard to gauge.

Since the outbreak of hostilities, August 1, 1914, when linseed oil was quoted at 69 cents per gallon, prices advanced to what were considered abnormal figures and later declined to about the same figures again. One year after war was declared linseed oil was selling at 67 cents, two cents lower than the figures then prevailing. Another year and prices were around 85 cents. About another year went by and prices were up to $1.42 and six months later they have climbed to the figure mentioned in the opening sentence, namely $2.00.

Influences at Work

There are a great many elements which enter into the price of linseed oil. The price of flax is, of course, the governing factor and rumors of a short crop, of a damaged crop, of excessive export shipments with little moving to the crushers, are some of the elements which enhance values. Further, optimistic reports from the United States as to an exportable surplus of the same from the Argentine, with suitable transportation facilities available, tend to influence prices downward.

Elements Combined to Boost Prices

This year all the elements seem to have combined to shove prices to unheard-of levels. Big shipments of flax from Canada's western fields are going to the United States, where the supply of seed is limited.

The exportable surplus from the Argentine is considerably less than usual and whereas movement of this crop usually begins in February, there is no advice that same is moving as yet. All flax from this source will have to come by sailing vessels, according to a recent order put into effect, and whether the export of flax will be considered of sufficient importance, in view of the food shortage, is considered doubtful.

Predictions Not Being Made

Dealers are united in expressing the view that the position of linseed oil is most uncertain. They state that predictions are more than likely to fall flat and not a great deal of hope is held out that any big decline in oil is likely to be registered for some time to come. The movement of flax from the West has been very unsatisfactory, in fact it has been disappointing. The railways have had extreme difficulty in maintaining anything approaching a regular service and consequently goods which have been moving have been for the Government—wheat and materials of war. Whereas this does not assist crushers and dealers, they can only smile and blame it all on the war or conditions which brought the war about.

Looking to the opening of navigation as affording some relief, it is possible that this may help, but again the railways enter into the situation and conditions which may prevail at terminal points are not easy to determine.

A Weakening Influence

One factor which would be more than likely to exert a weakening influence on the market would be advice that shipments of seed from the Argentine were on the way. But it must be remembered that only sailing vessels will be used and that means at least four months for shipments to reach their destination after they have started.

Not Much Hope from Additional Tonnage

When it was stated that Great Britain and the United States were to take over 1,000,000 tons of Dutch shipping, it was at first thought that this might exert an influence for good and declines on the Winnipeg Exchange for flax were registered. However, advices given out by these Governments indicate that these ships taken over will be used to transport food first and war material next to Great Britain and her allies. This may relieve some vessels now in this service, but with the United States now actively in the war, far greater tonnage is required to transport her soldiers and the supplies necessary for their maintenance, so the traffic will largely be overseas.

Prices Show Widest Range in History

Prices during the past few weeks show the widest range ever recorded in a similar period and are practically three times what they were on August 1, 1914, prices then being around 69 cents to 70 cents per gallon.

How the Prices Climbed

On January 5 of the present year, prices on linseed oil were as low as $1.41; on February 2, $1.50; on March 16 they had climbed to $2.00 per gallon, following advances of 23 cents and 5 cents in two succeeding weeks. The advance since the first of the year has been 59 cents or an amount almost equal to the total price three and one-half years ago.

A little look into the past of linseed oil shows some interesting figures. Beginning with August 1, 1914, as mentioned before, the price was 69 cents per gallon. July 31, 1915, prices were two cents per gallon less, or 67 cents. On November 15, 1915, prices had commenced to soar somewhat and 79 cents was the price. On January 15, 1916, a price of $1.09 was reached. From then until June of that year there was a steady working towards lower levels, when the price declined to 77 cents per gallon. However, by the middle of September it had worked up to 85 cents and from then until March 24 last year a steady movement towards higher levels was maintained and a price of $1.40 was reached.

The Past Year's Activities

From March 24 until the end of the past year there was not a great deal of action. Declines were registered and on June 2 oil was quoted at $1.32 per gallon. By October 13 it had come back to $1.42 and with little variation this price was maintained until the first of this year. Since then the meteoric rise is well known to all followers of linseed oil and it is thought that the peak has just about been reached. However, that point is one that's uncertain for $2.00 linseed oil was undreamed of in 1914 and that price of 69 cents per gallon on August 1 looks awfully small just now. See what the table below reveals in the matter of prices.

August 1, 1914	$0.69
July 31, 1915	0.67
November 15, 1915	0.79
January 15, 1916	1.09
March 15, 1916	0.97
June 15, 1916	0.77
September 15, 1916	0.85
November 10, 1916	1.10
March 24, 1917	1.40
June 2, 1917	1.32
October 13, 1917	1.42
November 10, 1917	1.32
December 1, 1917	1.39
January 5, 1918	1.41
February 2, 1918	1.50
March 2, 1918	1.72
March 9, 1918	1.95
March 16, 1918	2.00

Solution in Transportation, So Future Unknown

The situation being faced to-day by crushers and paint manufacturers is more one of securing supplies rather than price. The transportation question is overshadowing all others and although hopes are expressed that improvement will speedily develop, the present outlook is really serious. The seed is not moving and this means crushers cannot supply the paint manufacturers. Fortunately spring paint orders are pretty well completed and a brief respite may follow which will enable conditions to right themselves. However, it is more than likely several weeks must elapse before a really easier tone is evident and though manufacturers may have to draw on reserve stocks as never before, they expect to be able to fill all orders which come to hand.

Property Has Advanced—Sell Paint to Preserve It

Retailers should not let the question of high price influence them to take paint and oil from their sales program. If paint and oil are high, no less so have property values climbed and the value of paint from the standpoint of conservation is too great to be overlooked. Sell paint and more of it should be the tenor of the retailers' campaign this year.

Do Not Scare Paint Sales Away

Hardwareman Talked High Prices to a Prospective Customer and Thereby Lost a Sale —Arguments of Paint Salesman Brought the Customer Back and Induced Him to Buy—Cheap Paint Idea Can be Combated

"HOW is the price of paint today?" asked a well-to-do farmer of a Minnesota hardwareman when he entered his store. "Paint is as high as hell!" returned the hardwareman. And with that the prospective customer turned on his heel and made tracks for the door as fast as he could go. The above story was told recently to a representative of HARDWARE AND METAL by the president of one of the large paint concerns with branches in Canada and the United States.

But the story did not end there. For a representative of the paint concern, whose president told the story, happened to be in the store at the time the farmer came in. Action came so quick when the farmer asked and received such an answer that the salesman could hardly collect himself to remonstrate or help the hardwareman put up an argument. Such tactics on the part of the hardwareman were new to him. If the salesman had had an opoprtunity to remonstrate with the farmer he would have, in all probability put the situation in a different light. However, he took pains to enquire of the merchant who the man was. On being informed that he was a well-to-do farmer and that he could well afford to spend some money on paint, even though prices were higher than in normal times, he took the trouble to saunter down the main thoroughfare of the town in an endeavor to find the farmer.

He found him presently placing some groceries in his wagon preparatory to leaving for home. He engaged him in conversation and here is where some fine tactics came in that enabled him to turn the attention of the farmer again toward paint. "That was a fine joke the hardware merchant played on you. He is laughing about it still. He thought you would take it in the spirit in which he intended it. He knows that paint at present prices is a good investment and that you will be back to buy from him sooner or later. He is not worrying because he knows he will get a higher price from you when you do come. That was a big joke. He was still laughing about it when I left the store."

By such a line of talk he induced the farmer to look at it in a different light, with the result that he piloted him back to the hardware merchant's store and there made a sale of paint which the merchant had seriously and without intent forestalled for a time. The hardwareman declared that it was a mighty fine object lesson for him and that he would never again shout about high prices in such a way as to frighten customers from the store. He went to school to the paint salesman and was taught thereby to be a better salesman.

Have Recourse to Cheap Paint

The president of the company who related the above incident furthermore asserted that many paint companies have endeavored to meet the problem of rising costs in paint manufacture by marketing a lower grade of paint at prices ranging from 50c to $1.10 below the level of their first quality brands. By so doing, he pointed out, they were following the lines of least resistance and were thereby showing a weakness in the conduct of their business.

"The most valuable asset that any business firm has, whether manufacturer, jobber or dealer is its reputation for handling quality products and fair dealing. And nothing is harder to re-establish than a reputation once lost.

"Many people are influenced by price rather than by value in buying, but no matter what they pay they expect satisfaction from it. If it does not meet their expectations they blame not only the maker of the article, but the dealer from whom they bought. Once their confidence is lost they will seldom come back to give repeat orders. Quality and satisfaction are the only sound basis on which to build and develop business. A merchant cannot afford to jeopardize his good name by selling cheap paint, even if he did not recommend it."

How Paint Might be Cheapened

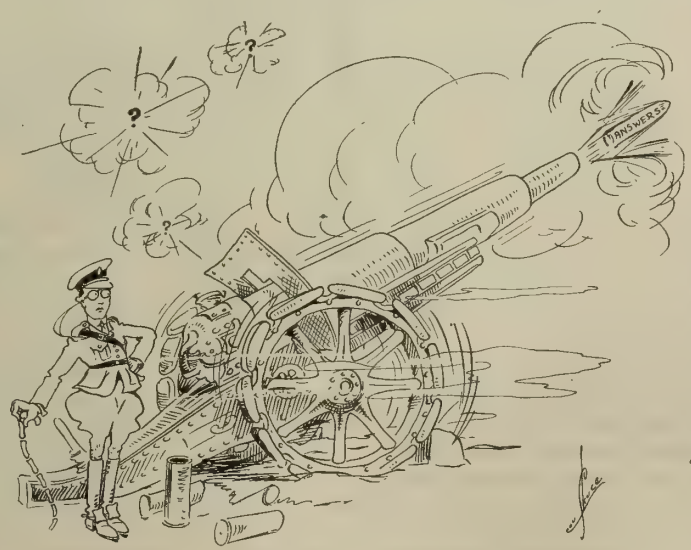
The manufacturer in question instanced a case where paint was being sold at $1.50 per gallon, which it was alleged was a guaranteed paint. He took the trouble to show how it would be possible to make a paint to sell at such a price. With pure paint of best quality at say $4 per gallon the manufacturer stated it could be cheapened by the addition of one gallon of naphtha at 25c, one gallon of coal oil, and enough whiting to body up the paint at a cost of 25c. This would bring the total cost of the three gallons of paint to $4.50, or $1.50 per gallon, and there would in all probability be a better grade of paint than the one originally sold at $1.50. This mixture could be cheapened even still further by the addition of water instead of the other liquids.

Appealed to Reason

The above facts were placed before a dealer by a manufacturer's representative to show how it is possible to make a paint that will sell at almost any price. But it is always well to drive home the fact that the best quality paints have a superior hiding power, uniformity of covering, spreading capacity and serviceability. When a dealer holds fast to the principle of quality and talks quality he may lose some sales occasionally but the business thus lost is not a matter to worry about. Eventually the purchaser will come to find out that it did not pay to buy cheap paint. It should be remembered by every paint salesman that the quality will be remembered long after the price is forgotten.

Necessity for Higher Prices

As outlined in an article elsewhere in this issue there is a reason for the present cost of paint. That reason is the greatly enhanced value of all raw materials. But compared with the cost of other commodities paint is still a good buy as will be noted by reference to the increased cost of almost every commodity that enters into the manufacture of paint. People come gradually to look with less fearsomeness on high prices after they have been accustomed to them for a time. It is the newness, the novelty, that very often keeps them from buying. When a customer is shown that high prices are justified and that it is impossible to get the best grade article without paying an increased price he is usually content to pay the price for the best article.



Why Paint is High in Price

The following should be the selling price of a white paint composed of 60% of lead and 40% of zinc, allowing 5% profit to the manufacturer:

Market Price of Lead	*Market Price of Oil*	*Selling Price*
$14.00	$1.40	$4.32
13.00	1.40	4.21
12.00	1.40	4.10
10.00	1.40	3.90
14.00	1.30	4.23
14.00	1.20	4.13
14.00	1.00	3.90
14.00	0.80	3.63

Following Charts Show Increases in Materials from January 1, 1915, to October, 1917 — How Fluctuations Affect Manufactured Article.

CANS	Per Cent. Increase.
Five gallon jacket cans	125
One gallon varnish cans	110
Half gallon varnish cans	100
Quart varnish cans	100
One gallon paint cans	89
Half gallon paint cans	100
Quart paint cans	95
Pint paint cans	85
VARNISH GUMS	
Orange Shellac	250
White Shellac	200
Rosin	100
Kauri	40
Sumatra	42
Congo	35
DRIERS	
Red Lead	120
Litharge	122
Manganese Oxide	40
Manganese Chloride	50
Cobalt Acetate	67

COLORS	Per Cent. Increase
Chrome Yellow	113
French Ochre	160
Venetian Yellow	100
Chrome Green, Light	86
Chrome Green, Dark	250
Permanent Red	238
Coach Red	300
Red Oxide	170
Para Toner, Light	280
Para Toner, Dark	500
Vermilion	225
Indian Red	120
Tuscan Red, Light	150
Tuscan Red, Dark	143
Prussian Blue	178
Ultramarine Blue	175
Chinese Blue	194
Lamp Black	265
Vine Black	100
Carbon Black	213

BOXES	Per Cent. Increase.
Five Gallon	70
One Gallon	22
Half Gallon	29
Quarter Gallon	46
MISCELLANEOUS	
Coal	100
Aluminum	133
Brooms	120
Glue	200
Leather Belts	80
Muriatic Acid	150
Glass Jars	125
Nails and Hardware (Average)	125
Electric Lights and Lighting	60
Traveling Expenses, Railway Fares, Hotels and War Tax	30
Labor (In this item we pay 50 per cent. more wages for 50 per cent. less efficiency)	100

OILS AND SOLVENTS	Per Cent. Increase
Raw Linseed Oil	165
Boiled Linseed Oil	165
Refined Linseed Oil	165
China Wood Oil	200
V. M. Naptha	100
Benzole	100
Terpol	87
Vernolene	100
Acetone Alcohol	250
Shellac Spirits	175
WHITE PIGMENTS	
White Lead	128
Zinc Oxide	100
Leaded Zinc	100
Green Seal Zinc	110
Flake White Lead	120
Sublimed White Lead	120
Whiting	115
Lithopone	75

Need for Faith in Fairness of Paint Prices

F. J. Penberthy Asserts the Dealer Should be Well Grounded in the Reason for the Present Cost of Paint—Faith is Essential to Assist Him in Making Desired Sales

AT the recent convention of the Ontario Retail Hardware and Stove Dealers' Association at Hamilton one of the interesting papers read was that of F. J. Penberthy, manager of Lowe Brothers, Limited, Toronto. A lot of interest was taken in this address. Of particular interest were the charts which Mr. Penberthy used to show the increases which have been made in the price of raw materials during the period from January 1, 1915, to October, 1917. HARDWARE AND METAL has been able to reproduce these charts through the courtesy of Mr. Penberthy. They will be found on the opposite page. In explaining these charts later to a representative of HARDWARE AND METAL, Mr. Penberthy said:

"These charts represent but a few of the many articles used in the manufacture of paints and varnishes, and the percentages of advance are based upon the price of these materials January 1, 1915, and October, 1917. They are not based on market prices but are actual purchases, and the percentages would naturally vary with each manufacturer. Illustrating this by one item—shellac for instance. A manufacturer, jobber, or retail merchant may have had in stock on January 1, 1915, a quantity of orange shellac at a very low price, say 16c per lb. If the same manufacturer, jobber or merchant wanted to buy a quantity of orange shellac to-day it would probably cost about 72c laid down, which would be an advance of 350 per cent., while the chart shows an advance of only 250 per cent. On the other hand, a jobber may have bought shellac about January 1, 1915, at 20c, and in the fall of 1917 he may have purchased at 62c, and this percentage of advance would be only about 200 per cent. If a comparison was made of the actual market price of the material mentioned on the charts on January 1, 1915, and January 1, 1918, a far greater percentage of advance would be shown, and practically all of the items mentioned have increased from 10 to 25 per cent. since January 1, 1918."

Faith in Manufacturer Necessary

In the interview with Mr. Penberthy regarding the chart showing the various selling prices by the manufacturers of a paint composed of 60 per cent. white lead and 40 per cent. zinc, together with linseed oil and turpentine, it was his idea, he stated, in presenting this chart to show the hardware merchant that he must not be influenced by small fluctuations in the open market price of any one of the items mentioned. That is a small decline in the price of linseed oil or a small decline in the price of lead would not make any material difference in the price of finished paint. He stated further that it was his idea to impress upon the hardware merchant the fact that in order to make his paint business a success during this year he must have absolute faith in the fairness of the paint manufacturer and a feeling that the present level of prices was not unjust, and also the fact that it was not one or two things that influenced the advance or the decline of mixed paint, but it was everything entering into the manufacture of the product."

Sales of Paint Depends on Attitude

Mr. Penberthy is a firm believer that the sales of paint made this coming spring and summer and fall will be governed entirely by the attitude of mind of the paint dealer. If he is convinced the present prices are justified by the facts then he will adopt a courageous attitude toward his business getting and will let his customers know "the faith that is in him." The courageous attitude will be contagious, and the customer will in turn take a firmer stand in the matter of buying. With the necessity for painting clearly outlined to the customer and the knowledge on the part of the dealer that present prices are justified there should be an excellent sale of paint during the coming season. Especially should there be a good trade with the farming community, as they have the money to spend in view of the high prices paid for food products which they have to sell. It was pointed out that the price of paint has not increased in the same proportion as the price of wheat.

How Large are Glass Stocks?

In an Interview With W. R. Hobbs, Manager of Montreal Office of the Consolidated Plate Glass Company, "Hardware and Metal" Learns Some Interesting News

IN view of the recent curtailment decided upon in the United States regarding glass manufacture and to which reference was made in March 9 issue of HARDWARE AND METAL, the following article based on an interview with W. R. Hobbs, manager of the Consolidated Plate Glass Co., Ltd., Montreal, will be of added interest:

"For some time past we have been anticipating our wants and have placed orders for our needs during the coming season," said Mr. Hobbs. "In view of the situation which has developed, and considering the fact that a great many jobbers have been depending to a great extent on the glass importing companies for their needs, it would appear that a great deal of glass will be wanted through these important sources."

Mr. Hobbs stated that there were great quantities used in replacing the destroyed glass at Halifax. But, notwithstanding the fact that many carloads had been sent forward there, these had been absorbed for immediate and actual needs.

Now it is generally known that much property was destroyed there, and that a great deal, if not all, of this will have to be rebuilt. It will require glass. This will have to be supplied through the regular channels to a great extent, for, with the United States situation curtailed as it is, there will be little likelihood of supplies coming forward outside of the regular Canadian resources.

"If I were in the market for any glass I would buy it to-day," said Mr. Hobbs. "There is little likelihood, I think, of glass being again advanced, and I cannot see a single item to point to a revision downward for the immediate present. But in view of all circumstances there is likely to be a real shortage later, and those who place their orders now will be more likely to get what they require for the coming season."

Mr. Hobbs was asked concerning the United States situation. "Prices there will probably advance," said Mr. Hobbs. "This may be necessary owing to the fact that certain costs, including wages, have not entered into the consideration of the manufacturers, and as this is an item that will call for a larger outlay, an advance will perhaps be made. It is probable that there might be a revision upward here later in the spring."

Augmenting his remarks on the available supply of glass, Mr. Hobbs stated that there was already a shortage of certain sizes, and that this would be a condition which the dealer would have to face. If the sizes wanted are not procurable it will be necessary to take the next larger size, and if it runs into a new "break" the price applying therefor will have to be paid.

COMPETITION HAS PERSONAL ELEMENT

Competition is not so much a matter of warfare between your house and another as a trial of skill between yourself and the representatives of rival lines. In other words, the personal, rather than the commercial, element predominates in it. If you are to win against competitors, you must study the game untiringly, accept hard knocks with cheerfulness, and learn from hardship how to strengthen your selling method. In other words, you must never lose control of your temper nor mastery of your judgments.—"American Artisan."

EDITORIAL COMMENT

EDITORIAL BRIEFS

PRESS reports from Ottawa state that the new Parliament was opened with a minimum of ceremonial, fuss and feathers. This is as it should be. Canadians are tired of fuss and feathers. They have been fed up on it for many years.

* * *

THE retail merchant, when preparing plans, should always take the weather into consideration. The habits, sports and requirements of the public change with the weather. Window and indoor displays and newspaper ads should be prepared accordingly.

* * *

REPORTS from the United States indicate that the steel situation is clearing and from now on there will be a gradual improvement. It will be possible to tell with some definiteness what actual prospects are for future supplies.

* * *

LADIES' purses for the Senators is the latest from Ottawa. More than a thousand dollars' worth have been supplied as stationery supplies for the Senate. These supplies included 100 ladies' bags at $8 each, and 40 ladies' purses at $5.50 each. The Senate indignantly refuses, it is said, to disclose why these were purchased. The war-time taxpayers are supposed to guess for themselves.

* * *

IF Sir George E. Foster's "Daylight Saving Bill" passes and becomes effective, he will at last have accomplished something worth while in his capacity of Minister of Trade and Commerce. With an extra hour of daylight each day and with the prodding which the department is now receiving from various quarters, it may not be too much to hope that the Department of Trade and Commerce will yet awaken to its opportunities.

* * *

LET us all hope and urge that the action of the paint manufacturers in eliminating unnecessary colors, thus preventing waste and duplication of stock, will be followed by manufacturers in other lines, and particularly in hardware and allied lines, where there is at present a useless duplication of styles, sizes, designs, etc. The elimination of waste is one of the big problems which Canadian manufacturers, wholesalers and retailers have to face to-day, and the sooner duplication and waste can be eliminated the better for all concerned.

PRODUCTION SHOULD BE ENCOURAGED

GRAIN production in Canada this year promises to equal, if not surpass, anything in the history of our country. Favorable reports are being received from all parts of Canada. The retail hardware merchants of Canada can do a great deal towards encouraging the great production movement and in this connection not only perform a patriotic duty, but incidentally assist in developing their own business. The retail hardware merchants of Canada come in closer touch with the farmers than any other class of merchants. Retail hardware merchants also come in touch with the city and town dwellers, who should be encouraged to make use of waste ground. Hardware merchants last year through their efforts were the means of inducing thousands of citizens to prepare gardens. Vacant lot cultivation was carried on in a big way, and can be greatly enlarged during the Spring of 1918.

In the development of Canada's latent productive capacity, which creates new credit resources, lies one of the strongest sinews of war. The part business can play in the winning of the war is incalculable. Hardwaremen are doing a large share, but there is room for even greater efforts.

WHITE LEAD IN OIL ADVANCES

LARGELY due to the spectacular rise in the price of linseed oil there has been an increase of 50c per hundred pounds in the price of white lead in oil. Linseed oil is scarce owing to the difficulty experienced by crushers in getting flaxseed shipped from the Canadian West.

Cash flaxseed in Winnipeg on Wednesday of this week sold at $3.96 per bushel as compared with $3.45 per bushel a month ago, or on February 21. There has been a big demand for Canadian flaxseed from crushers in the United States. While transportation problems on Canadian lines have prevented movements of seed to Eastern Canada in anything like the quantities required it has been moving south into the United States.

The price of pig lead in the primary market is down slightly and the market is quiet. It would seem therefore that the increase in white lead in oil has been due largely to the situation in linseed oil.

There are indications, however, that linseed oil may be easier to obtain when transportation on the

lakes opens, thereby permitting shipment of seed over that route. One of the large dealers in linseed oil was quoting oil for future delivery at 3c per gallon lower than last week.

Putty has also advanced 25c per hundred pounds on standard grade, due largely to same causes affecting price of white lead in oil. There is, in addition, a scarcity of whiting reported.

COURAGE IS NEEDED

IN THE face of the high price of so many commodities many merchants have hesitated to ask what was really their due. They were afraid lest they should drive the trade away from their store. With rising costs in every department they have been content to take smaller margins in many instances because they have not had the courage necessary to get a fair margin.

This is a point on which every retailer should take himself seriously to task. If he is not getting the margin of profit that he did in pre-war days, how can he hope to weather the time of keen competition that will undoubtedly come after the war is over?

During the year 1917, it was pointed out by an expert trade commissioner, that of the 250,000 corporations in the United States 100,000 declared no dividends. Ninety thousand only declared a profit of $5,000 and less, while only 60,000 showed a profit on their investment of $5,000 and over.

The reason for this condition of affairs is asserted by experts to be a lack of courage and efficiency to procure a fair profit on their investment. Each retailer should endeavor to see that he is not numbered in this class.

ASSAULTING A COMPETITOR

THERE are numerous ways of assaulting a competitor. One of the most common is to attack his integrity or his honesty. Some merchants are of the opinion that they are furthering their own trade when they are running down the other man's goods. If a competitor is not honest, sells inferior goods, gives short measure or is guilty of dishonorable acts of any nature it is always well to let the public or the law pass judgment upon him.

This criticism of one's competitors is a boomerang which in the majority of instances recoils on the head of the thrower. For the most part, people are from Missouri in this respect. They require to be shown that another merchant is all wrong before they will accept it as a truth. They will, in fact, demand proof. Invariably they will come to the defence of the one thus attacked without chance of defending himself. Inwardly they give him the benefit of the doubt.

It is always an indication of small business methods to run down one's competitor. It will get the merchant a very short distance along the road of winning trade.

WHERE INEFFICIENCY COMES HIGH

EFFICIENCY of employees was one of the subjects which the National Retail Hardware Association of the United States discussed at their recent convention in Boston. This organization embraces some twenty-one different states. Reports from some 1,795 retail hardware dealers who assembled there indicated that the average cost of doing business was 17.242 per cent. of the capital invested.

Of the number of stores reporting, 891 kept their costs below the average, 126 doing their business at a cost of less than 10 per cent of the capital stock. A score of concerns ran their costs up to 30 and 40 per cent., which brought the average cost of doing business to a high level.

A report of the convention stated that it was a fair assumption that cannot be tested by material in hand that the high cost comes within the group of stores who reported that they had no special training for their employees and that there was lack of efficiency among their employees.

It would be a good plan if retail dealers in this country would size up their own cost of doing business. If it is too high it would be well to inquire whether some of the increased cost is not due to the fact that pains are not taken to see that employees are trained along the lines of efficiency.

DAYLIGHT SAVING NEEDED

Daylight saving is absolutely necessary this year in order that production may be facilitated. With an extra hour of daylight there will be more incentive for people to take up with gardening. The additional food that will be raised if this measure is passed will undoubtedly be considerable.

Hardwaremen are interested in the project from a two-fold point of view. First of all they are patriotic enough to desire greater production of foodstuffs in the interest of the Allied cause. Secondly, it will be of interest because of the chance for increased trade in garden tools. There will also be a big saving in fuel in amount used for lighting during the extra hour.

HONESTY PAYS

Business reputation is built by years of patient endeavor. The corner-stone of all enduring business is honesty. It matters not whether the principle is applied to the sale of a five-cent article or to a million-dollar article. If the customer feels that he has obtained value for his money and has not been duped he will come back again. Retention of old customers and addition of new ones is the law of business growth.

The Bicycle Has Become a Necessity

Ever-Broadening Field For Its Use—Big Sale Anticipated During the Coming Spring—Hardwaremen Can Capture Much of This Trade if They Are Looking For It

WHOLESALE dealers are looking forward to a bigger bicycle trade this spring and summer than they have ever had. They base their belief on the initial orders that have already been placed by many retail dealers. As soon as the roads dry up sufficiently to make their use possible there will undoubtedly be much interest in this article as a means of transportation. There is an ever-broadening field for the bicycle. One reason for the great increase in the demand for the bicycle during the past two or three years is the interest which mechanics and skilled workmen have taken in it as a means of getting them to and from their work. They have not hesitated to make an investment in a bicycle because they have had the money with which to do it. Mechanics who are night workers in munition plants and other industrial works have found it very essential in getting to and from work, especially where there has been no street car service. With its use day men can go home for a hot lunch at noon. The saving of car fare has been a big consideration toward inducing them to make an investment. The saving of time is another big consideration. Where it would ordinarily take half an hour on the street car the trip on a bicycle can be made in fifteen or twenty minutes. Besides there is no crowding on street cars to contend with.

Clerical Workers Should Ride

Those engaged in clerical work indoors in many instances have come to the conclusion that it would be beneficial from a health standpoint to spend their going and coming time on the seat of a bicycle rather than in a crowded street car where they secure no exercise whatever. The sale of bicycles can be pressed with advantage for the use of boys and girls going to and from school or on errands. There is an ever-increasing field for the sale of bicycles among messenger boys or firms who desire their messenger boys to have them. Numerous small stores have reduced their delivery systems to a boy on a bicycle. This has been done with advantage to both the storekeeper and to the bicycle dealer. To the storekeeper it means a greatly reduced cost of doing business and to the hardwareman it means a larger number of sales. The grocer butcher, druggist, florist, stationer, musical store, dressmaker, milliner, even a hardwareman himself can use this kind of delivery system to good advantage for very many commodities.

Selling Points of a Bicycle

Dealers in bicycles could perhaps increase their sales by dwelling more on the advantages of the bicycle. First of all it is a big convenience. It is always ready, and the amount of repairs and attention necessary are very small.

2. It is a money saver. Fares spent on street cars and in lunches eaten downtown would go a long way toward paying for the bicycle even in one year.

3. It is twice as easy as walking. The same effort expended in walking a mile will carry the individual two miles if put into propelling a bicycle.

4. It is a time saver. It will get one to his destination three times as fast as one's legs will carry him. It is even swifter than the street car when the delays of transferring and waiting for cars are considered.

5. It is a necessity because of its utility. It helps in short hauls. Transportation difficulties to-day are mostly short hauls. That is where the bicycle scores. It passes the acid test of utility.

6. The public is kindly disposed toward the bicycle at the present time. The pendulum has swung it back into popularity after a period of comparative inactivity following the first burst of enthusiasm.

Make a Good Display

A display of bicycles in any hardware store always lends to the attractiveness of the store, especially if those bicycles are the new models which are being displayed. Some dealers have even been known to place their display of bicycles somewhere in the rear of their store in an inaccessible place. In consequence they did not have a display that caught the eye of the customers in the store. A bicycle window will greatly assist in arousing enthusiasm to the point where a sale can be made. Everything points to an excellent trade in bicycles and bicycle accessories during the coming spring and summer if the dealer does his fair part in placing the many advantages of the bicycle before his customers.



RECORD SALE OF ELECTRIC WASHING MACHINES

A good record in the sale of electric washing machines has been established by Donald Sinclair, hardware merchant of Paris, Ont. Mr. Sinclair has sold forty-eight electric machines and was publicly honored with the novel reputation while attending the recent convention of the Ontario Retail Hardware and Stove Dealers' Association in Hamilton. On this occasion the manufacturer made the statement that Mr. Sinclair has created a record so far as this manufacturing company was concerned in the sale of electric washing machines among the hardware dealers of the province.

"Many dealers do not know how to handle the electric washing machine" says Mr. Sinclair "they are not definite enough in their purpose to place a machine on trial in the homes of prospective purchasers."

The plan followed by Mr. Sinclair is, briefly, as follows: He first makes a list of all acquaintances in the town or vicinity who are included in the catagory of possible purchasers. With the ones who employ a washwoman regularly he uses arguments tending to show that the elimination of the expense of a washwoman will pay the difference in the cost of an electric machine in a short time.

"The housewife has to help the washwoman anyway," says Mr. Sinclair. "She might as well devote the same or less attention to an electric machine and save the cost of the washwoman's salary."

Mr. Sinclair urges all these customers to take a machine and try it. In very few cases where he has succeeded in getting a machine installed in a house is it returned after trial. He has used an electric machine himself for some time and is therefore closely acquainted with the merits of the washer. He finds that the relation of details concerning his own experience in the use of an electric machine is a big help in persuading customers to give the washer a trial.

Electric Equipment a Promising Line

More and More the Trend is Toward Use of Electricity in Stoves and Ranges, Heating Systems, Irons, Sewing Machines —Spring Offers Chance to Push Sales

THE world has had its stone age, its iron age, its coal age. Now we are in the electric age. The trend of development is all toward the use of electricity for all sorts of conceivable purposes where heat or power or light are needed. During the past winter there has been given an impetus to the use of electricity that will not soon be forgotten. With the shortage of coal people have cast longing thoughts to the time when they would be able to heat their homes by electricity. Big strides have already been made along these lines. Within the Hydro belt in Ontario there are hopes that the heating of homes may be an accomplished fact within the near future. Inventors are working feverishly to the end that they may be able to perfect their heating systems by the time there is sufficient power available for this purpose.

Heaters Already in Secure Place

The experience of many people during the past winter has in all probability made them resolve that they would endeavor to get along with the minimum of coal during the spring months. Coal was high in price for one thing and the severity of the winter necessitated the use of an unusually large quantity. These facts will cause people to let their fires go out at the earliest date possible. There will be chilly evenings, however, when some heat will be required. And here is where the electric heaters should fill the bill. With a small investment they can be had ready to turn on and off at a moment's notice. There will be no lost heat. Every atom of heat that is given off will be utilized and there will be no loss during the middle of the day as there is with a coal fire when it is kept at a low point simply for the sake of keeping it lighted. A prominent display of these electric heaters during the spring months with catchy advertising matter to draw the merits of this line to the attention of prospective customers will result in considerable trade that might otherwise be missed.

Irons for Summer Months

Electric irons are now as much a necessity as electric light. They do away with the necessity of a hot fire to heat the sad irons during the summer months. They are economical because only enough heat is used to do the work. When the iron gets too hot the current can be turned off. It is much handier than the continuous changing of irons from the stove, to say nothing of the uncertain heat which these irons give off. When the heat is turned on it goes immediately to the point of the iron where it is most needed. With the old-fashioned iron heated over a fire or gas the entire shell became hot, but in the electric iron the heat remains in the sole plate where it is needed. This is a line which the hardwareman can well start to push during the early spring months.

Electric Toasters a Summer Line

Another of the lines which is primarily a summer line is the toaster. It should be in demand for the same reason as the electric iron, namely, the absence of heat during the toasting operation, because of the economy and convenience, and also because it can be made to do the work far better than toasting over a gas fire or over a coal fire. Grills and chafing dishes are other important electric lines, the sale of which can be urged to advantage during the spring and summer months. Always the idea of absence of heat, convenience, and saving of fuel and power should be kept uppermost to further the sale of these articles.

Numerous Electric Lines

Besides the lines enumerated above there are numerous others which offer a field for development of trade. There are the automatic electric cook stoves which solve the problem of the fireless cookers. Electric vacuum cleaners are a line which relieves drudgery of cleaning during the summer months. Electric fans have come to be almost an essential in very many homes. Electric washers make the washing day lose much of its terrors for the housewife. These are but some of the lines which the hardwareman can make a drive on during the coming months from a sales standpoint.

Canada Favored in Tinplate Regulations

Full Text of Regulation by United States Shows Dominion on Same Basis as Republic

THE War Trade Board has published new rulings governing the exportation of tin plate and terneplate. Mention of this fact was made two weeks ago in these columns; the full context of the regulations is now available, according to announcement in the Official Bulletin of the United States Government.

Under these new regulations licenses may be granted to manufacturers of tin plate and terneplate or to persons other than a manufacturer, provided the purchase of the plate has been made directly from a manufacturer prior to November 12, 1917, and also provided such purchase has been made to fulfil a contract or firm order from a purchaser abroad placed with a firm in the United States, a copy of which must be annexed to the application. Export licenses for tin plate or terneplate may be granted only for shipment to Canada, South and Central American countries, including Mexico and the West Indies, China and Japan, and only when the plate is to be used either

(1) To manufacture containers for edibles for human consumption by the people of the nations at war with Germany or her allies, or

(2) To manufacture oil cans, provided, that the plate has been ordered from the mill on or before August 27, 1917. In this case there shall be no distinction made between purchases from manufacturers and purchases from others, or

(3) When the plate is to be shipped to any of the above-mentioned countries except Canada, it is to be used for purposes which shall contribute directly to the successful prosecution of the war; or

(4) When the plate is destined for Canada it is to be used for purposes for which tinplate or terneplate is now permitted to be used in the United States.

Affidavit With Application

In all cases the application should be accompanied by an affidavit verifying all the statements in the application. Evidence satisfactory to the War Trade Board to the effect that the tinplate or terneplate to be exported will be used for one or more of the purposes above stated must also be submitted with the application, together with a guaranty executed by the consignee or the actual recipient of the goods at destination, to the effect that the plate will be used only for the purpose set forth in the application. This guaranty may be executed either by a duly authorized representative in this country of the foreign consignee or recipient, or it may be filed by such consignee or recipient with the American consul nearest to the destination.

Export licenses will not be required for filled tin containers, containers lined with tin, or for tin-foil used as a wrapper on or as containers of licensed goods.

Licenses may be granted for the exportation, except to European and African countries, of tin lanterns, tin-lamp founts, tinned rivets, tinned wire, printers' type, tin kitchen utensils, tin tableware (not silver plated), tin sundries, tin toys, and tin specialties, solder and Babbit metal.

Licenses for Other Articles

If satisfactory evidence is presented to the War Trade Board that the goods will be used in such a way as to contribute directly to the successful prosecution of the war licenses may be granted for phosphorized tin, white metal, and other tin alloys, and empty tin containers.

Opportunities for Building Materials

Increased Cost of Lumber and Other Materials Brings Possibilities of Ready Roofing and Wallboard to Fore—Difference in Cost of Latter 25 to 40 Per Cent. Less Than Former



THERE is undoubtedly a need for more building activity at the present time, but operations are at a low ebb due to the high cost of lumber and labor and other materials which enter into the construction of homes. In many cities there is a real need for homes for the working people but there is very little construction being carried on owing to the bugbear of high prices in building materials. Increased cost of building to-day as compared with prewar costs is placed at 40 to 50 per cent higher, owing to the increased cost of raw materials and labor. This seems to be an effectual bar to extensive building operations. Merchants in some towns have felt the need of encouraging building. In the town of Windsor the board of trade has taken up the matter with the result that a publicity campaign committee has been organized with a view to encouraging building operations.

How Building Has Declined

While building operations in Canada have not stopped entirely they were nevertheless at a low ebb during the years 1916 and 1917. In thirty-five of our larger Canadian cities from which reports are received the amount of building during the banner year of 1912 amounted to $185,000,000. For the same cities during the year 1917 the amount of building reached the total of approximately $35,000,000. While there has been a reduction of $150,000,000 in the amount of building compared with the banner year for building in Canada it will be seen that there is still some being carried out. Even without an impetus along the lines of building operations with the regular building materials those interested in the building trades anticipate that the activities for the year 1918 will not be less than those for 1917.

Standardizing Buildings

There is a chance for the reduction of the cost of building, however, through the substitution of other building materials. One of the methods whereby building cost can be reduced lies in the standardization of buildings and the use of materials such as wall board and ready roofing. By the adoption of proper designs much material and labor can be saved and buildings can be erected with the minimum of effort. Manufacturers have an opportunity to help out in this respect by building homes for their employees that will conform to certain well worked out plans. The smaller manufacturers and the farmers could also be relied upon to assist in this movement toward cheaper building.

Farmers Should be Good Purchasers

The farming community should be a fruitful source of trade for ready roofing and wall board. They are prosperous at the present time owing to the high prices which they have been getting for their products. Ready roofing is adapted to their use in that they can lay it themselves. Construction of buildings from wall board and other materials can also be accomplished with a minimum of labor. There is always a certain amount of labor available for this work which might be unsuited for farm work.

Hardwareman Should Advocate

By being an advocate of building with these materials the hardware merchant can thereby turn considerable trade into his own store. The hardware store is naturally the first place of call for those living in the rural communities intending to build. With his knowledge of prices of builders' hardware, cement and similar products inquiry is usually made from him first as to the probable cost of these commodities. If he can give the intending builder any encouragement along the line of comparatively cheap construction he will serve himself a good turn. It would undoubtedly mean more trade for the hardware merchant if he would familiarize himself with these various lines. He could get information from the manufacturers if he is not already conversant with the cost of these materials as compared with the regular building materials.

Saving to be Effected

By the use of these substitutes for building materials one of the manufacturers estimates that a saving of from 25 to 40 per cent. in the cost of building could be effected. This would bring the cost of erection to practically the same figure that prevailed for construction in 1912. This is an item that is well worth placing before prospective build-

ers. From these materials it is possible to erect a warm, durable and artistic building—one that will serve in every way all the requirements of a home. There is also a large saving to be effected in the amount of time and labor required for the construction of the buildings. Homes thus constructed can be considered in every sense modern homes. There will still be the opportunity for the sale of builders' hardware in connection with the construction of this class of building. By pushing the sale of these building commodities the hardwareman will enlarge his trade possibilities.

Housing Problem Important

The housing problem in the immediate future will be an important factor in the industrial development of any community. A hardwareman who can assist in any way by directing the line of development so that building will not seem a prohibitive proposition will be doing a service to his community. By advocating the use of ready roofing and other building materials that can be obtained at a reasonable price he will be doing a good turn not only for himself but will be directing his attention to materials which have perhaps been overlooked to a certain extent. This is a time when all classes of materials which can in any way meet the requirements and at the same time be secured at a lower cost should be requisitioned. The assistance of the manufacturer can be enlisted to good advantage by the hardwareman in getting information that will help him make a more persistent drive in an effort to capture this class of trade.

U.S. Produces One-half World's Aluminum

Production in Canada Amounted to 8,000 Tons — World's Output Estimated Between 135,000 and 150,000 Tons

RECENT action of the President in fixing the price of aluminum calls attention to the rapid growth of this industry in the United States, which has now become the leading world producer of aluminum. A compilation by the National City Bank, of New York, shows that the production of aluminum in the United States has grown from 60,000 pounds in 1890 to 7,000,000 in 1900, 48,000,000 in 1910, 100,000,000 in 1915, 140,000,000 in 1916, and approximately 180,000,000 in 1917, these figures being in very round terms. The value of the product, which amounted to a couple of million dollars in 1900, was $16,000,000 in 1915, and approximately $46,000,000 in 1917. Exports of aluminum from the United States have grown from $1,047,000 in 1914 to $20,300,000 in 1917.

This rapid increase in production in this line places the United States far in the lead among the aluminum producing countries of the world. In fact, about one-half of the world's output of aluminum is now produced in the United States, for while authorities differ somewhat as to the production by certain of the respective countries, they agree that we now produce about one-half of the world's output, which is variously estimated at from 135,000 to 150,000 tons, or slightly more than the world's production of tin, for which aluminum is now becoming a substitute in certain lines.

Substitute for Tin

This fact that aluminum is proving an acceptable substitute for tin in certain industries, and that its cost is now no greater than that of tin, is especially interesting and important to the United States, because of the fact that while this country produces no tin, and sends large sums of money abroad for that article, it is now the world's largest producer of aluminum and able to increase indefinitely its output. Virtually all of the $65,000,000 worth of tin imported into the United States in 1917 came from the Malayan Peninsula, the Dutch East Indies and our South American neighbor—Bolivia, and while most of our aluminum production at present is for use in airplanes, automobiles, helmets and cartridges, the possibility that it may be found an acceptable substitute for tin for certain general industries and thus reduce our dependence upon foreign countries, adds importance to the rapid development of the aluminum industry in the United States. Nearly $500,000,000 has been sent out of the United States in the last dozen years in the purchase of tin, most of it brought from the other side of the globe.

Canada Produces 8,000 Tons

The aluminum production of the world in 1916 is set down at approximately 140,000 tons, of which approximately 62,000 was the product of the United States, 20,000 produced in France, 16,000 in Norway and 8,000 in Canada. Figures differ radically as to Great Britain, ranging from 4,000 to 12,000 tons production. In Switzerland the normal production is about 20,000 tons, but has been materially reduced by inability to obtain bauxite from France.

Bauxite, the mineral from which most of the world's aluminum is produced, is found in many parts of the United States, though the bulk of that now used in the industry is the product of the State of Arkansas and is turned into the finished aluminum at several great establishments in various parts of the country, the most important being at Niagara Falls, water power being deemed an important factor in its successful production. Other works recently established are in the States of New York, Pennsylvania, New Jersey, Maryland, Tennessee and North Carolina.

Results of Increased Production

The prices of aluminum have greatly decreased with the enormous increase in production, falling from $12 per pound in 1870 to $2 in 1899, and ranging thence downward to an average of 33 cents, and then down to about 20 cents in the year preceding the war. With the greatly increased demand and increased cost of production the average price in 1916-17 was about 33 cents per pound; the President's recent order having fixed the price for the period ending June 1, 1918, at 32 cents. No census figures are available as to the amount of capital invested in the aluminum industry in the United States.

World production of aluminum has increased twenty fold since 1900, while that of tin has scarcely doubled meantime. Aluminum production in 1900 was 7,200 tons and in 1916, 135,000; tin production in 1900, 77,200 tons, and in 1916, 117,500. The import price of tin in 1916 averaged about 43 cents per pound.

NOVEL PLAN FOLLOWED IN "DOLLAR DAY"

Some novel features were introduced into the Dollar Day sale recently held by the merchants of Paris, Ont. This town has a record for carrying on this annual sale with utmost success. Some merchants of the town recorded sales of as high as $1,400 in the day. Over 13,000 coupons were turned in at the end of the day, representing about $15,000 worth of business done among the merchants of the town. The chief point emphasized by the merchants is that Dollar Day did not affect business on succeeding days, as is often the case. Though the special sale fell on Friday, this year, the regular business of Saturday was not interfered with.

A new feature of Dollar Day in Paris was the decision of merchants to give a coupon for money paid on account, as compared with the previous practice of giving coupons only for cash. The cost of the Dollar Day campaign was distributed among the merchants so that the highest charge to any individual dealer was $8 and the lowest charge was $3.50. This amount was levied on the basis of the extent of business done during the day.

In preparing the way for Dollar Day, merchants of Paris distributed leaflets throughout the town and vicinity. Each rural route was thoroughly "billed" by the dealers themselves. The merchants think that much of the success of Dollar Day in Paris is due to the fact that the dealers themselves endeavor to show that they have a personal interest in the townspeople and inhabitants of the adjacent towns and country places. This is accomplished by the dealers taking a day off and distributing the bills themselves.

The success of Dollar Day in Paris is sufficient testimony to the effectiveness of the methods employed by the town merchants in arousing interest in the special sale.

Something New for the Cardwriter

A Series That Will Give Ideas and Instructions for the Cardwriter Who Has Already Mastered the Rudiments of the Work.

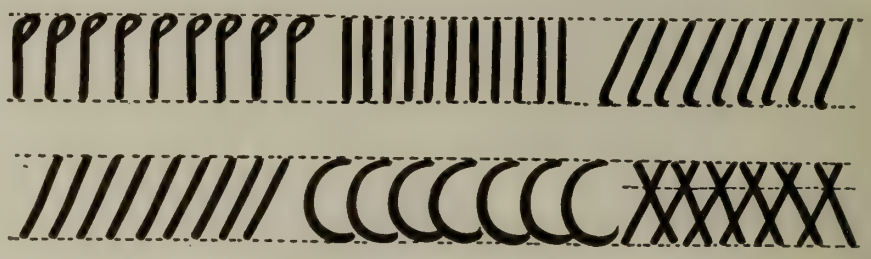
By Robt. T. W. Edwards

OUR last lesson was the first of a series of show card lessons which is being published for the sole purpose of showing our readers just what Toronto cardwriters are doing. As we stated then in the last year the cardwriters of this city have struck a new note in the various designs and styles of letter formation used. The latter is the more noticeable and it is to this branch that we are paying the most attention. It is necessary that cardwriters should change their style of letter formation from time to time in order to prevent their cards from becoming stale. You must abstain from ordinary type formations or your work will be merely commonplace. This, at least, appears to be the idea of the "new blood" cardwriters who have come to Toronto, men whose methods the Toronto merchants have taken to very readily, with the result that their work is seen up and down our main thoroughfares and in the windows of our most up-to-date stores.

There is a large variety of styles both of single stroke and outline letter formation, all of which have that little touch of originality which adds life to the show card.

Last month we illustrated a double stroke or outline letter on which were used various forms of shading and highlighting. This month, however, we are featuring a very neat single stroke letter which will be a valuable addition to our alphabet collection.

This alphabet is of a thin stroke formation and yet is more legible than many letters of much heavier stroke. Of course this type is not used for large cards but should be kept for the better grade of show card which might be used for fashion displays or showings of new spring goods.

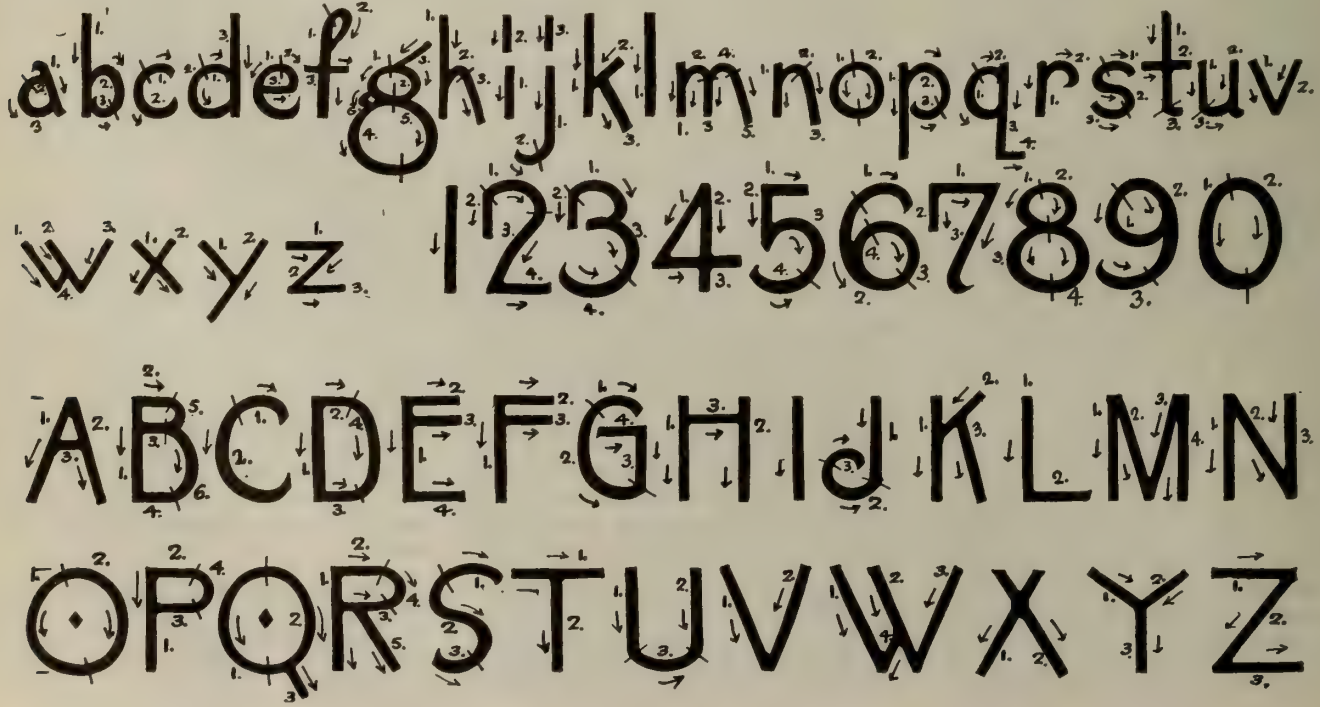


Practice Chart—

The biggest feature about this alphabet is the variety of forms you can change the letters into without losing the character of the lettering; a few of these instances can be seen if you compare the chart with the three completed cards. Take for instance, "F" in the lower case card. Compare that letter with the F appearing on the spring wear card. Here is shown the letter on the slant to the right and the cross bar or stroke 3 parallel with the guide line. Or for another instance take the F of the vegetable card. Here you have the letter made in the upright form but stroke 3 crosses stroke 1 at an angle.

The G also of the lower case can be made in many styles without losing the character of the letter. Compare the various styles used on the three cards with the one shown on the chart and you have only a few of the many that can be made.

The next one to mention and one which is played upon a great deal is the letter S. This letter, when worked up on a show card can be formed in a variety of ways and these forms all depend upon what the letters next to them will allow. As you see, the chart only shows an evenly balanced letter, but a study of the three show cards gives you many ideas of how to work in this letter. For instance the "vegetable" card in two instances shows how the lower section of this letter can be brought below the lower guide line and underneath the letter to its left—all without changing its individuality. The two "S's" on the housecleaning card show the top of this letter or stroke 1 extending much to the right of the rest of the letter.

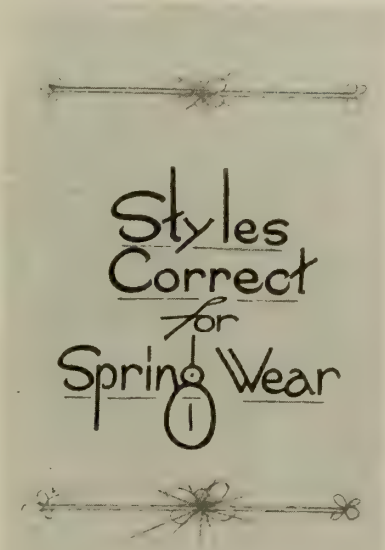




These are only three of the letters which, upon practice, you will find can be made in other forms that are shown here. Of course if you are a beginner it will be advisable for you to keep to the chart formations for a long time because when you have mastered them you will have done a big work. If you have been a follower of these lessons for some time back you will remember what was advised in regard to the method of handling the brush. However, for this lesson at least we are going to make a slight change in this method. Previously we advised you to hold your brush at a writing angle, but for this we shall ask you to hold the brush at right angles with the card you are working on. The reason for this is it gives you a better control of the brush for making this type of lettering. You must get right up on the end of the brush and keep the brush well filled with color, which should be sligtly thicker than what is commonly used. Work with a free arm movement and don't cramp your fingers up.

When you have mastered the method of formation and the handling of the brush then it only remains for you to practise and of this you cannot do too much, providing always that you are working in the right direction.

For practice work rule out a blank card with the guide lines as shown in the practice chart and select various strokes or combinations of strokes and practice them until each is perfect. You





can go all over each letter in this way and you will find it very helpful.

The upper case of the chart shows a great many plain lines which it should not be hard to master. Balance up each letter properly and don't forget that all strokes should be the same width.

A feature of this alphabet is that the corners, as you will notice, are all cut off with a little angle stroke, which is very effective when they are joined up on a completed show card as you will notice. Care should be taken not to spread the lettering too much over the surface of the cards, and above all remember to show plenty of white background to make the lettering stand out

PARCELS FOR PRISONERS

The Post Office Department at Ottawa sent out the following communication anent parcels for prisoners of war in Germany:

"The German authorities have issued a memorandum to the effect that parcels for prisoners of war interned in Germany must be addressed to the "parent" (or main) camps to which the prisoners belong and must not bear the names of any branch or working camps or of any other place to which the prisoners might be detailed for special services.

The memorandum states that prisoners who have been detailed for services outside the "parent" camps have been enjoined by the German authorities from the very first to inform in this sense any relations or other persons from whom they expect to receive postal parcels. Parcels for prisoners of war in hospitals also come within the meaning of these regulations.

"In the interests of the prisoners it is therefore essential that these regulations should be strictly adhered to as otherwise the German authorities will not deliver the parcels to the prisoners of war for whom they are intended, and it is suggested that persons in Canada, when writing to prisoners in Germany, should ascertain definitely the name of the "parent" (or main) camp so that they can comply with the regulations of the German authorities in addressing parcels to prisoners."

AUTO ACCESSORIES IN PARIS, ONT.

Automobile accessories are an active line in the Donald Sinclair hardware, Paris, Ont. Mr. Sinclair first put in a stock of accessories two years ago, and the history of the department is one of continuous development.

"The hardware store is undoubtedly the place for automobile accessories and trade is growing all the time," says Mr. Sinclair.

He is of the opinion that much of the increasing business is due to the better satisfaction and prices given on automobile accessories by hardware dealers compared with garage men. Mr. Sinclair devotes a window to the display of accessories. He finds that auto tire repairs, garage tools and small repair outfits are among the best selling lines in his accessory trade.

MORE ORDERLY STEEL TRADE PROMISED

The flow of steel is going to be a much more regular and even one in future months than it has been of late, says the "American Metal Market." The trade has had a succession of disturbances, whereas now, in the matter of war activity, there is a settling down to steady work.

The disturbances have been quite patent, but the fact that they are, for the most part, disappearing, may not be so readily noticed. In the early months after the United States declared war there was a contest between peace requirements and war requirements in steel, and a part of the urgency of demand in the former was due to the mental rather than the physical attitude of the buyer. Either he feared that later on there would be no steel for him, or he feared that later on there would be no demand for his product, and the thing to do was to rush all his orders to completion and get the money. All that is long past, and the peace consumption of steel, whatever it may be, has been settling down to a steady gait.

THE CLERKS DEPARTMENT

Importance of Seizing Opportunities

Great Mail Order Millionaire Says Hundreds of Others Could Have Done as Well or Better Than Himself—All They Needed Was the Opportunity—Getting a Chance the Great Thing

OPPORTUNITY! Fame, wealth and fortune on her footsteps wait. Cities and fields she walks. Passing by, soon or late, it is said she knocks unbidden once at every gate. If sleeping, wake. Herein is the story of Julius Rosenwald, one of the greatest merchandising experts the United States has known. He is frank to assert that men with talents equal to his own continue to draw their weekly pay envelope. To him opportunity—getting a chance—is the great thing in life. He points out the only difference between himself and many others with equal talents lies in the fact that opportunity came to him and he grasped it. James B. Morrow gives an intimate picture of this great mail order king in a recent issue in "The Nation's Business." Here is the way he tells the story after an interview with the millionaire merchant:

"I accepted the opportunity," he went on, "more in behalf of a relative than for myself. The business expanded. There are a thousand men in the country who would have done better with that business than myself. But they didn't have it. Some of them, perhaps, are still working on salaries.

"The United States is filled with men who could get rich if they had the chance. General Grant was a leather merchant in a town not far from where I was born. The Civil War turned him into a hero and made him President of the United States."

Regarding Both Sides of the Counter

"But you will admit that he was a great soldier," the interviewer remarked.

"Surely," Mr. Rosenwald answered, "but no one ever would have known it had he been deprived of an opportunity to fight. And that is my argument. Every situation in life has a man, often a multitude of them, capable of meeting and filling it. My philosophy, in the present instance, stops at that point; but there are not enough situations to go around."

"Counsel, then, is useless from a master of money to a candidate seeking a place in the ranks," the interviewer observed.

"Wholly," Mr. Rosenwald replied. "The commonest and shabbiest thing in the world is advice. A normal man does not require it. His conscience or intellect is sufficient. What he wants is an opening. He may seek it or he may find it. Often it will meet him face to face when he is thinking about something else. In that event, his heart should not be filled with arrogance.

"A thousand men, hidden away, getting pay envelopes every Saturday, live and die in comparative poverty. Many are millionaires in everything save money. There is no occasion for them to underrate their ability. Chance has not come knocking at their doors. Nor has the man in the next store, skyscraper or factory, at whose door chance has actually appeared, any reason for over-estimating his own ability. Meekly should he walk in the presence of himself—and of his family."

"But you have had a programme?" the interviewer persisted.

"None whatever. Had I followed a programme, I would still be in the clothing business."

"You know, of course," the writer said to Mr. Rosenwald, "that country merchants complain of having been seriously injured by mail-order houses?"

"Yes, although there are more prosperous and capable country merchants in the United States than ever before. When a man fails he will shift the blame from himself to some one else. He will not admit that he is incompetent. Egotism stops him from doing so. He finds an excuse somewhere for his own shortcomings and convinces himself, if he fails to convince those who know him.

"By his methods Mr. Sears caused other merchants to find ways by which they could meet his competition. The whole retail world was speeded up and grew more efficient. Good merchants became better and bad merchants went out of business.

"Billions of dollars are yearly spent in this country by consumers. Our sales for 1917 will amount to $170,000,000, which is only a small drop in a big bucket. Take shoes, for example. I suppose the American people buy a thousand million dollars' worth of shoes annually. Our sales of shoes will not exceed, say, $8,000,000. Mail-order houses can not monopolize the retail trade of the United States, but they can, in a measure, regulate it as to prices and improve it as to service.

"There is room for all, and all, I hope, will prosper, provided, under the laws of good business, they ought to prosper."

As for Julius Rosenwald himself, as analyzed by himself, everything has been an "acident"; exactly as much of an acident, it will be noted by his story, as would be the argument of a case before the Supreme Court by a lawyer, or the construction by an engineer of a railroad up the slopes and through the passes of a chain of mountains.

"Anyway you have a policy?"

"Only so far as trying to feel that I am always selling merchandise to myself. I would stand on both sides of the counter, if we had a counter."

A Millionaire's Philosophy of Wealth

A member of the Advisory Commission of the great Council of National Defense, the choice of President Wilson himself, Mr. Rosenwald is bargaining for the leather, cloth and duck—many millions of pounds and many millions of yards—required by the American armies at home and in France. His services, of course, are free to the government. Specifically, such is his duty. In general, he shares the work of the war council as a body.

Mr. Rosenwald has none of the mannerisms supposed to be acquired with the amassing of large property. He is middling as to height and weight. His friendly eyes are a blending of brown and gray and his black moustache, shot with white, is clipped close to his lip.

"It is a crime," he told the interviewer, "to pile up money after one has accumulated all that he needs for himself and his family. There is a stage where acquisition becomes a vice. Once that is reached, a man cannot part with any of his possessions, nor can he will it away. He keeps his estate together and at death hands it over to his wife and

children, not that he loves his wife and children more than do other men, but that he can not overcome the infirmity which has awakened his will and character.

"I have my business," Mr. Rosenwald continued. "I want nothing more. Men, sound men, able men, come to me nearly every week with plans that I know are good. 'I wouldn't invest a dollar,' I tell them, 'even if I knew that my profits would amount to 100 per cent. a month.' I am not interested any more in the making of money but I like the fun of giving it away."

His Early Life

A half century ago, the Rosenwalds lived in Springfield, Illinois. Samuel, the head of the family, was a merchant. Probably, he was a native of Germany. Julius, however, was born in America, and on the street where Abraham Lincoln formerly lived. Later, the Rosenwalds moved to a house directly opposite the old Lincoln homestead.

"You were not compelled to split rails in your boyhood," the interviewer said, by way of experiment.

"No, but I peddled chromos," Mr. Rosenwald replied. "The nimble sixpence had to travel pretty hard to get away from me when I was a youngster. I did many things in the way of earning money. Satchels had to be carried and I carried some of them. Also I delivered papers.

"When Lincoln's monument was dedicated, I sold a pamphlet history of the acts leading to the event and made $2.50. General Grant was present and I saw him sitting in a carriage. He was the first man I had ever seen with kid gloves on his hands. They were yellow in color and I looked so long that I have never forgotten them.

"One summer I clerked in a store, where everything was either forty-nine or ninety-nine cents in price. I made my first investment along toward autumn that year. My brother was associated with me in the undertaking. I had $20 saved from my wages as a clerk, and he had about the same amount. We bought a set of china dishes for our mother on the twentieth anniversary of her marriage—had them unpacked and spread out when she came down to breakfast. That was a big day for us boys.

"But a bigger one for your mother," the interviewer asserted.

"And she is living yet," Mr. Rosenwald fondly said, "and writes to me every week and, although she is nearly eighty years of age, her penmanship is without tremor or a blot."

Unconsciously, Mr. Rosenwald was giving a beautiful picture of himself. No doubt he will be surprised to see it in print but there is where it belongs and the writer has no explanation to make for giving a place to it in this rough sketch.

A Rosenwald "Accident"

At sixteen, Julius Rosenwald left home and the public school of Springfield. Maternal uncles lived in New York. Thither he went and his mercantile relatives gave him employment, "but," using his phrase, "of a very subordinate character." Sweeping, possibly; dusting, no doubt, and washing windows.

"One day," to give another snatch of his story, personally related, "I went to a wholesale establishment." I was a clerk by this time and entrusted with important commissions.

"Summer clothing for men—alpaca coats, duck vests and seersucker suits—was the exclusive line of this house," he said. "Business was brisk and the proprietors were in a cheerful and congenial mood. One of them told me that they had received that day sixty more orders, some by telephone, than they could fill.

"I turned this information over in my mind and mentioned it to my uncles. Summer clothing for men, I thought, and they agreed, might do well somewhere else. A location was my first problem. Inquiry showed that a line of such goods had not been developed in Chicago.

"My father supplied me with funds and a cousin became my partner. We leased a loft on the third floor of the Farwell Building. It was in the fall of the year and we began, in a modest way, the manufacture of thin clothing. In the January following we opened our selling campaign, deliveries to be made in the spring and early summer."

"How old were you?" the interviewer asked.

"Eighteen sixty-two from eighteen eighty-five leaves twenty-three and that was my age," Mr. Rosenwald replied. "We did well," he continued, taking up his story, "and nine years later I became acquainted with Richard W. Sears. Then the turning point in my life occurred.

The Birth of an Idea

Mr. Sears was a year younger than myself. Born in a little Minnesota town, he learned to be a telegraph operator. A natural born trader, and always an honest one. I want to say in passing, he began selling watches to the railroad men of his acquaintance. He would buy two or three watches and dispose of them to engineers, conductors and others.

"During his leisure time, while sitting at the telegraph instrument, he would write letters to the operators whom he knew and in that way laid the foundation for his mail-order business. He did so well that he left the railroad business and went into business for himself at Minneapolis, dealing only in watches and selling them by means of circulars and letters.

"Chicago, he thought, would be a better location and so he moved to that city. He had already proved the merit of his idea and was making money. Then, in a year or two, a man came along and offered him $125,000 for his business, provided he would agree not to sell watches again in his own name for a period of three years.

"Mr. Sears was only twenty-five at the time and the sum that he was offered seemed to be an immense fortune. He thought that he would never want any more money. So he sold out, invested $75,000 in farm mortgages, gave the mortgages to his mother and went to Mexico and California on a vacation.

"After traveling for six months, he returned to Minneapolis weary from idleness. A. C. Roebuck, who was much older than himself, formerly had been in his employment as a jeweller. Mr. Sears was attached to Mr. Roebuck and had great respect for his mechanical ability and his character.

"Under the contract he had made in Chicago he was barred for three years from engaging in the mail-order business under his own name. So he organized the A. C. Roebuck Watch and Jewelry Company and re-established himself in Minneapolis. Mr. Roebuck, neither then nor after, had any financial interest in the business. He was always an employee on a salary.

"Once more Mr. Sears prospered. When he was free to do so, he changed the name of his firm to Sears, Roebuck and Company. He had widely advertised the old firm and believed that Mr. Roebuck's name was of considerable value. Therefore, he used it, along with his own, although he was the sole owner of the business.

"Accidents" Continue to Happen

Mr. Sears returned to Chicago in 1895. Up to that time he had sold watches and jewelry exclusively. When he aded a small line of clothing to his stock, I showed him samples from our factory. Thus our acquaintance opened. He told me about his business.

"I had a brother-in-law who was then looking for an opening. He and I went to Mr. Sears and asked him if he felt like accepting us as partners. A bargain was soon made. Mr. Sears put a value of $140,000 on his stock, good-will and so on. The price was satisfactory. I paid him $35,000 and my brother-in-law paid him $35,000. And so the three of us owned the business. We turned the company later into a corporation. Mr. Sears was elected president and I was elected vice-president and treasurer. When Mr. Sears retired in 1908, I succeeded him. He died two years ago, a very wealthy man. Modest, always, and lovable, he was of great service, in my opinion, to the American people. He brought manufacturers and consumers together and saved the latter hundreds of millions of dollars."

The Case for the Mail Order House

The business of Mr. Sears in 1895, by his own statement, was worth $140,000. No money was afterwards put into it. Expansion was made wholly with profits. The shares of the corporation to-day have a market value of $125,000,000. At least $25,000,000 has been taken out of the business in the form of dividends. Sales totalled $500,000 in 1895. They will be three hundred and forty times greater this year."

EVENTS IN THE TRADE

NEW WHOLESALE HARDWARE IN WEST

The Morrison-Blackwood Hardware, Limited, wholesale hardware, are starting in business in Moose Jaw, Sask. Stocks are being bought and an announcement as to when operations will begin may be expected soon. L. A. Blackwood, for many years general manager of the Miller-Morse Hardware Co., Ltd., Winnipeg, and later Merrick-Anderson Co., Ltd., Winnipeg, will be managing director.

BUSINESS CHANGES

Ottawa, Ont.—Star Hardware Company has discontinued business.

Montreal, Que.—Mount Royal Economic Store, hardware, has sold out.

Cornwall, Ont.—J. Pitts, hardware, has sold to Smith & Snetsinger.

Watrous, Sask.—J. E. Robins & Co., hardware, has been succeeded by W. E. Robins.

Finding that the bicycle business was coming along so fast that it demanded his entire attention, A. Clark, proprietor of the Cadet Cycle Works, 1052 Gerrard Street East, Toronto, has closed the phonograph department of his establishment and will devote all his time and energy to bicycle sales and repairs.

PERSONAL

Albert Greenburg, toys and sporting goods, Montreal, was calling on the trade this week.

S. L. Doolittle of the St. Mary's Wood Specialty Company, Limited, of St. Mary's, Ont., has commenced his annual trip and will spend the next two or three months calling on the trade.

Charles Byford, formerly of the Bond Hardware Company, Guelph, has joined the staff of the Mills Hardware Company, Hamilton, as advertising manager.

A. M. Bottcher, purchasing agent for Hyslop Bros., Toronto, automobile and bicycle accessories, has returned after a couple of weeks at various points in the United States on business matters.

L. P. Winslow, who has been salesman for Beatty Bros., Limited, of Fergus, Ont., has been attached to the Fergus branch where he will shortly assume the duties of branch manager.

MONTREAL NEWS NOTES

James Isbister, with Peck, Stow & Wilcox Co., of Southington, Conn., was in Montreal this week calling on the trade.

R. H. Monk, assistant general manager of Brandram-Henderson, Ltd., left on Wednesday for a trip of several weeks to Western Canada. Mr. Monk will go through to Vancouver before he returns.

F. C. Hatch is in Montreal this week in the interests of his firm, the Martin Manufacturing Company of Whitby, Ont.

J. M. Shellenberger representing the firm of Baeder, Adamson & Co., Philadelphia, Pa., was a Montreal visitor this week.

F. C. Dannenberg, representing the Wiss Company and also the Kraeuter Co., was a Montreal visitor this week in the interests of these firms.

H. J. Robinson, late of the George W. Reed Company of Montreal has entered into partnership with E. Cecil Short & Co., ingot metals and chemicals.

George St. James, buyer for the hardware department of the R. H. Williams & Son, general store at Regina, Sask., was a Montreal visitor this week.

HARDWARE STORE BURGLARIZED

Thieves smashed the large plate glass window in the hardware store of J. S. Fraser, New Glasgow, N.S., some time during the night of March 9. After the glass had been broken a considerable quantity of goods was taken from the store window, including revolvers, safety razors and other small wares.

MONTREAL FIRM MAKE MERRY

On Tuesday evening March 12, the members of the firm of A. C. Leslie & Company, Ltd. and staff gave an entertainment to the convalescent men quartered at the Military Hospital on McTavish Street.

The chair was occupied by W. S. Leslie, president of the firm, and the program was in the hands of and provided by members of the staff. Selections were of instrumental, vocal and recitative nature and these were very much appreciated and enjoyed by the men resident in the building.

During the evening the social side was made enjoyable by the serving of refreshments, provided by the visitors and smokes were also brought for the boys, which were very much appreciated.

This splendid class of entertainment has been adopted by the company for several seasons back and it has always seemed well worth while to provide entertainment that would bring the members of the staff closer together and thus disseminate a better spirit as well as contribute to the welfare and enjoyment of others. Last year's function was held in the Old People's Home at Longue Point, when a similar entertainment was provided.

CHANGE IN HARDWARE FIRM

Mackenzie, Milne & Co., Limited, hardware dealers of Sarnia, Ont., as intimated in last week's HARDWARE AND METAL, has undergone some changes through the retirement of some members of the former company. In a statement with respect to the changes of the company T. F. Towers, secretary-treasurer, stated that Peter Paton of Montreal and some others associated with him will take over the stock of those retiring from the company, but that it is not expected that at present any of them will be actively employed in the management of the company. The business is to be conducted as heretofore. The former officers of the company were David Milne, president; George S. Samis, vice-president; T. F. Towers, secretary-treasurer; directors: J. A. Farquharson, Charles MacKenzie, Malcolm McKenzie. It is understood that J. A. Farquharson is one of the members of the former company who has withdrawn.

DEPARTMENT CHAIRMAN ANNOUNCED

President J. R. Dixon of the Canadian Bicycle Dealers' Association, Ontario section, announces the appointment of the chairmen for the various departments of the organization as follows: Grievance Committee, N. S. Ferries, Hamilton; Racing Committee, P. A. McBride, Toronto; Legal Action, H. Howe, Ottawa; Collections, J. R. Dixon, Hamilton; Newspaper Publicity, W. M. Gladish, Toronto. These men have been authorized to add to their numbers as required. Expert legal advice has been secured by the association from a corporation lawyer regarding the effectiveness of a new form of lien for use by bicycle dealers. He has criticized several features and the addition of a salary assignment clause has been recommended. The constitution is being printed and will shortly be distributed.

AIRMAN SERIOUSLY INJURED

The Naval Department at Ottawa under date of March 17 announced that Flight Sub-Lieutenant William S. Anderson, R.N.A.S., son of T. A. Anderson, president of the Merrick-Anderson Company, Limited, Winnipeg, has been seriously injured.

CHANGES IN WHITMAN & BARNES COMPANY

A. B. Hall, vice-president of The Whitman & Barnes Mfg. Co., will have supervision of the company's sales. He has for the past twenty-one years been connected with the company in various sales and official capacities. His early connections were with the company's Chicago sales office as manager, which position he held until his transfer to the general office at Akron, O.

R. S. Carter, district representative of the Whitman & Barnes Mfg. Co., with headquarters in Pittsburgh, has been promoted to sales manager and will have direction of twist drill and reamer sales from the Akron, O., general office.

H. E. Fisher, formerly with the Pittsburgh Model Engine Co., Pittsburgh, Pa., has become associated with The Whitman & Barnes Mfg. Company, Akron, O. He succeeds R. S. Carter as mechanical engineer and will have charge of sales in the Pittsburgh district.

Paul E. Thomas of Chicago, prominent for years in railroad circles in the traffic department of the Seaboard Air Lines, has become connected with The Whitman & Barnes Mfg. Company, Akron, O. His official position is that of sales manager in charge of the department of wrenches and spring cotters.

AUTO AND BICYCLE SHOW

The bicycle and motorcycle dealers of Toronto now have a show proposition under consideration. According to the present understanding, the cycle merchants are to share things with the local automobile accessory retailers. The exhibition is planned for the Arena, the local skating palace, and is scheduled to be held late in April. The matter was discussed at a meeting of the Toronto cycle trade at the Carls-Rite Hotel on March 21, and the subject will be definitely settled at a conference on April 3. The man behind the proposal is W. C. Miller, secretary of the Retail Merchants' Association of Canada.

FIRE LOSSES

Alexander Brown's hardware store at Harriston, Ont., was slightly damaged by fire on March 19 when fire broke out in the McConnell building and spread to the Bailey block in which the hardware store was located. The principal loss occurred in the building in which the fire originated.

CYCLE SHOW MAY 4 TO 11

Manager T. C. Kirby of the Montreal Bicycle and Motorcycle Dealers' Association has made his official announcement regarding the holding of the First Annual Patriotic Cycle Show of Eastern Canada. The show will be held in the Montreal Auditorium from May 4 to 11, inclusive, under the direct auspices of the trade association. An interesting part of the exhibition is that the entire gate receipts will be given to patriotic societies, schools for crippled children and local hospitals and various local organizations are appointing committees to handle the general sale of tickets. A ladies' orchestra has been engaged for the occasion and professional vocalists will sing in the concerts every afternoon and evening.

A CORRECTION

In reporting the recent reorganization of The Dougall Varnish Co., Limited, in our issue of March 16, an error was made in stating that J. Harold Dougall was the new president. Mr. Dougall was elected treasurer and should have been so mentioned.

The new president of the company is J. J. Nicholson, and his name should have been mentioned in connection with the report appearing on page 31 of the last issue of HARDWARE AND METAL.

The office of vice-president and secretary, as accredited to Mr. Ingersoll, was correct, but it is sincerely regretted that the other errors were made.

Mr. Ingersoll was selected as a member of the Board of Directors to fill the vacany created by the death of J. S. N. Dougall.

ADDRESS OF NEWELL MANUFACTURING CO.

An item in "New Hardware Goods" in March 16 issue of HARDWARE AND METAL gave the address of the Newell Manufacturing Company, Limited, as Preston, Ont. This was incorrectly given, as the firm is located at Prescott, Ont.

TO ESTABLISH SHIPBUILDING YARDS

A. M. Rowan, retail hardware, St. John, has purchased the stock of the late James Knox, and the latter business will be closed. The business founded by Mr. Knox and continued by his son until the latter's death recently was one of the oldest ships chandlery and hardware establishments in the city and has been a landmark on the water front for many years.

The St. John Shipbuilding Company, Limited, has announced its intention to proceed immediately with the establishment of steel shipbuilding yards in or near St. John. Thomas Nagle of St. John is managing director and large shipbuilding interests in Great Britain and Canada are said to be interested in the new concern. The company had planned to start last year but difficulty in securing steel plates and other supplies caused a delay.

NO MOTOR LICENSES FOR ALIENS

An order-in-council has been passed by the cabinet of the Ontario Government which forbids granting of licenses to run automobiles to paroled alien enemies. It was pointed out that British subjects in Germany have during the past three years been locked up in internment camps and have had their motor cars confiscated.

DEATH OF HARDWARE BROKER

The death occurred March 10, after a protracted illness, of Edwin H. Bissett, a resident of Winnipeg for nearly 35 years and a well-known business man, being the senior member of the firm of Bissett & Webb, metal and hardware brokers. When deceased first went to Winnipeg he was manager of the Winnipeg Waterworks Company, but entered into private business when the city took over the operation of the plant as a civic utility. He was a man of a retiring disposition, but nevertheless enjoyed a wide acquaintanceship and was highly esteemed. He was an earnest and active member of Knox Presbyterian Church and was for many years on the boad of management and congregational treasurer. Deceased was born at Lachine, Que., on March 10, 1859, and was, therefore, just 59 years of age on the date of his death. His father was James Bissett, a Hudson's Bay Company factor of the old regime. He is survived by his wife and one daughter at home, and a son, Lieut. J. E. Bissett, who is on active service with the British navy, and who, previous to enlisting, had a brilliant career at McGill University.

ADMIT UNFAIR METHODS

Some of the varnish companies in the United States against whom the Federal Trade Commission had made charges of unfair methods of competition have admitted the truth of the charges. In their answers to the commission's complaints three of the varnish companies admitted that the charges were true but expressed their desire to conduct their business in accordance with the law and to refrain from such practices in the future.

The Travelers' Association of Paint and Allied Trades of Pennsylvania in a resolution recently deplored "the system of graft and prostitution of legitimate business methods recently exposed by the commission." Some of the companies, however, are still emphatic in their denial of the charges.

RUSSIAN METAL OUTPUT

Unrest in Russia has not interfered with the production of the rarer metals aside from platinum, though from the nature of things export trade has not grown. Consular reports indicate the following comparisons of production in 1916 and 1917: Bismuth, 1916 none, 1,806 pounds of 60 per cent. ore in 1917; molbydenum, 5,417 pounds in 1916, 7,220 pounds in 1917; tungsten, 72,200 pounds in 1916, 216,680 pounds in 1917.

HARD WORK INCREASES SALES

Hard work is what increases sales. Combine hard, steady work with fair ability as a salesman, and add to that a moderate amount of good advertising, and you have a formula which will compel success in a retail hardware business as sure as fate. But while putting this formula to work see that your clerks are also using it.—"American Artisan."

CATALOGUES and BOOKLETS

Pamphlet on Halters

R. R. Kinread, 286 Bannatyne Ave., Winnipeg, has issued an attractive card in four colors, 9¼ x 14 inches, featuring prominently their line of halters which Mr. Kinread states is for the retailer's use in attracting the attention of customers to his line. Copies will be supplied immediately upon request.

Window Material

A selling campaign has been launched by Imperial Oil, Limited, Toronto, and branches, to increase the demand for oil cook stoves, ovens and cabinets during the spring and summer months. The basis of the appeal will be to save the nation's coal, which is not only expensive but scarce, by using oil. An oil cook stove week from May 6 to 11 inclusive is to be a feature of the campaign, and it is announced a set of window display material will be sent free for the asking to dealers handling this firm's line of products.

B.T. Barn Book

Beatty Bros., Ltd., Fergus, Ont., have issued a new catalogue called the B.T. Barn Book which deals particularly with equipment used in the modern barn.

Photographs of barns in all parts of Canada are shown and it is said many hundreds of dollars were spent in securing these. In addition illustrations of all their barn equipment is shown by this firm along with complete descriptions. This book will, it is said, be sent to farmers or contractors free, if names are sent in.

Accompanying the catalogue, a net price list is included and it is suggested that the merchant take this and insert selling prices right in the catalogue. This would, it is said, eliminate danger of losing prices or worrying over price list left behind when you are miles on your drive interviewing farmers. The catalogue is very attractive and many blue prints to illustrate methods of installing are reproduced.

HARDWARE LETTER BOX

Wonder Stove

A. N. Bourassa & Son, La Fleche, Sask.—Please let us know where we can secure repairs for the Wonder Stove.

Merrick-Anderson Co., Ltd., Winnipeg, Man.—Ed.

Crown A Niagara Range

The McFarland Hardware, Etzikom, Alta.—Kindly advise where we can secure repairs for Crown A Niagara Range.

North Western Stove Repair Co., 22 W. Lake St., Chicago, Ill.

Asbestos Mats

J. H. Slater, Ridgetown, Ont.—Kindly inform me where I can secure asbestos mats for tables.

Canadian H. W. Johns-Manville Co., Toronto; the Asbestos Manufacturing Co., Montreal; the Eureka Mineral Wool & Asbestos Co., Toronto.—Ed.

Manufacturers of Graphite

C. L. Devitt, Ottawa, Ont.—Can you inform me who are manufacturers and dealers in graphite?

Canada Paint Co., Montreal; the Domestic Specialty Co., Hamilton, Ont.; Electric Boiler Compound Co., Guelph, Ont.; Hamilton Facing Mill Co., Hamilton, Ont.—Ed.

Respecting Sale of Formaldehyde

Aiken Bros., Allenford, Ont.—Is it illegal for a hardware store to sell formaldehyde if there is no pharmacy in the town?

There is a law which prohibits the sale of formaldehyde in any store except a pharmacy. While no instances are on record yet of prosecutions having been made, we understand that the College of Pharmacy has in some instances warned dealers that they are liable to be prosecuted if they continue the sale. The fact that there is no druggist in your village would not be a mitigating circumstance should action be taken against you. The farmers will of necessity have to go where they can secure this commodity.—Ed.

TRADE INQUIRIES

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1657. **Agencies.**—A Johannesburg firm of engineers are prepared to put on the Johannesburg market Canadian lines of mining machinery, leather and Balata belting, light rails, ball bearings, engineering specialties, and other lines suitable for the mining trade.

1658. **Horseshoe nails.**—A South African firm with thirty branch stores, asks for samples and quotations of horseshoe nails. Further particulars may be had on application to the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

1660. **Catalogues.**—A Johannesburg firm of wholesale merchants ask for Canadian catalogues in all hardware and kindred lines. Prices must be submitted and details re packing.

1661. **Catalogues and price lists.**—A Johannesburg firm of wholesale merchants ask for catalogues and price lists on all lines of hardware, brushware, handles, woodenware, cartridges, ploughs and agricultural implements.

1662. **Hammers.**—A Johannesburg firm now controlling and securing large business in a special Canadian line, ask for quotations and other particulars on hammers and sledges, all sizes.

1663. **Catalogues and samples.**—A wholesale firm in Johannesburg ask for catalogues or samples when possible in shelf hardware, brushware, handles, shovels, woodenware, and fruit jars.

1664. **Shovels and spades.**—A Johannesburg firm making a specialty of mining supplies, are prepared to take up a Canadian agency on purchase system for shovels and spades. Catalogues and correspondence requested.

1666. **Belting.**—A Johannesburg firm with established connection in belting are prepared to take up the Canadian representation of conveyor belts.

1668. **Catalogues.**—A wholesale firm in Johannesburg ask for catalogues and prices on hardware, all kinds, brushware, handles, tools, ploughs and agricultural implements.

1670. **Electrical material.**—A Johannesburg firm making a specialty in electric material supplies, ask for catalogues and prices on electrical goods of all kinds.

1671. **Steel.**—A Johannesburg firm are prepared to take up the representation on the purchase principle in rough and hard-drill steel. Immediate correspondence requested.

1672. **Agency.**—A Johannesburg commission agent calling on the wholesale trade in the Transvaal is prepared to take up Canadian representation of any of the following lines: Hardware, tools, brushware, nails, wire, enamelware, flour, cereals, foodstuffs, and boots and shoes.

1673. **Catalogues.**—A South African firm with wholesale branches in all centres of South Africa, request catalogues, price lists and other details on any line of Canadian goods suitable for wholesale distribution.

1674. **Mining supplies.**—A Johannesburg firm of many years' standing in the mining trade ask for catalogues or other particulars from Canadian manufacturers of mining and railway supplies, wire rope, machinery, mine cars, tools and other lines.

1675. **Clothespegs.**—A Bristol firm desires to import clothespegs.

1676. **Horseshoe nails.**—A firm in Gloucester wants to purchase horseshoe nails.

1678. **Wood dowels.**—A Bristol firm desires to be put in touch with a Canadian manufacturer of wood dowels.

1679. **Hay fork handles.**—A Bristol house desires to make connections for after-the-war trade with a Canadian manufacturer of hay fork handles.

1680. **Wire nails.**—A Bristol cooperage firm wishes to buy two tons or over of wire nails in gauges 11, 13, 14—1¼ inch, 1¾ inch, 2½ inches.

1681. **Hoe handles.**—Are required by a firm in Bristol.

1682. **Rake handles.**—A Bristol firm is in a position to purchase straight rake handles 1⅛ inch in diameter by 4 to 8 feet in length.

1683. **Manure fork handles.**—A firm in Bristol want bent and straight manure fork handles of 4 feet, 4½ feet and 5 feet in length by 1¼ inch in diameter.

1684. **Navvy pick handles.**—36 inches, 39 inches and 42 inches in length are wanted by a Bristol firm. Mostly the 36-inch length required.

1685. **Hammer and sledge handles.**—A firm in Bristol desires to import these handles in the usual sizes.

1686. **Hatchet handles,** required 14 inches, 16 inches, 18 inches, 20 inches and 24 inches in length by a Bristol importer.

1687. **Felling axe handles.**—A Bristol importer desires to purchase fawn-foot felling axe handles.

1688. **Spade, fork and shovel handles,** required by Bristol concern.

1689. **Mandrill and pick handles.**—These handles are desired by an importer in Bristol.

1690. **Dowels.**—A firm in Bristol wants dowels in lengths of 2 feet 6 inches to 6 feet, with a diameter of ¼ inch to ¾ inch.

1692. **Pastry boards** of white clean wood required by a Bristol house. The pastry boards must not be expensive, and round corners are preferred—in two thicknesses, ½-inch and ¾-inch, and in sizes 16-inch by 12-inch up to 3-inch by 18-inch.

1693. **Broom handles.**—A Bristol concern would be glad to hear from a Canadian exporter of broom handles made of spruce or alder 50 inches by 1⅛ and 50 inches by 1¼ inches.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

FEATURING the various markets this week is the decline of 25c per 100 pounds registered in galvanized sheets. Receipts of stocks which have been in transit for weeks and months are reported; keener competition has developed and a decline has followed.

Following advances made in linseed oil during the past couple of weeks, white lead in oil has gone up 50c per 100 pounds. This is also partially due to the firm situation which has been maintained in the lead market. Putty has gone to higher figures also due to increased cost of linseed oil and the scarcity of whiting. New prices on standard are up 25c and pure 50c per 100 pounds. Linseed oil remains steady at last week's advance, and turpentine, though somewhat easier in the primary market, reveals no change locally over last week's decline.

The strength of the tin market may be gauged in further advances which have been made in solder and babbitt metals. Locally, supplies of tin are reported scarce, being almost unobtainable. Little hope of relief is held out for the next month or six weeks and ingot tin remains around $1.00 per pound. The advance in solder is 2c per pound while best grades of babbitt range as high as 95c per pound.

Cotton twine has advanced 2c per pound during the week and in some quarters it is thought cotton rope and sash cord will undergo revision. Cotton waste remains unchanged with a big demand existing.

Many miscellaneous lines have undergone revision during the week, a big advance being made on all kinds of wood handles. Other lines affected include grindstones, bolt clippers, cotton clothes lines, mitre boxes, hack saw blades and clothes pins, higher prices ruling on each. There are indications that a decline in iron rivets may develop. Business in all lines is reported good.

MONTREAL MARKETS

MONTREAL, March 21.—There have been several changes this week in automobile accessories and these are in such lines as oils and greases, ornaments, patches, grinding compound, hub assemblies, nuts, screws, etc. In the regular hardware lines price changes have been very few. Handles are undergoing revision, the new prices to be very much higher, due to the scarcity of hickory and other material. In view of the high prices for tin it is stated that there may be higher prices soon for retinned lines of tinware. Cotton wrapping twines have been advanced and there is a suggestion that cotton rope prices will soon advance. Ordinary lines of mirrors have been moved up about 10 per cent. There seems to be a feeling generally that prices will tend upward on several lines. Among these will probably be included wire cloth. Some difficulty is experienced in securing certain lines of merchandise and this is likely to manifest itself more or less as the season advances. There is a satisfactory outlook for spring trading.

Patches, Ornaments And Screwdrivers Advance

Montreal.

RADIATOR ORNAMENTS, ETC.—Among the many advances that have been made this week in automobile accessory lines are the following: Radiator ornaments, "Doctor's Cross" are listed at $2.50 each as are also "Wheel and Wings." They are subject to a discount of 37½ per cent. in lots of six, in single lots 33 1/3 per cent. Samson feather-edge patches (cementless) are listed at 60c per doz. and subject to a discount of 37½ per cent. in lots of 24 sets. Creepers with tray are listed at $3.25 and without tray at $2.05, subject to a discount of 33 1/3 per cent. in single lots and lots of 6, 37½ per cent. Four-in-one screwdrivers list at $1.05 each with a discount of 33 1/3 per cent.

Advances Recorded On Auto Greases, Compound

Montreal.

AUTO GREASES, COMPOUNDS, ETC.—Advances have been made this week on special automobile oils, greases and valve gringing compounds. The former include transmission gear grease and Veedol motor greases. The list is a long one and the trade discounts from the various prices are 25 and 10 per cent. Transmission gear oil in barrels is listed at 91c per gallon; in half barrels at 98c and in drums at $1.06 per gallon with discount of 25 and 10 per cent. Clover grinding compound in 4 oz. cans is listed at 55c and in 2 oz. cans at 45c. One pound cans of the same in the various grades, A, B, C, D and E are listed at $1.75 with discounts at 25% in small lots and for full doz. lots 30 per cent.

Hub Assemblies, Pins And Cotters Are Up

Montreal.

HUB ASSEMBLIES, PINS AND COTTERS.—Advances are made this week in cotter pins on which a discount of 37½ per cent. is allowed for lots of 24. The list is 25c per doz. Taper pins listed at $1.30 are subject to a discount of 37½ per cent. for two dozen lots. Advances for cap screws have been made and these apply to A.L.A.M. castellated nuts, hexagon nuts and set screws as well. Hub assemblies for Ford cars without flange and for front wheels are listed at $2.85, with a discount applying of 20 per cent. List on the rear wheel style is $1.85 and the discount 10 per cent.

Mirrors Are Advanced; Handle Prices Withdrawn

Montreal.

MIRRORS, HANDLES, ETC.—Prices have been revised on mirrors. This is probably a result of the recent revisions in the price of glass and the advance is about 10 per cent., applicable to the X L and white enameled lines. Prices are temporarily withdrawn on all lines of handles and new prices are now being figured out. These will be very much higher, the jobbers assert, and in some instances probably will reach as much as 50 per cent. over previous quotations. The scarcity of hickory is given as the reason for this change and also shortage of labor.

Cotton Twines Higher; Will Cotton Rope Follow?

Montreal.

COTTON TWINES, ETC.—Another advance has been made in the price of cotton wrapping twines and this is about two cents per pound on the average. Prices seem to be very wide and these are found elsewhere in the current quotations. The points arises—will cotton rope advance? Some feel certain that it will and in view of the firm market for cotton all around, a revision of prices on rope would not be surprising. A fair amount of business is being done in a sorting way only, at fully maintained prices. Sash cord may be revised also. Seine twine prices have also firmed and following prices obtain: Number 6, 71c; No. 9, 67½; No. 12, 64½c; 15 to 36, 64c and 42 to 100, 63½c per pound.

Stove Outlook Good; Tinware May Go Up

Montreal.

STOVES, TINWARE, ETC.—There is a fair demand for stoves and the amount of business coming is at least seasonable. Within a few weeks there will be a better enquiry and especially for the usual lines of oil stoves that are now popular in many districts during the hot months. It has been suggested that, in view of the strength of the pig tin market, prices may have to be revised on retinned ware and this will be essential, thinks one large manufacturer, if the price of tin remains at its present high level. In the meantime there is a firm tendency. Business for enameled ware and for the usual stock that is in greater demand during spring months, such as galvanized ware, is looking up well.

Refined Oil And Gasoline Steady, Good Outlook

Montreal.

COAL OIL, GASOLINE, ETC.—There has been a seasonable demand for coal oil though the demand is not so heavy as it was during the past few months. Gasoline will now be in greater demand and the number of cars that will be used this year is expected to be greater than ever, particularly in view of the fact that gasoline can be had freely. The season for lubricating oils is nearing too and with the number of orders that are already to hand and those that the travellers will be sending in from now on there is expected to be an increased activity in the oil trade. Prices are unchanged with Royalite selling at 17c; Palacine and Electroline at 20c and gasoline at 32½c per gallon.

Iron And Steel Firm; Country Trade Fair

Montreal.

IRON AND STEEL.—There is a fairly seasonable demand from the country for iron and steel products but the city trade is quiet. With a better outlook for early spring it is likely that there will be a greater demand for these lines, since new work will require a greater supply of iron and steel for repairing machinery, wagons and implements. With prices held firmly and unchanged the following quotations are made.

MONTREAL—	
Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20-0 21

Trading In Sheets Is Somewhat Lighter

Montreal.

SHEETS AND PLATES.—There is not a great deal of activity in the sheet and plate market. As a matter of fact some sizes and gauges are scarce and this reduces trading to a small compass in these. Generally speaking there is a better feeling regarding future deliveries and one large importer stated to HARDWARE AND METAL that they were getting more supplies through in the last week or so than had come forward in months before. This, they stated, would materially relieve the scarcity with which many of the manufacturers had been confronted and a much better situation prevailed with them than has obtained for some time. Prices are held without change.

BLACK SHEETS—		100 lbs
10 gauge	$8 00	$11 50
12 gauge	8 65	10 50
14 gauge	8 80	7 90
16 gauge	9 00	8 00
18-20 gauge	9 25	7 80
22-24 gauge	9 40	7 85
26 gauge	9 45	7 90
28 gauge	....	8 00
10¾ oz. (28 English)	10 55	10.75
GALVANIZED SHEETS—		
10¾ oz.		$10 00
28 ga.		9 65
26 ga.		9 25
22 and 24 ga.		9 05
20 ga.		8 85
18 ga.		8 85
16 ga.		8 70

Lead And Zinc Products Hold Firm

Montreal.

LEAD PRODUCTS.—There is not a great deal of change in the condition of the lead products line. In speaking with manufacturers it was intimated that there seemed to be some difficulty in procuring supplies, but of course this is not the season of activity for such lines as plumbers and others require. Some business is being done on the basis of maintained prices and with the arrival of spring there will probably be a better feeling among the trade with a consequently better demand.

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 12½	0 13
Lead sheets, 4 to 8 lbs. sq. ft.	0 11½	0 12½
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, strictly, lb.	0 41½	0 47
Solder, commercial, lb.	0 42½	0 45
Solder, wiping, lb.	0 42	0 42½
Zinc sheets, casks	0 26	0 30
Do., broken lots	0 28	0 32

Old Iron And Steel Firm; Other Prices Held

Montreal.

OLD MATERIALS.—There is a firm tone to the markets this week again, although there is no change in the condition of trade. Firmness is characteristic of the iron and steel scrap market although there is not much movement. It is pointed out that, while prices here have been fairly good for scrap metals, there is a very restricted outlet as compared with the dealers in United States points. However, there have not been any complaints here that prices are too low. Without change in any of the commodities, either brass, copper, old rubbers, etc., prices being paid are as follows:

Tea lead	$ 0 05	$0 06½
Heavy lead pipe	0 06¼	0 06½
Yellow brass	0 13½	0 14
Red brass	0 22½	....
Light brass	0 08	....
Scrap zinc	0 05½	0 06
Heavy copper	0 22	0 23
Wrought iron, No.1, per gr. ton	27 00	....
No. 1 machinery cast	31 00	32 00
Heavy melting steel	20 00	21 00
Pipe scrap	18 00	20 00
Stove plate, per ton	18 00	19 00
Old rubbers, boots and shoes.	0 08	0 08½
Overshoes, lumbermen's rubbers	0 07	....
boots		
Bicycle tires	0 04¼	....
Auto tires	0 04½	0 05½
No. 2 busheling	13 00	14 00

Manila And Sisal Rope Are Held Without Change

Montreal.

ROPE AND CORDAGE.—The situation on rope is one of continued firm tendency. There have been no changes and the trading for the immediate present is rather on the quiet side. With the opening of navigation there will be some new activity, it is expected. In view of the agreements just reached in the United States between manufacturers and the dealers, and sanctioned by the government's war board, it is expected that there will be a settling down to prices and a more general enquiry by those who have deferred their buying until these matters were settled. Prices are given in current market quotations.

Tin Licenses May Be Had At End Of Thirty Days

Montreal.

INGOT METALS.—There is some expectancy with regard to the future of ingot tin imports. Within a period of thirty days it is thought new licenses may be granted for the import of tin into Canada again. This is not a certainty, but the present ruling forbids that any shipments leave England within this period. Hope is expressed that by the second or third week in April some tin may be forthcoming. General trading in ingots is rather light.

COPPER.—There is a fair amount of

trading in copper. Prices are maintained without change. There is a little improvement across the line in the matter of distribution although the quantities available for war purposes are absorbing most of the supply. As matters point there will be a greater amount available for regular trade requirements in the near future. Trading here is being done at 33 to 34c per lb.

LEAD.—There is somewhat of a scarcity here and the demand is fair. In the United States markets there is somewhat of an easier tone but the local quotations still hold at 10½c to 11c per lb.

TIN.—Trading in tin is very much confined. In view of the fact that further supply will not be available for at least six weeks, importers state that the spot quantities will not permit of much trading. One dollar per pound is considered as about the lowest ruling price this week.

SPELTER.—There is somewhat of an easier feeling in the spelter market. This is in sympathy with the feeling in United States markets, which has eased owing to large offerings of the product. Prices range from 10c to 10½c per lb.

ANTIMONY.—There is little trading being done here in antimony and while prices are maintained the feeling is somewhat easier. The price is shaded this week to 18c per lb.

ALUMINUM.—Since the fixing of prices by the United States government there will be little manipulation of prices here, it is likely. However, as prices are not yet settled for the smaller lots that will be asked for throughout the trade quotations remain at 55 to 57 cents.

TORONTO MARKETS

TORONTO, March 21.—Activity has marked the various markets during the week and price changes have been numerous. The lines which have undergone revision cover a large field and include such items as cement, cotton twine, galvanized sheets, solder, babbit, grindstones, tool handles, etc. In practically all cases the tendency has been upward though a decline of 25c per 100 pounds in galvanized sheets has been made in some quarters. Solder advances 2c per pound to new levels and babbit metals in the higher grades are quoted as high as 95c per pound.

Spring business in all lines seems to be opening up well and reports from all sources indicate improvement in the demand for and movement of goods.

Hose Bands Higher; Hack Saw Blades Up

Toronto.

HOSE BANDS, HACK SAW BLADES.—New prices which represent decided advances have been issued on Clancy hose bands which are now selling for the ½-in. at $4 per gross and the ¾-in., $4.50 per gross.

Hack saw blades have also shown an upward tendency, prices ranging as follows: 8-in., $10; 9-in., $11; 10-in., $12; 12-in., $15 per gross. Orders for half gross are subject to a special rebate of 5 per cent.

Clothes Pins Higher; Mitre Boxes Up

Toronto.

CLOTHES PINS, MITRE BOXES.—Spring clothes pins show an advance during the week 10c per box of two gross and are being quoted at $1.10 per box. Common clothes pins have also changed and new prices show an upward tendency. In 5 gross boxes 4-inch, loose, are quoted at from 90c to $1 per case, and 4 gross boxes, in cartons, at 95c to $1.10. Gem folding mitre boxes show a higher price in quotations issued during the week of $2.35 each.

Knife Sharpeners Up; Stainless Steel Carvers In

Toronto.

KNIFE SHARPENERS, CARVERS, WATCHES.—Kant-break knife sharpeners have registered a 10 per cent advance and are being quoted at $4.50. A shipment of stainless steel carvers, in pairs, has reached the city, and these have celluloid handles, square and oval, and are being quoted at $5.50 per pair. In some quarters Boyproof watches are now being sold at $1.25, which represents a slightly upward tendency.

Blacksmiths' Vises Higher; Also Anvil Tools

Toronto.

BLACKSMITHS' VISES, ANVIL TOOLS.—During the week an advance has been made in the price of Peter Wright blacksmith vises, 40 lbs. and up now selling at 28c per pound. It is said these are extremely hard to procure and stocks are by no means heavy. Blacksmiths' anvil tools, such as hardies, hot and cold chisels, flatters, etc., have also undergone revision and the price of 35c per pound now being quoted shows an upward tendency.

Advance On Handles Of 10%; New Discount

Toronto.

HANDLES.—New discounts, which provide for an advance amounting to about 10 per cent. have been issued on handles and other wood hardware. All hickory handles, which will include axe, sledge, pick and hammer are now subject to a discount of 10 per cent. Ash and maple handles, including ash harvest tool handles, wood hay rakes, horse pokes, etc., are subject to a discount of 20 per cent. Neck yokes, whiffletrees and doubletrees have been revised and are being quoted at a discount of 10 per cent.

Grindstones, Loose and Mounted, Advance

Toronto.

GRINDSTONES.—New prices have been issued on grindstones during the week and represent advances both in those that are loose and the mounted ones as well. The advanced prices on grindstones less than 40 lbs. is $2.75, and from 40 to 200 lbs., $2.25 per 100 lbs. Some quotations are being made on a lower basis of $1.90 per 100 lbs. for 40 lbs. and under, and $1.80 for 40 lbs. to 200 lbs. The new prices on mounted grindstones show an advance of 35c each to make $6.25 best quotation available today.

Cotton Twine Up; Clothes Line Also

Toronto.

COTTON TWINE, CLOTHES LINE.—An advance of 2c per pound is apparent in the new quotations issued on cotton twines during the week over low quotations formerly ruling. The lowest prices now available are for 3-ply, 54½c; 4-ply, 58c; 5-ply, 58½c; 4-ply variegated, 62½c per pound. Cotton clothes lines have also undergone revision upward and are quoted at the following figures: 40 ft., $2.90; 48 ft., $3.45; 72 ft., $5.15; 100 ft., $7.20 per dozen.

Bolt Clippers Higher; Cement Up 10c

Toronto.

BOLT CLIPPERS, CEMENT.—A further advance in Easy and New Easy bolt clippers has been put into effect during the week and prices are now at a very high level. Quotations now available are for the New Easy No. 0, $3.75; Easy No. 1, $4.75; No. 2, $6.75; New Easy No. 3, $9 each. The change in freight rates has affected prices on cement and an advance of 10c per barrel has been made. Little interest seems to be manifest in cement as yet, business only representing a small percentage of that prevailing one year ago. This is explained in that few contracts were carried over the winter and practically nothing new has started in the building line. Municipalities are also being held back in starting new work. New prices for cement are $2.70 per bbl. in car lots; $3.25 per bbl. in small lots with a rebate of 5c for payment in 20 days.

Wire Nails In Good Demand; Steady

Toronto.

NAILS, WIRE.—Wire nails are moving out to retailers in fair quantities, which indicates increased interest by the trade. From country points it is thought farm building will be indulged in to quite an extent and this business is solicited strongly. No change in the base price of $5.20 per 100 pounds has been made, and a firm undertone is apparent. Cut nails are holding unchanged at $5.65 per 100 pounds base. Quotations on smooth steel wire show no change for the week, the base of $6.25 per 100 pounds being maintained.

Demand For Gasoline Improving; Supplies Better

Toronto.

OILS, GASOLINE.—With the break

to more nearly spring weather the motorist is getting his car limbered up and sales of gasoline are reported as increasing. Supplies are reaching the market in better quantities and this is also apparent in coal oil. A scarcity of Palacine was indicated in last week's issue but this has been overcome to some extent. Gasoline is being quoted at 31½c per gallon which shows no change. Royalite coal oil is steady at 17c per gallon and Palacine at 20c. Lubricating oils remain firm at prices shown in current quotations.

Increased Demand For Oil, Gas and ElectricStoves

Toronto.

STOVES, ENAMELWARE.—With the break to milder weather, increased interest is being manifested in oil, gas, and electric stoves and ranges, and a growing demand is being made on local stocks. Shipments are going forward in good shape and the congestion resulting from the recent strike is slowly clearing. Cast and steel ranges are enjoying a very good sale, and though stocks are by no means heavy, orders are being taken care of in most instances satisfactorily. Enamelware shows little change. The demand is good, but great difficulty is being experienced in filling orders complete. Shortages exist in many lines and no hope is held out that stocks of these will show great, if any, improvement. Prices on stoves and ranges, tin and enamelware show no change during the week.

Bars Going Forward Freely; Prices Unchanged

Toronto.

IRON AND STEEL.—A very free movement of bars has developed during the week and business is opening up splendidly. Stocks in nearly all lines are reported to be in very good condition and prices are holding steady.

TORONTO—	Per 100 lbs.	
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	6 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Galvanized Sheets Decline 25 Cents

Toronto.

SHEETS, PLATES.—A decline occurred in galvanized sheets during the week of 25c per 100 pounds. Increased receipts of sheets are reported arriving and keener competition for business is developing with the improvement in stocks evident. The demand is very good and the advent of milder weather is expected to result in a fairly free movement to the trade. Prices on 10¾-oz. galvanized sheets now range from $9 and $9.25 to $10.50 per 100 pounds. Black sheets remain unchanged for the week. Stocks of lighter gauges are good but a shortage in supplies of the heavier is reported. The demand is seasonable.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$10 00	$12 00
12 gauge	7 55	10 10
14 gauge	7 45	8 40
16 gauge	7 30	8 50
18-20 gauge	7 30	8 05
22-24 gauge	7 35	8 10
26 gauge	7 40	8 15
28 gauge	7 50	8 25
3/16-inch plate	10 25	....
¼-inch boiler plate	10 00	....
GALVANIZED SHEETS—		
10¾ oz.	$9 00	$9 25 $10 50
U.S. 28	8 70	8 95 10 20
U.S. 26	8 40	8 65 9 90
22 and 24	8 25	8 50 9 75
18 and 20	8 10	8 35 9 60
16	7 95	8 20 9 45
14	7 85	8 10 9 35

Improvement In Demand Corrugated Sheets

Toronto.

CORRUGATED SHEETS, EAVETROUGH.—Business is opening up very well in corrugated sheets, orders for immediate shipments coming to hand in good volume. The same condition may be said to apply to eavetrough and conductor pipe, increased interest becoming apparent in the trade during the week. The markets are holding firmly and little if any change in prices is anticipated. Prices in eavetrough and conductor pipe will be found in current market quotations. Corrugated sheets are quoted as follows:

TORONTO—	Per 100 Sq. Feet Galvanized	Painted
No. 28 gauge	$ 8 25-$ 8 75	$6 75-$7 25
No. 26 gauge	9 00- 9 50	7 75- 8 25
No. 24 gauge	13 00-	10 50
No. 22 gauge	16 00-	13 25
No. 20 gauge	19 00-	16 50
No. 18 gauge	23 00-	20 00

Discount 7½%.

Indications point to a change in the discount applying to iron rivets becoming effective. The new discount will provide for a decline, and it is thought will influence prices to a 10 or 12½ per cent. lower level. This will apply to black, tinned and coppered iron rivets, it is said.

Wrought Pipe Prices Unchanged; Boiler Tubes

Toronto.

WROUGHT PIPE. BOILER TUBES.—Little of interest has developed in wrought pipe during the week. Supplies are equal to the present limited demand and prices show no change. Some improvement in the movement of pipe is expected with the change to milder weather. Prices are given in current quotations. Present stocks of boiler tubes are at a very low ebb, but the demand is of course limited. Shipments are not expected prior to the month of May and at that time it is thought there will be ample arrive to carry along an improved trade. Prices are not expected to show any great variation. Present quotations are:

Boiler Tubes—	Cold Drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Solder Up Another 2c; Babbitt Metals Advance

Toronto.

LEAD AND ZINC PRODUCTS.—Featuring an otherwise quiet market, solder has again climbed in price 2c per pound, bringing quotations to a new high level. The low prices shown below are quantity prices, and ordinary shipments would range from 2c per pound higher to the higher prices shown. Tin is very scarce and even at present high prices practically unobtainable. No relief from the present shortage is expected to develop for a month or six weeks. Apart from its effect on solder this condition in tin has had a strengthening influence on babbit metals, the higher grades now being quoted as high as 95c per pound. The range now runs from 14c to 95c per pound. No change in lead pipe, traps or bends or sheets has been made, prices holding at the folowing levels:

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 16
Lead sheets, 3 to 3½ lbs. sq ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.		0 12½
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, gauranteed, lb.	0 54¾	0 55
Solder, strictly, lb.	0 46¾	0 50
Solder, commercial, lb.	0 42¼	0 50
Solder, wiping, lb.	0 40¾	0 45¼
Solder, wire, lb.	0 50½	0 58½
Zinc sheets, per lb.	0 26	....

Iron Prices Unsettled; Licenses Being Granted

Toronto.

OLD MATERIALS.—All prices on scrap iron are unsettled and there is a possibility that slightly lower quotations may prevail. The prices shown below are correct to last sales made but little activity has been apparent during the past week or ten days, and little interest is expected to develop for a further short period. Licenses to export are being granted by the government in many lines and business shows little real disturbance. What may develop is somewhat hard to determine and only time will reveal the certainty in the future. Prices remain unchanged on the following basis:

Tea lead	$ 0 04½	....
Heavy lead pipe	0 07	0 07½
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 06	0 06½
Heavy copper	0 21½	0 22
Stove plate, per ton	17 00	18 00
Old cast iron, per ton	25 00	26 00
Overshoes, trimmed Arctics	....	0 06¼
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Waste Moving Freely; Oakum Unchanged

Toronto.

WASTE, OAKUM.—Capacity produc-

tion is being maintained by manufacturers of waste, and a big movement is reported. Some improvement in commercial demands is apparent and it is thought prices will be maintained firmly for a period of two or three months. Oakum is dull and uninteresting, a limited demand and inactive market prevailing. Prices on oakum and waste appear in current quotations.

Big Shipments of Belting Going Forward

Toronto.

BELTING.—The splendid movement of belting continues and reports state night work is being indulged in to take care of the business. A very firm undertone is evident in the market but an advance is not anticipated for the present. An improved demand exists for tap soles and lifts. Prices remain unchanged.

Ready Roofings Are Moving More Freely

Toronto.

READY ROOFINGS.—The spring demand on roofings is making itself felt somewhat and business shows better development during the week. Orders are beginning to move out in fair volume for both roofing and building papers. Prices remain unchanged at figures shown in current market quotations.

Little Movement In Rope; Prices Firm

TWINE, CORDAGE.—There is little movement in rope at present, but it is thought that business will soon open up and a freer buying demand be created. Prices remain unchanged, the pure Manila selling at 39c base per pound; British Manila at 33c, and sisal at 27½c. Prices on other lines will be found in current market quotations.

Following the settlement of binder twine prices, quiet prevails and nothing of note has occurred during the week. Prices appear in current market quotations.

Marking Time in Ingot Metals

Toronto.

INGOT METALS.—The iron and steel industry shows a disposition to mark time in anticipation of changes which may be made by the United States government on March 31, when the present schedule expires. Any change in price will undoubtedly affect Canada as well but forecasts are not being made as to the possible outcome. Tin is scarce and practically unobtainable, while little interest centers around the other metals. A distinct improvement in transportation conditions is remarked.

COPPER.—There are few outstanding features in connection with copper trading. Although June 1 is some weeks away yet, the tendency is to watch and see what will happen on that date when the United States' price agreement expires. No change in the price of 30c to 32c per pound is reported locally.

TIN.—The outstanding feature of the tin market is that it is scarce and hard to get. Canadian dealers find it hard to get much of it past United States officials. Deliveries are not improving and it is said the market must look to Chinese product for supplies. The quotations locally remain unchanged at from 95c to $1 per pound. The primary market remains very firm.

SPELTER.—Spelter is quoted here at 9¾ to 10½c per pound, showing no price change. Small quantities of cheaper spelter are finding their way to the New York markets, but these are not sufficient to change values, and cannot be accepted as reliable indications of real values.

LEAD.—Little change is apparent during the week. Prices remain unchanged locally at 9¼c to 10c per pound. The primary market is holding firm and deliveries are being made in fair volume. Difficulty in transportation is still apparent.

ANTIMONY.—Demand continues very light and the market attracts little attention. Quotations locally range from 16½c to 18c per pound.

ALUMINUM.—No change in the price of 60c per pound has been made during the week. Stocks are by no means heavy, government work absorbing practically all supplies. In the primary a quiet market exists at the newly-established price.

PIG IRON.—Slight improvement continues in receipts of coke but Canadian production shows little improvement as yet. The demand is heavy but little disposition is evidenced to accept business. Foundry iron shows no change in price, being quoted at $49.50 per ton.

LONDON MARKETS

LONDON, March 21.—A very firm situation exists in practically all markets, and many lines have undergone revision upward. Included in the list of lines advancing are wood handles, wood faucets, ash sifters and safety razors. Deliveries are very slow from factories at present, with small chance of any improvement just now. Business has been good during the week, an active demand existing for spring lines. Garden seeds are meeting with a ready sale. Collections are good.

Handles Make Big Advance In Price

London.

WOOD HANDLES.—New discounts just issued on wood handles disclose a big advance in these lines. This affects axe, hammer, sledge and pick handles, in addition to other lines. Discounts are now arranged as follows: All hickory goods, 10 per cent.; all neck yokes and whiffletrees, 10 per cent.; all doubletrees and cross bars, 10 per cent.; all other goods of ash and maple, which includes hay fork, manure fork, shovel, rake and hoe handles, 20 per cent.

Ash Sifters Go Higher; Wood Faucets Up

London.

ASH SIFTERS, WOOD FAUCETS.—During the week a new price has been issued on the Banner ash sifter, which shows an advance of 45c over former quotations. The revised price on these is $3.35 each.

Wood faucets, genuine Redlich, have also undergone revision upward, and are being quoted as follows:—No. 2, $1.25; No. 4, $1.60; No. 6, $2.25 per dozen.

Safety Razors Advance; Roller Skates Unchanged

London.

SAFETY RAZORS, ROLLER SKATES.—The Gem Junior safety razor is featured in a decided advance during the week, which has necessitated a revision in the resale price to the consumer. The present wholesale price is $12 per dozen, and these are to retail at $1.50 each.

Roller skates are in more active demand with the disappearance of the snow. Prices show no changes at the following figures:—No. 230 steel wheel plain bearing, 75c; No. 236 steel wheel ball bearing, $1.60; No. 6 union ball bearing, $2.40 per pair.

Wire Nails Unchanged; Rope Holds Steady

London.

NAILS.—A fair demand is evident for wire nails, orders being placed with somewhat greater freedom by the retailer. No change has been made in quotations, which hold firm at $5.20 base per 100 pounds. Cut nails are being quoted at $5.60 base per 100 pounds.

Little movement of rope has been apparent during the week, and no fluctuation of prices is evident. Quotations are for pure Manila, 39c; British Manila, 33c; New Zealand hemp, 33c; sisal, 27½c base per pound.

Stovepipe Dampers Up; Wire Cloth Firm

London.

STOVEPIPE DAMPERS AND WIRE CLOTH.—A revision in cast stovepipe dampers shows higher prices ruling for these. Quotations now being made for the 6-inch are $1.20 per dozen, and 7-inch, $1.50 per dozen.

Screen wire cloth is holding very firm, though no change is represented in prices given herewith:—Galvanized, 100-ft. rolls, $5.50 per 100 sq. ft.; painted black, 100-ft. rolls, $3 per 100 sq. ft.; bronze, 14c per sq. ft.

Putty Makes Further Advance; Pure Higher

London.

PUTTY.—Standard putty has undergone a change in price during the week, and an advance of 25c is recorded. This makes price on the 25, 50 and 100-lb. drums $5.40 per 100 pounds. The differ-

ential on pure putty is also changed, it now being $2 against $1.75 formerly prevailing, so this makes the advance on pure 50c. Quotations on 25, 50 and 100-lb. drums, pure, are being made at $7.40 per 100 pounds.

Fifty Cent Advance Made In White Lead

London.

WHITE LEAD.—The extremely high price of linseed oil and the firm situation existing in the lead markets has resulted in an advance of 50c per 100 pounds being recorded in white lead in oil. The demand is not heavy and little movement is apparent. Present quotations are now being made as follows:—Pure, in ton lots, $16.20; less than tons, $16.55; pure Elephant, in ton lots, $16.70; less than tons, $17.05 per 100 pounds.

High Levels Held On Linseed Oil; Turps Steady

London.

LINSEED OIL, TURPENTINE.—New prices established last week on linseed oil have held firmly. The flax market in Winnipeg shows little variation for the week, and a somewhat steadier tone to oil has resulted. Present quotations are:

	Raw, per gal.	Boiled, per gal.
1 to 2 bbls.	$2.00	$2.03
3 to 5 bbls.	1.97	2.00
6 to 9 bbls.	1.97	2.00

5-gal. lots add 10c gal.

Turpentine remains unchanged over decline recorded last week of 2c gallon as follows:—

1 bbl. lots	70c Imp. gal.
2 to 4 bbl. lots	69c „ „
5-gal. lots	80c „ „

Prices On Paris Green Firmly Maintained

London.

PARIS GREEN.—No disposition to change Paris green prices is evident, and more concern is felt over the question as to whether adequate supplies will be available as the season approaches. Orders are being accepted on the following basis:

	Per lb.
½-lb. packages	66½c
1-lb. packages	64½c
25-lb. drums	62½c
50-lb. drums	61½c
100-lb. drums	61½c

WINNIPEG MARKETS

WINNIPEG, March 21.—Markets for the past week have again been very active and especially in a number of the heavy goods lines such as clay picks, rock picks, pick mattocks, long cutter mattocks, grub hoes, crow bars, coil chain and fencing; other lines on the upward move include plaster of Paris, 2 in 1 shoe polishes, baseballs, pumps and harvest tool handles. Business for the past week has been good, jobbers rushing out spring cars as fast as possible in order to protect their customers against the advanced freight rate.

Coil And Log Chain In Big Advance

Winnipeg.

COIL AND LOG CHAIN.—Chain manufacturers have revised prices on coil and log chains which show heavy advances over last year's prices, ranging from $2.90 to $4.50 per 100 lbs. according to size. Prices were made effective by the manufacturers on January 1 but are only now being put into effect by Winnipeg jobbers where stocks were fairly heavy. New stocks now coming in have forced prices up to market values. Attention is also called to the fact that in future the base price on chain will be 1 inch instead of ⅜ inch as heretofore. Prices now prevailing are quoted as follows:

Coil Chain—3-16 in., $18.50; ¼ in., $13.65; 5-16 in., $12.20; ⅜ in., $11; 7-16 in., $10.70; ½ in., $10.40; ⅝ in., $10.25; ¾ in., $10.15; ⅞ in., $10; 1 in., $9.90 per 100 lbs.

Log Chains—5-16 in., $14; ⅜ in., $12.80; 7-16 in., $12.50; ½ in., $12.20 per 100 lbs.

Picks, Mattocks, Grub Hoes, Crow Bars Up

Winnipeg.

PICKS, MATTOCKS, GRUB HOES, CROW BARS.—New prices just received from the manufacturers show fairly heavy advances in clay picks, rock picks, pick and long cutter mattocks, grub hoes, and crow bars. These have been made necessary by higher costs of production. For comparison former prices as well as those ruling to-day are herewith quoted:

	Old prices	To-day's prices
Clay Picks—		
5-6 lbs., per dozen	$ 8 50	$ 9 75
6-7 lbs., per dozen	9 00	10 40
7-8 lbs., per dozen	10 00	11 25
Rock picks, per dozen	....	11 25
Pick mattocks, 5½ lbs., doz.	10 00	11 00
Long cutter mattocks, 5½ lbs., per dozen	10 00	11 00
Grub hoes, 3½ lbs., per dozen	8 00	8 40
Crow Bars—		
Wedge point, chisel point, per 100 lbs.	8 50	9 25
Claw bars, per 100 lbs.	....	10 75

Harvest Tool Handles Go To Higher Levels

Winnipeg.

HARVEST TOOL HANDLES.—Transportation difficulties in the United States have made the deliveries on hickory billets very uncertain and practically all eastern stocks are depleted. This has caused prices to advance on all lines of harvest tool handles which are quoted to-day at 38 per cent. off manufacturers' list. Net prices figured on this basis follow:

Best hay fork handles, extra hickory—4 ft., $2.65; 4½ ft., $2.90; 5 ft., $3.40; 5½ ft., $3.75 per dozen.

Strapped and capped—4 ft., $5.15; 4½ ft., $5.40; 5 ft., $5.90 per dozen.

Manure fork handles—4 ft., $3.10; D top, $5.35 per dozen.

Manure fork handles, strapped and capped—4 ft., $5.60; D top, $7.85 per dozen.

Straw fork handle—4½ ft., $3.40; 5 ft., $3.85 per dozen.

Hoe handles—4½ ft., $2.15 per dozen.

Rake handles—5 ft., $2.60; 5½ ft., $3 per doz.

Woven Wire Fence Makes 5% Advance

Winnipeg.

WOVEVN WIRE FENCE.—A further advance of 5 per cent. has just gone into effect on all lines of woven fencing. However, practically all dealers have their stocks bought at old prices and only further purchases will be affected. Reports indicate that fencing has been moving very freely so far this year even at the high prices. Stocks which were well assorted at the first of the year are now somewhat broken, awaiting shipments at the opening of navigation. Owing to the many difficult styles of fencing it is almost impossible to quote in these columns but prices will be supplied by any Winnipeg jobbers on application.

5 To 50 Per Cent. Increase In Baseballs

Winnipeg.

BASEBALLS. — Baseballs manufactured by Reach and on which they establish resale prices again move up in price showing advances of from 5 to 50 per cent. These are due it is said to shortage of raw materials and increased labor costs. The following are the new prices on some of the more familiar numbers: No. 0, $13.50; No. 1, $12.00; No. 2, $10.80; No. 4A, $8.00; No 7, $6.00; No. 9, $2.10; No. 11, $1.20; No. 12B, 80c doz.

Shoe Polishes And Plaster Of Paris Higher

Winnipeg.

SHOE POLISH, PLASTER OF PARIS.—Owing to increased costs of manufacture prices have advanced on 2 in 1 shoe polishes. The new price at which these are now selling at is $1.20 per doz.

A slight revision has been found necessary on plaster of Paris which moves up to $4.50 in barrels, smaller quantities being quoted 2½c per pound.

Pumps And Cylinders Advance About 7½%

Winnipeg.

PUMPS.—Due to increased costs, Beatty Bros. have issued a new price list covering their entire line of pumps and pump cylinders. New prices are about 7½ per cent. over former quotations. They are now being sold to the trade at 30 per cent. off list F.O.B. Winnipeg.

Linseed Oil And Turpentine Unchanged

Winnipeg.

LINSEED OIL, TURPENTINE. — Linseed oil last week touched the high water mark, being quoted at $2.00 for raw and $2.03 for boiled due to inability to secure sufficient seed and lack of transportation. The market, however, seems to be slightly easier, flax seed showing a decline during the week. Prices in the meantime remain as quoted above.

The turpentine market continues to hold firm with shipments light. Prices remain as formerly quoted: Barrels 80c gal.; ½ barrels, 83c gal.; 5 gal. lots, 85c gal.; 1 gal. lots, 85c gal.; plus the usual extras for containers.

PITTSBURG MARKETS

PITTSBURG, Pa., March 21.—In current discussion of the iron and steel situation by producers, more reference is being made to the high level of costs that has obtained lately in connection with the question soon to be settled as to what prices are to prevail after March 31. It is pointed out that costs are much higher than when the original price agreement was reached between the Government and the producers late last September. It is clear, however, that the producers are not using these arguments in expectation that higher prices will be granted, but rather as an offset to the expected request of the War Industries Board, at the meeting called for next Wednesday, that prices be lowered. The argument of the Government's representatives will be that the past three months have constituted an altogether exceptional period, on account of the traffic breakdown, and that no similar interruption to regular operation, entailing extraordinary production costs, is to be expected in future. The balance of probability remains strong that there will be no material alteration in the set prices. The period for which they will be extended is in doubt, and it is possible that no precise period will be named. Producers desire an extension to the end of the year, if not to the end of the war, and this would rather suggest that their private belief is costs will decrease rather than increase. No announcement is likely to be made until several days after next Wednesday's conference, as the War Industries Board will doubtless desire to consider the matter at some length, and the conclusion must then be submitted for the President's approval.

No Serious Complaint

Noting the fact that the complaints as to present prices are very far from general, and that the specific complaints relate to details of the relations between prices, the general conclusion may be reached that the price schedule as a whole is a more satisfactory one than it would be supposed could be drawn up. There is nothing about which there is not some complaint.

Traffic Conditions

Transportation conditions have continued to improve. In the past fortnight the improvement, on the whole, has been greater as to the movement of coke from the Connellsville region to blast furnaces than as to the movement of finished steel products from the mills. This means that intermediate products are accumulating to a still greater extent than formerly, and a complete restoration of shipping facilities at the steel

(Continued on page 313.)

mills would result in the release of a very large tonnage, equal not simply to the current production, but to the production plus the stocks accumulated. Mill warehouses and yards are carrying a very large tonnage of finished steel, while steel ingots have accumulated, awaiting rolling into finished form, and there is also some accumulation of pig iron.

Connellsville coke shipments last week were 334,585 tons, against 297,000 tons in each of the preceding two weeks, and an average of 267,000 tons a week in the first nine weeks of the year. Car supplies in the coke region this week have been still better than last, indicating even larger shipments this week. At this rate the blast furnaces should soon be operating at full capacity, against about 80 per cent. at present and say 60 per cent. in January.

It is still the common view in trade circles that the only restricting influence in the matter of finished steel shipments from mills is the traffic situation, but there is some doubt about this. It is true that cars are scarce, no mill having a surplus, but there is the fact that shipping permits carry car supply with them, and shipping permits are granted only when the consignee applies. It is quite possible that some consignees are purposely refraining from applying for permits because they do not desire shipments just yet.

Business on Books

At the beginning of this month the Steel Corporation had 9,288,453 tons of unfilled obligations on books. As the corporation's capacity is a trifle less than 45 per cent. of the country's total, and as the independents are at least as well filled up as the corporation, it may be assumed that the corporation's total of 9,288,453 tons represents between 40 and 45 per cent. of the total on the books of all producers, which would thus be 21,000,000 or 22,000,000 tons. A considerable part of this tonnage is represented in contracts upon which delivery will be long deferred and it is quite possible that some of the business will never be carried out. As a matter of fact the mills do not have specifications and definite shipping instructions for any large amount of business, except that due on war work. Customers in most cases would take more material than is being shipped them, but a little further loosening up in shipments, as is promised by the improving railroad conditions, would probably cause them to ask the mills to slow down on their deliveries.

In circumstances like these the finished steel market can hardly be described as a strong one. It is firm, as there are no concessions offered from the set prices. One of the strongest lines is sheets, there being few sellers for delivery in less than about ten weeks. Oil country goods are very scarce, buyers taking everything offered for early deliveries, while standard steel pipe is in better request. In plates, structural shapes, merchant bars and rails there is scarcely anything being done.

Government Requirements

The Government's war steel requirements for the second half of the year are now being made up. The striking feature is the great increase in the shell making program indicated by the fact that the shell steel tonnage for the second half of year is placed at 2,500,000 tons, whereas the purchases made to date have totaled only 1,500,000 tons, for delivery to June 15, and many of these purchases were made five or six months ago. Shipbuilding will, of course, absorb more steel in the second half, and there will be heavy consumption of steel in car and locomotive building. The various items of steel that have been involved in new construction, on the other hand, will be largely out of the way, so that the total war requirements may not be greater in the second half of the year than in the first half. Some rough estimates may be made as a foundation, say, 400,000 tons a month of shell steel, 250,000 to 350,000 tons of steel for cars and locomotives and a like amount for shipbuilding, the last named item, however, increasing from month to month. Taking the three items roughly at 1,000,000 gross tons of steel a month, and adding 500,000 tons a month for miscellaneous needs of Government, together with requirements of the Allied Governments, there would be a total of 3,000,000 gross tons. Capacity may be estimated at 3,000,000 gross tons a month, in finished rolled steel. As there is little purely commercial or peace demand for steel, it is evident that if the steel industry is permitted by traffic and other conditions to operate at 85 or 90 per cent. of capacity, and there is special reason why it should not be, there will be an ample supply of steel. It will be only a matter of time until this fact is generally realized. There are many more who consider the condition a possibility than there were three months ago.

UPWARD TREND OF WAGES OF IRON AND STEEL WORKERS

The upward trend of wages, although not so pronounced as in the case of prices, is shown in a report prepared by N. C. Adams for the Bureau of Labor Statistics of the United States Department of Labor.

The report covers the six departments of the iron and steel industry and shows wage increases since May, 1915, as follows: In blast furnaces, 52 per cent.; in Bessemer converters, 58 per cent.; in open-hearth furnaces, 36 per cent.; in blooming mills, 35 per cent.; in plate mills, 50 per cent.; in sheet mills, 95 per cent. In nearly every case the bureau found men working approximately the same number of hours per week as in 1915.

Since this report was compiled there have been additional increases of approximately 16 per cent.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, March 21.— Advances have been made on putty and white lead in oil. Tendencies have been of a firming nature for some little time, and these were definitely pointed out in the columns of HARDWARE AND METAL. The advance of 25c per 100 lbs. made on putty is occasioned through the recent advances for linseed oil and the strength of whiting. White lead in oil has advanced 50c per 100 lbs. in sympathy with rising costs for oil and the firm situation in lead. Turpentine is easy at last week's decline. Spring orders are going forward as fast as the same can be prepared. An early season and an active one is expected.

Linseed Oil Is Feverish With Quotations Erratic

Montreal.

LINSEED OIL.—There is a very erratic and unsettled condition to the market this week, and, while there have been lower quotations during the week than those obtaining a week ago, the prices are not dependable from day to day. At the time of writing prices are around $1.84 for raw and $1.86½ for the boiled. During the week even lower prices obtained, but for the most part tendencies ranged nearer the $1.90 mark. Crushers report that there are several lots of seed on the way, with an occasional car reaching destination. The deliveries are expected to improve, although congestion will not be relieved materially for some time yet. Although the market is quite bare of supplies now, there is a feeling in oil circles of better times ahead.

Linseed Oil—	Raw, Imp. gal.	Boiled, Imp. gal.
1 to 4 barrels	$1.84	$1.86½

Turpentine Continues Easy On Reductions

Montreal.

TURPENTINE.—The easier tendency which was reported last week continues. Better deliveries from the South are responsible for this easier feeling, and it is probable that the new basis will give a stimulus to the demand, especially in view of the near approach of spring. There is a very unsettled condition in the New York market, although quotations there are the same as they were a week ago. At the same time some will not make quotations at all. For the immediate present there is not a great deal of movement. Prices are as follows:

Turpentine—	Per Imp. gallon
1 barrel lots	$0.63-$0.67
5 bbls. and over	0.65- 0.69
Small quantities	.... - ....

Twenty-Five Cent Advance On Standard Putty

Montreal.

PUTTY.—The high prices that have been reached for oil and also for whiting have resulted in an advance on putty. This was a definite forecast in last week's issue of HARDWARE AND METAL. The advance is represented by an additional 25c per 100 pounds being added to all quotations, and the new prices will be found below. The change also makes higher the prices on pure putty and on glaziers', the new differential on pure putty being $2 instead of $1.75 over standard quotations. Business is fair in this commodity. The new arrangements are for bookings up to June 1st delivery.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$4.00	$4.15	$4.35
Do., ½ barrels	4.15	4.20	4.50
Do., 100 lbs.	4.15	4.20	4.50
Do., 100 lb.	4.85	5.00	5.20
Do., 25 lb.	4.85	5.00	5.20
Do., 12½ lb.	5.10	5.25	5.45
3 and 5 lb. tins	6.85	7.00	7.20
1 and 2 lb. tins	7.35	7.50	7.70

Pure linseed oil putty, $2.00 per 100 lb. advance on above prices.

Glaziers' putty—$1.60 per 100 lb. advance on above prices.

Fifty Cents Added To Price White Lead In Oil

Montreal.

WHITE LEAD IN OIL.—The expected has again happened, and an advance was made this week in the price of white lead in oil. The tendency has been to higher levels, and this was definitely forecast in last week's issue of HARDWARE AND METAL. The strength of the oil market, the situation on containers and the firm prices on pig lead have made the change essential. Revised prices make quotations read as follows:—Five-ton lots of pure lead, $15.50 per 100 pounds; in ton lots, $16; and small quantities, $16.35.

Mixed Paints And All Lines Are Moving Well

Montreal.

MIXED PAINTS, VARNISHES, ETC.—There is great activity in the despatch of spring orders, the paint makers report. A healthy and active season is anticipated. and the facility with which the orders that have been entrusted to the different firms are being filled indicates that retailers should be able to open their selling campaigns early this season. Present business is normal, and there is a good feeling throughout the trade. Varnish makers report that a satisfactory business is probable for the coming season, notwithstanding the smaller amount of building being undertaken.

TORONTO

TORONTO, March 21.—In some quarters a decline during the week on linseed oil of 2c per gallon was recorded over last week's figures but former quotations have again been established and are holding firm. The situation in regard to deliveries shows little improvement. White lead in oil has registered an advance of 50c per 100 pounds and standard putty is up 25c per 100 pounds. Pure putty advances 50c, making the differential now $2.00 instead of $1.75 advance over standard prices. Brushes have undergone a big revision upward, practically all lines being affected.

Linseed Oil Holds Firm At High Levels

Toronto.

LINSEED OIL.—Linseed oil has held firm at the high levels established last week and from many sources, indications are that supplies are still limited. However, a little better movement of seed has become manifest though not enough as yet to relieve the situation altogether. The price of flax on the Winnipeg exchange showed an uncertain tendency during the week and declines were recorded. However, prices have recovered and Wednesday's quotation for No. 1 cash flax of $3.96 is only ¼c lower than that prevailing on Wednesday of last week. Prices prevailing on oil are as follows:

	Raw, Imp. Gal.	Boiled, Imp. Gal.
1 to 2 bbls.	$1.87-$2.00	$1.89½-$2.03
3 to 5 bbls.	.....	.....
6 to 9 bbls.	.....	.....

Less than barrel lots 10c per gallon higher than single barrel price.

Turpentine Holds Steady In Easier Market

Toronto.

TURPENTINE.—Little interest centres around the turpentine market during the week. No supplies are coming forward and stocks locally are very light. However, the demand is by no means heavy and such orders as are placed are being filled. An improvement in demand is expected with the opening up of spring weather. The primary market is somewhat easier but locally

no change is reported, prices holding at the decline registered last week.

	Imp. Gal.
1 barrel	$0.65½-$0.70
2 to 4 barrels	0.64 - 0.69
5 gallon lots	0.70½- 0.80

White Lead In Oil Makes Advance Of 50c

Toronto.

WHITE LEAD IN OIL.—Interest centers in the announcement during the week that white lead in oil has gone up 50c per 100 pounds. This follows principally on the big advances registered in linseed oil though lead holds quite firm in the primary markets. White lead in oil, pure, is now being quoted at $16.20 per 100 pounds in ton lots, with an extra of 35c per 100 pounds in less than this quantity. Elephant genuine is now $16.70 per 100 pounds in ton lots. B. B. genuine lead is quoted at $17.95 per 100 pounds in less than tons, with a 5 per cent discount in ton lots. The complete list appears in the current market quotations. The demand is very light and stocks are reported heavy

Mixed Paints Going Forward In Good Volume

Toronto.

MIXED PAINTS.—Activity marks the demand for mixed paints and manufacturers are completing their spring orders as rapidly as possible. Business is reported excellent and retailers apparently are going after trade aggressively. Trade seems to be opening up quickly and orders are being despatched with a little more freedom, the congestion which has been apparent in railway circles being slowly relieved. The market remains firm and unchanged, though some express the opinion that if the present high price of linseed oil is held and with the advanced figures for lead, higher quotations may be necessary.

Putty Registers 25c Jump; Glass Unchanged

Toronto.

GLASS, PUTTY.—Putty has gone to further high levels during the week, an advance of 25c per 100 pounds being registered in the standard and 50c in the pure. The high prices of linseed oil and the scarcity of whiting are given as factors in this latest revision. The price on standard bulk putty in casks is now $4.55 per 100 pounds. Quotations on other packages are shown in the current market quotations. The pure putty differential has been changed to $2.00 per 100 pounds advance over standard instead of $1.75, which really means an increase in the pure of 50c per 100 pounds.

Glass has remained unchanged during the week, the discount for full boxes being 25 per cent. and 10 per cent. for cut lights.

Advances In Brushes Reported; Good Demand

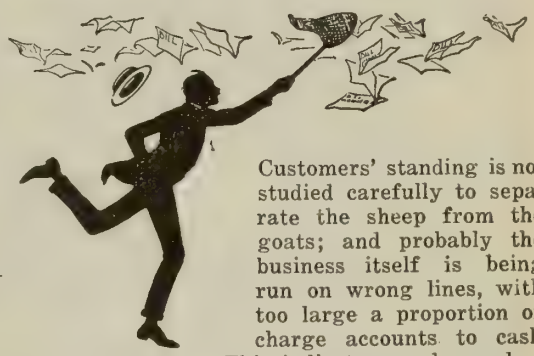
Toronto.

BRUSHES.—Advances of from 5 to 25 per cent. are reported as becoming effective in some quarters during the week, bristle paint and varnish being revised according to length and source of supply from which they are taken. It is indicated that white bristles are very scarce and practically unobtainable, in fact some orders for white bristle brushes have had to be cancelled during the week. China bristles are reported up with a big demand in evidence for short and medium lengths. A recent order for one million shaving brushes has to be filled with short black bristles, a filling which was practically never before used in this country. Broom handles, including hair, staple and corn have all advanced about 10 per cent. during the week. Business in brushes is reported good and orders in good volume are being shipped out.

How Can I Collect Those Old Bills?

By James H. Collins.

Illustrations by Jessie Gillespie—Reprinted from "Every Week"



THE sudden cold snap had frozen water-pipes all over town, and the electric light company was thawing out its equipment with a storage battery truck. A saloonkeeper pleaded with the foreman to help him get water—plumbers were unobtainable and he was losing business. The foreman was touched. He made connections from the truck batteries to the saloon pipes, turned on the electric current, and in a minute or two the water was running again.

"Five dollars," said the foreman. But the saloon man hesitated. That seemed a lot of money for five minutes' work—now that he had water once more.

The foreman was a born collector.

"Just reverse that current," he said to an assistant. "and freeze him up again."

"Hey! hold on!" shouted the saloon man. "Here's your money—I was only foolin'!" And he paid eagerly, not knowing that the foreman had ordered an electrical impossibility.



To persons outside the collection department of a business it often seems as if the granting of credit and securing payment of bills might be full of difficulties and uncertainties. But, really, this department of a business can be conducted on definite principles to secure definite results.

The first thing in prompt, clean collections is to use judgment in extending credit. Customers can be gauged by classes, lines of business, residence localities, wealth, and other indications, and the trustworthy separated from the doubtful.

The next thing is to be prompt and systematic in mailing bills and asking for payment.

Third, have some way of punishing the tardy debtor.

That covers about all the elements of skilful collecting.

Add a collection man whose heart is in his work, and the money will come in.

Bad collections can always be traced, first of all, to careless granting of credit. Customers' standing is not studied carefully to separate the sheep from the goats; and probably the business itself is being run on wrong lines, with too large a proportion of charge accounts to cash customers. This indicates careless salesmanship, and too many bad debts, which make high prices and short profits—foundation of the business all wrong.

Wise credit arrangements mean a better selection of customers, and also a better system in dealing with them. They are given to understand that bills are due on a certain day, and all the terms are clear, and the collection man asks for payment promptly on that day, with maybe a reminder several days in advance. Promptness and clear understanding lead to payment in three-fourths of the cases; for even debtors instinctively respond to straightforward dealing on the part of creditors, paying the concern that is businesslike, and putting off settlement with the one that is careless and tardy.

Sometimes a very little improvement in collecting methods will make all the difference in the world in prompt payment. A large instalment house sent bills to customers every month, and got a fair proportion of collections. When the collection man adopted the device of sending a printed return envelope with each bill, making it easier for customers to mail back money, the collections improved twenty-five per cent.

Punishment of a tardy debtor does not mean a lawsuit for the money due, or browbeating through attorneys, or other unpleasant practices. It may be enough to show him that slow payment is hurting his own business standing—if he does not pay promptly he will not be entitled to discounts, or it will not be advisable to sell him such quantities on credit. The old-time way of collecting hard accounts was to turn them over to attorneys, on the assumption that debtors were dead beats, and get the money by hook or crook, along with the lasting enmity of the debtor. But the present-day method is to take the whole question up with the debtor, learn all the facts, make such business adjustment as will enable him to pay, and hold his friendship and trade.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25% B.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 10% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W. and 5, and 5½, 100, in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½ to 60%; London, 60%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.
London, 22½%.

F.O.B. Toronto, Montreal London and Hamilton.

AXES

Single Bits, doz.	$14 00	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No. 2, doz.	10 95	11 25
No. 3, doz.	11 80	12 15
No. 4, doz.	12 60	13 05

	Single Bit	Double Bit
Sager	$15 00	$20 00
Dominion Pride	14 50	19 50
St. Clair handled	15 50	....
Sager Boys	12 50	....
Kitchener Boys	12 00	....
Sager Hunters	11 50	....
Kitchener Hunters'	11 00	....

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to 95c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb. $1.40-$1.75
Cut Lace Leather, lb. 1.60- 1.95

F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50 lb.	5 00
No. 3 x 60 lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 14-14½
F.O.B. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base	$0 43
Rods, base ½ to 1 in. round	38-40
Tubing, seamless base	45½-50
Tubing, iron pipe size, base ¾ in. and up to 3 in.	45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in.	47½-53

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal. extra heavy	$14.50-$17
30-gal. Standard	14 00

F.O.B. Montreal and Toronto.

BOARDS (Wash)	Tin Plate	Zinc
Pony, Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4.45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (glass)	....	5 50
Western King (enamel)	....	6 25
Wood, double faced	....	2 20

Subject to small discounts for quantities
F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN	B.B. Fire Welded Proof Coil	B.B.B. Fire Welded
3-16 in.	$19.85	....
¼ in.	15.25	$20.25
5-16 in.	13.65	17.00
⅜ in.	12.75	16.50
7-16 in.	12.45	16.00
½ in.	12 15	15 75
9-16 in.	12.15	15.75
⅝ in.	12.00	15.50
¾ in.	11.85	15.25
⅞ in.	11.65	15.25
1 in.	11.50	15.25

Electric Welded

	B.B.	B.B.B.
3-16 in.	$14.50-$17.40	.....
¼ in.	13.00- 13.30	$13.75-$15.55
5-16 in.	11.25- 11.75	12.00- 14.00
⅜ and ¾ in.	10.25- 10.50	11.75- 12.75

Toronto.

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$16.75	....
5-16 in.	12.00	$12.75
⅜ in.	11.00	11.90
7-16 in.	10.75	11.70
½ in.	10.50	11.60
⅝ in.	10.35	....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12 F.o.b. Toronto.

Cow ties, 15%; trace chains, net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.70 in carlots; $3.25 bbl. in small lots.

Paris plaster, five-barrel lots, $3.25; single barrel, $3.25.

F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—Montreal Toronto

No. 0	$15 20	$15 20
1	18 80	18 80
2	23 95	24 00
3	30 35	30 35
Russwin—		
No. 0		$17 70
No. 1		21 70
No. 2		24 95
No. 3		34 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. length	5 40
18—6-strand, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$42 50	$43 00
Plain sheets, base 16 oz. and heavier	46 00	35-44
Copper sheet, tinned, 14x60 in., 14 oz.	48 00	....
Copper sheet, planished, base 16 oz. and heavier	57 00	36-45
Braziers' in. sheets, 6x4 base	45 00	44 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	67-69
No. 7, lb.	66-68½
Nos. 8, 9, 10, 12	65-67½

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

	Montreal	Toronto
Prices nominal.		
Ordinary, 52 sheets.	$11 75	$ 8 50

Galvanized

	Apollo	Crown	Gorbals
18x24x52	.....	....	....
60	.....	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base (nominal)	32 00
IXX, 20x28 base (nominal)	36 00
IXXX, 20x28 base (nominal)	40 00

F.O.B. Toronto

Raven and Murex Grades—

IC, 20x28 base, 112 sheets	$40 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets. 25 00

F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—
20x28 IC, 112 sheet 30 00

F.O.B. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 86
Good Morning, each	1 15
Lookout	1 45-1 50

F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, $8.50 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.
Wood Drills, 37½%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.60 doz.

F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.O.B. Toronto, Montreal, London, and Hamilton.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick	1.80-2.25
Under 40 lbs.	1.90-2.35
Bi-Treadle, each	6.25

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12.50- 13.85
Hand sewn, no shank, 1 in.	17.40
Hand sewn, no shank, 1¼ in.	20.20

Halters (Sisal).

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, 10%. All neckyokes, whiffletrees and doubletrees, 10%. All ash and maple handles, wood hay rakes, horse pokes, 20%.

F.o.b. St. Thomas, London, Strathroy, Toronto.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	8 15-8 45
Atlas, No. 1	8 95-9 25
Atlas, No. 2	10 40-10 75
Stearns, 4 in.	7 40-7 65
Stearns, 5 in.	10 25-10 65
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz.	10 25-10 65
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

Net Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	$2 40	$2 05
5-inch	2 95	2 55
6-inch	3 20	2 90
8-inch	4 30	3 30
10-inch	7 70	5 85
12-inch	9 50	9 30
14-inch	11 00	9 50

Light	Strap	Tee
3-in., doz. pairs	$1 00	$1 00
4-in., doz. pairs	1 20	1 10
5-in., doz. pairs	1 40	1 30
6-in., doz. pairs	1 70	1 50
8-in., doz. pairs	2 50	1 80
10-in., doz. pairs	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	8
Extra hooks for above, ¾ in., per lb.	7¾

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 40	$5 50
No. 3, per doz.	3 50	6 40
No. 4, per doz.	3 60	7 40
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c	No. 1 and smaller
Light iron	0-7	$6 25	$6 50
Long heel light iron	3-7	6 25	....
Medium iron	1-8	6 25	6 50
Heavy iron	6-8	6 25	....
Snow	1-6	6 50	6 75
New light "XL" steel	1-6	6 70	6 95
Featherweight "XL" steel	0-4	8 10	....
Special countersunk	0-4	8 60	....
Toe weight (front only)	1-4	9 10	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$15 75
Corrugated, ⅝ in., 100 ft.	18 75
Corrugated, ¾ in., 100 ft.	21 50
Corrugated, 1 in., 100 ft.	31 50

Less 5% for full reels, 500 ft.,

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55. polished, per set	1.70-1.75
Mrs. Potts, No. 50, nickel-plated, set	1.80-1.85
Mrs. Potts, handles, japanned, doz.	1.30- 1.50
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons, each	3 75
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders	Per ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	21c ft.
34 to 44 ft.	24c ft.

London—32 ft., 18c; 34-44 ft., 20c.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	17c ft.
18 ft. to 22 ft.	18c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERNS

	Per doz.
Short Globe, doz.	$12 50
Jap'd Dash, doz.	15 00
Search Dash, doz. X-ray	15.75-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.	18.25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen
Cold blast, short	95c-$1.10
Cold blast	95c-$1.10

3 doz. cases, 85c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby	4.00-4.20
Cold blast, common ruby	4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, doz.	4 70

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	15 00
Canada First	19 00

Discount, 40%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	8 40
S. W. Mops, doz.	4 35
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	2 00
Crescent, doz.	2 00
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.20 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.25 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory points, carload freight allowed, $5.32½.

Sault Ste. Marie, Port Arthur, Fort William, $4.95-$5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.65 base; London, $5.60; Hamilton, $5.65. No equalization of freights.

Roofing Nails — American, large head, keg, $8.50. London, $8.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand	Per box of 25 lbs.
No. 3		$19 50
No. 4		9 50
No. 4½		8 25
No. 5		4 50
No. 6		4 25
No. 7		4 00
No. 8		4 00

No. 9	3 75
No. 11	3 75
No. 10	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton. London

"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$19 00
4	1¾"	9 00
5	1 15–16"	4 00
6	2⅛"	3 75
7	2 5–16"	3 50
8	2½"	3 50
9	2 11–16"	3 25
10	2⅞"	3 25
11	3 1–16"	3 25
12	3¼"	3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch...	10 50	36 inch...	$15 00
30 inch...	12 75		

½ inch mesh and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)	$21 50
U.S Navy (unspun)	20 75
Clipper (unspun)	21 50
U.S. Navy, Eng., unspun	20 00
U.S. Navy, Eng. (spun)	21 00
Plumbers (spun)	$8 50 $10 50

F.o.b. Montreal, Toronto

OIL	**Montreal**	**Toronto**
Royalite	0 18	0 17
Paiacine	0 21	0 20
Gasoline, gal.	0 32½	0 31½
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 18	0 15½
Cylinder Green, med.	0 55	0 56
Capital cylinder	0 50½	0 49½
Machine oil, regular grades	25½-42	29½-30
Standard gas engine oil	38½	38½-37½
Paraffine	0 21	0 21
XXX machine	0 24½	0 28
Fuel oil, bbls.	0 14½	0 13½
Fuel oil, tank cars	0 13	0 12

OLD MATERIALS

See weekly report.

PACKING	**Per lb.**
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER	**Per 400-ft. roll**
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 70
Surprise Fibre	0 66
Tarred felt, per cwt.	3.30-3.35

Asbestos sheeting (per 100 lbs.) ..... $12-$15

Carpet Felt, 16 oz., per 10 lbs. $4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$8 40	$ 9 25
6 to 7 lbs., doz.	9 00	9 75
7 to 8 lbs., doz.	9 60	10 50
8 lbs. only		10 75
Rock—		
5 to 6 lbs., doz.		9 00
7 lbs., doz.	$ 9 60	10 50
8 lbs., doz.	10 20	10 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	80c-97c
4 gross (cartons), 4½ in.	85c-$1.00

F.o.b. Montreal and Toronto.

PIPE, STANDARD WROUGHT

Effective Feb. 26, 1918.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 6 00	$ 8 00
¼ in.	5 16	7 29
⅜ in.	5 16	7 29
½ in.	6 55	8 12
¾ in.	8 28	10 41
1 in.	12 24	15 39
1¼ in.	16 56	20 82
1½ in.	19 80	24 89
2 in.	26 64	33 49
2½ in.	42 72	53 53
3 in.	55 85	70 00
3½ in.	70 84	87 86
4 in.	83 93	104 10
Standard Lapweld.		
2 in.	29 60	36 08
2½ in.	44 46	54 70
3 in.	58 14	71 53
3½ in.	72 68	90 62
4 in.	86 11	107 37
4½ in.	97 79	122 56
5 in.	114 00	142 82
6 in.	147 80	185 28
7 in.	192 80	241 57
8 L in.	202 50	253 75
8 in.	233 30	292 32
9 in.	279 50	350 18
10 L in.	259 20	324 80
10 in.	333 70	418 18

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 40-45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Discount 10%.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	35, 2½	35, 2½
8" soil pipe	30	30
Medium and extra heavy fittings, 6" and under	40, 2½	40, 2½

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	40%
Cistern Pumps	40%
Set Lengths	40%
Brass Lined Cylinders	40%
Brass Body Cylinders	40%

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 15%; Iron Burrs, 15%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	**Per square**
Samson, 1-ply, roll	1 90
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	$5-$5.50

Roofing Pitch, 80 to 90c per cwt.

F.o.b. Toronto, London, Montreal.

ROPE	**Lb.**
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	0 65 0 70½
5-32 in.	0 64 0 69½
3-16 in.	0 60 0 66¼
¼ in. and up	0 59 0 66½

F.o.b. Toronto, Montreal, Brantford. London, Hamilton.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 38 1-3 per cent. on list. F.o.b. Toronto. Montreal.

SCALES	**Scale**	**Stamping**
Champion—	**List**	**extra**
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%, Household scales subject to 25% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	**Doz.**
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS

Net list.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$9 25
U.S. 28	8 95
U.S. 26	8 65
22 and 24	8 50
18 and 20	8 35
16	8 20
14	8 10

F.o.b. Hamilton and Toronto

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75, 26-gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 8 10
16 gauge	12 05	8 20
18-20 gauge	10 30	8 35
22-24 gauge	10 45	8 50
26 gauge		8 65
28 gauge		8 95
10¾ ozs.	11 05	9 25

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$ 8 70
18-20	12 55	12 55	8 85
22-24	12 25	12 25	9 05
26	12 25	12 25	9 25
28	13 00	13 00	9 65
10¾ oz.			10 00

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES	**Per sq.**
Standard galvanized	$10 25
Shipping weight, 90 lbs.	
Standard painted	8 00
Shipping weight, 80 lbs.	

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$8 75
Standard painted	7 00

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	**Each**
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	5 00

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	**List**
No. 525 (125), each	6 50
No. 530 (130), each	7 25
No. 630 (230), each	9 25

Discount 25% off list.

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

SPADES AND SHOVELS

	1st Grade	2 nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5%
Draining Tools	30%	30%	....
Hollow Back Scoops	10%	....	Net list
Hollow Back No. 2 Shovels	30%	....	5%
Hollow Back Sand Shovels and Coal Shovels	30%	....	Net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	....
Hollow Back Scoops, No. 2, black	17.80	....	14.80
Coal Shovels, No. 3, black	22.00	....	14.50
Sand Shovels, No. 3, black	18.50	....	11.50
Do., No. 4, black	19.00	....	12.00
Do., No. 5, black	19.50	....	12.50
Do., No. 6, black	20.00	....	13.00
Do., No. 8, black	21.00	....	14.00
Hollow Back Shovels, No. 2, black	18.00	....	11.50
Coal Shovels, No. 2, black	21.50	....	14.00
Coal Shovels, No. 3, black	22.00	....	14.50
Riveted Scoops, No. 2, black	19.00	18.00	17.00

For polished goods the following net extras apply:
Full polished ..... $1.00 per dozen net
Half polished ..... 50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Following are net prices on some of the standard lines: Shovels and spades, Black Cat, polished, $11.90; black, $10.90; Bull Dog, polished, $14.30; black, $13.30; No. 3 D.H.R.P., black, $13.65 per dozen.

Black Cat Scoops—Black are quoted as follows: No. 4, $15.80; No. 6, $16.80; No. 8, $17.80; No. 10, $18.80 per dozen.

SWEEPERS, CARPET .. Bissell's

American Queen, nic'd trim, ball bearing ..... Doz.	$39 00
Club, nic'd trim., "Cyco" bearing	82 00
Champion, nic'd trim	30 00
Champion, Jap'd trim	27 00
Elite, nic'd trim., B.B.	41 00
Grand Rapids, nic'd trim., B. B.	36 00
Grand Rapids, Jap'd trim., B. B.	32 00
Parlor Queen, nic'd trim., B. B.	42 00
Princess, nic'd trim., B.B.	37 00
Standard, nic'd trim	32 00
Standard, Jap'd trim	29 00
Universal, nic'd trim, "Cyco" bear	34 00
Universal, Jap'd trim., "Cyco" bear	30 00

F.o.b. Toronto, Hamilton, London,

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim.	$1 00
Household, Jap'd trim.	67 00
Superba, nic'd trim.	96 00

F.o.b. Toronto, Hamilton, London.

TACKS Discount
Wire Tacks ..... 60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ..... 60 and 15%
Double pointed tacks.... 60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1, 1916.. 60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS
See prices under head of Wires.

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount.
Samson, 20% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10		

Discount 10%.
F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain

Victor No. 1	$2 05
Jump, No. 1	2 65
Hawley & Norton, No. 1	3 15
Newhouse, No. 1	4 30

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) Per lb.

500 ft.	$0 23½
550 ft.	0 25¼
600 ft.	0 26½
650 ft.	0 28

In 5-ton lots ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 54½-65½
4-ply wrapping, lb. ..... 58 -72½
F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per dozen	$18 15
No. 1, per dozen	15 70
No. 2, per dozen	13 20
No. 3, per dozen	11 55

F.o.b. Newmarket

VALVES %

Ground work	50
Compression work, standard	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	net
Radiator valves, standard	15
High grade	7½
Globe, angle and check valves, standard	10
Do., high grade	7½
Patent quick opening valves	35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Coloniai, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 30%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list ,plus 25%.
Railroad Cans, list, plus 20%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, steel, 25%; cast iron, 17½%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 60%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON
Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.
F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs.	$4 50	$4 25	$4 75
Section, ½ in. per 100 lbs.	4 50	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	3 00	3 50	3 10

WHEELBARROWS
Navvy, steel wheel, doz. 37.50-51.50
Garden steel wheel, doz. 51.00-75.00
Light garden, doz. 37.00-54.00
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS
F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Hay Wire in Coils

No. 13	6 80
No. 14	6 90
No. 15	7 05
No. 16	7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire
List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net
List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$ 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. Toronto

Barb	$6.20
No. 9 pl. galv.	5.35- 5.90
No. 12 pl. galv.	5.50- 6.00
No. 13 pl. galv.	6.00- 6.15
No. 9 coil sp.	5.50- 5.90
No. 12 coil sp.	5.80- 6.20

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 50
Fence staples, galvanized. $6.25-6.50
In 25-lb. boxes add 25c extra

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus 10%
Brass wire, 3 to 24 gauge, add 40%
25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls	$3 00
In 50-ft. rolls	3 05
Galvanized, per 100 sq. ft. in 100 ft. rolls	5 50
Bronze, sq. ft.	0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods
Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 for 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX Per lb.
Small quantities $0 45
Larger quantities 0 40
F.o.b. Toronto.

BLUE STONE
Montreal Toronto
Per lb. 13-14 14-16

BRONZING LIQUID
Bronzing liquid, No. 1.$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BRUSHES
Weighted, 15 lbs., each..$1.35 $2.00
Weighted, 20 lbs., each.. 1.60- 2.25
Acme, 15 lbs., each..... 1.75
Acme, 20 lbs., each..... 2.00
Acme, 25 lbs., each..... 2.35
F.o.b. Toronto.

COATING
Cement Coating $3 00 $3 75
F.o.b. Montreal, Toronto.

COLORS (DRY) Per lb.
Raw Umber, 100-lb. kegs... 7-15c
Burnt Umber, 100 lbs..... 7-15c
Raw Sienna, 100-lb. kegs... 7-15c
Burnt Sienna, 100-lb. kegs... 7-15c
Imp. green, 100 lb. kegs.... 0 23
Chrome green, pure 0 35
Chrome yellow 17-31
Brunswick green, 100 lb. k.. 0 12
Indian red, 100-lb. kegs.... 0 15
Indian red, No. 1, 100 lb. k.. 0 06
Venetian red, best bright... 0 04
Venetian red, No. 1 ..... 0 02½
Drop black, pure dry..... 0 15
Golden ochre, 100 lb. kegs.. 0 06½
White ochre, 100 lb. kegs.. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 2½-3¼
Spruce ochre, 100-lb. kegs.. 4c-6c
Canadian red oxide, bbls....2 -2¼
Super magnetic red..... 2¼-2½c
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE
Venetian red, 1 lb. tins, pure 0 15
Indian red 20-26
Chrome yellow, pure 45
Golden ochre, pure 22
French spruce ochre, pure.... 16-18
Chrome green, pure 18-26
French permanent green, pure 28
Signwriters' black, pure 25
Marine black, 5 lb. irons.... 0 17
Lampblack 0 24
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Duralite 6 15
Albagloss 6 05

GLUE Per lb.
Brantford All Round Glue—
Case No. 7—50-lb. pkgs.....$28 00
Case No. 8—100 ½-lb. pkgs.. 31 00
Case No. 9—200 ¼-lb. pkgs.. 38 00
Discount.
French medal (prices withdrawn)
English common sheet..... 32-34
English prima 35-38
White pigsfoot 0 50
Cake bone, 112-lb. bags..... 0 35
Hide, 112-lb. bags 0 45
Gelatine, 112-lb. bags..... 45-60
Ground glues, 112-lb. bags, No. 1 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags.. 24

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

F.o.b. Montreal. Discount 25% on box glass.

Discount from pane list 10%.

Ontario Prices.

	B.S.	B.D
Up to 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 84	....	45 45
85 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 25%.
Cut lights, 10%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE
Discounts below apply to plate glass list.
Montreal city price, 10% off list; country, 5%.
Toronto, Hamilton, London, 20%.
For shipments of glass outside of Toronto, Hamilton or London, 10% discount from the list. Freight charges paid to destination, provided the gross list value of the glass is $75 or over. Under $75 in value, 10% discount from the list, f.o.b. Toronto. These prices apply to glass under 90 inches in height. Over 90 inches, then special flat car rates apply.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE
(Ground in oil.)
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	$16 00	$16 20
Crown Diamond	16 00	16 20
Crown Pure	16 00	16 20
Green Seal	16 00	16 20
Tiger Pure	16 00	16 20
Ramsay's Pure	16 00	16 20
Moore's Pure	16 00	16 20
O.P.W. Dec. Pure	16 00	16 20
Red Seal	16 00	16 20
Decorators' Pure	16 00	16 20
O.P.W. English	16 20	16 40
Elephant Genuine	16 60	16 70

B.B. Genuine Lead, less than tons, $17.95 Toronto; $17.20 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00 $14 50
Genuine, 100-pound kegs, per cwt.	14 75 15 50
Less quantity	16 00 17 00

F.o.b. Montreal. Toronto.

LEAD, ARSENATE OF

	Dry, Pound	Paste, Pound
Barrels, 600 lbs.	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO
Tints, 5-lb. packages, per 100 lbs., $7.80; white, 5-lb. packages, $7.20.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon

Elephant, white	3 70
Elephant, colors	3 30
B.H. English, white	3 80
B.H. English, colors	3 55
Minerva, white	3 65
Minerva, colors	3 50
Crown Diamon, white	3 55
Crown Diamond, colors	3 30
B.H. Frescouette, white	3 30
B.H. Frescouette, colors	3 10
Moore's House Colors, white..	3 50
Moore's House Colors, colors.	3 40
Moore's Egyptian Paint, all colors	2 75
Moore's Floor Paint	2 90
Moore's Sani-Flat	3 00
Jamieson's Crown Anchor....	3 30
C.P.C. Pure, white	3 80
C.P.C. Pure, colors	3 55
O.P.W. Canada Brand, white	3 55
O.P.W. Canada Brand, colors	3 25
O.P.W. Canada Brand, floor.	2 80
O.P.W. Flat Wall, white	3 05
O.P.W. Flat Wall, colors	2 85
Ramsay's Pure, white	3 65
Ramsay's Pure, coors	3 35
Martin-Senour, 100%, white..	3 80
Martin-Senour, 100%, colors.	3 55
Martin-Senour, Porch Paint..	3 55
Martin-Senour, Neutone, white	3 35
Martin-Senour, neutone, col..	3 10
Senour's Floor Paint	3 00
Sherwin-Williams, white	3 80
Sherwin-Williams, colors	3 55
Flat Tone, white	3 30
Flat Tone, colors	3 10
Lowe Bros. H.S., white.....	3 80
Lowe Bros. H.S., colors	3 55
Mellotone, white	3 35
Mellotone, colors	3 20
Sanitone, white	3 30
Maple Leaf, white	3 80
Maple Leaf, colors	3 55
Maple Leaf, floor	3 00
Maple Leaf, flat wall.....	3 10
Pearcy's Prepared, colors.....	2 75
Pearcy's Prepared, white.....	3 15

F.o.b. Montreal, Toronto.

PARIS GREEN

	C.P. Per lb.	Berger's Per lb.
In barrels, about 600 lbs.	0 60¼	0 61
In arsenic wegs, 250		
In 50 lb. and 100 lb. drums	0 61¼	0 62
In 25 lb. drums	0 62¼	0 63
In 1 lb. packets, 100 lbs. in case	0 64¼	0 65
In ½ lb. packets, 100 lbs. in case	0 66¼	0 67
In 1 lb. tins, 100 lbs. in case	0 66¼	0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY

	Standard Montreal	Less than tons Toronto
Bulk, in casks	$4 35	$4 55
Bulk, 100-lb. drums.	5 20	5.30-5.40
Bulk, 25-lb. drums..	5 20	5 40
Bulk, 12½-lb. irons.	5 20	5.45-5.65
Bladder, in bbls. ...	5 20	5.45-5.65

Ton lots standard are 20c per hundred pounds less.
Pure Putty, $2 cwt. advance.
London and Hamilton prices same as Toronto.

SHELLAC
Pure White, gal., $4.40-$4.50.
Pure Orange, gal., $4.15-$4.25.
Gum Shellac, TN, 70-74c lb.; finest orange, 83-86c; bone dry white, 80-83c.
F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 00
B.H. Vanisher	$2 75
Cumoff	3 00
Takof	3 25
O.P.W. Presto	3 00
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

TURPENTINE
See weekly report elsewhere in this issue for prices.

SLATING Gal.
Liquid Slating, B.B.....$2 20

VARNISHES Per gal. cans

No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.45
B.H. Stovepipe Varnish, ½ pints, per dozen	1 54
Depend-on, list	3 25
B.H. Maritime Spar, list....	7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	2 90
Granitine	2 90
Hydrox Spar	3 65
Sun Varnish	2 64
Sun Spar	4 59
Sun Waterproof Floor	3 02
Jasperite Interior and Exterior	2 65
Jasperite Pale Hard Oil	1 90
Jasperite Indestructo Floor Finish	2 65
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 86
Elastic Interior	2 64
Mar-not	3 52
Quick Action House	2 47
Rexspar	4 62
Sear-Not	3 34
Kyanize Spar	4 95
Kyanize Cabinet Rubbing	3 85
Kyanize Interior	3 85
Luxeberry light	3 30
Luxeberry granite	3 52
Luxeberry spar	4 95
Ramsay's Universal	2 64

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $6.50; colors	7 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 20
XX Quality	0 18
X quality	0 17

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 21
X Grand	0 19¾
XLCR	0 18½
X Empire	0 17¼
X Press	0 16

WASTE, COLORED WIPING

Quality I	0 15
Quality IA	0 13
Quality IB	0 11
No. 5	0 16
No. 7	0 14
Japanese	0 15

WIPING WASTE, COLORED

Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	10½

This line subject to trade discount for quantity.

WAX Per lb.

C. & B. Floor Wax	$0 35
B.H. Wax	0 35
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 30
Anchor	0 33
O.P.W. Lion Brand	0 35
Old English	0 45-0 55
Johnsons	0 45-0 55
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 40

F.o.b Montreal and Toronto.

WHITING

Plain, in bbls.	$2 50
Gilders, bolted, in bbls.	3 00

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL per gal.

In five gallons	$1.80-$1.90
In barrels	1.70

$1 extra for barrels.
F.o.b Montreal, Toronto, London.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regal Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $41; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Singl Bit	$14 50	$18 00
Double Bit	16 50	19 50
Broad axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	20%
Gilmour	50%

BARS, CROW. $9.25 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.05 base; other sizes, $5.60 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 33 1-3%; over 6 in., 20 and 10%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOARDS—Wash

	Doz.
Improved Globe	$4 00
Diamond King, Glass	4 75
Western King, Enamel	4 75

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	35
3 x 3 in.	37
3½ x 3½ in.	38
4 x 4 in.	47
4½ x 4½ in.	68
5 x 5 in.	80

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $18.50; ¼, $13.65; 5-16 in., $12.20; ⅜, $11; 7-16, $10.70; ½, $10.40; 9-16, $10.40; ⅝, $10.25; ¾, $10.15; 1 in., $9.90. Logging, 5-16 in., 14c; ⅜, $12.80; ½, $12.20; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 55

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 66c lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.50; 10 in., $7.20; 12 in., $8.45.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

See Wares.

FILES

Globe	Discount 45%
Nicholson Gen.	Discount 35%

FITTINGS

Malleable	Black	Galv.
Class B	$ 26	$ 36½
Class C	17	26
Bushings	25%	..
Unions	35%	..
Nipples 4" and under	45%	..

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. barrels, 30c lb.; 100-lb. barrels, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$12 00	$17 50
26 to 40	13 25	20 00
41 to 50	16 75	23 00
51 to 60	17 50	23 50
61 to 70	18 75	25 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $7.25; No. 2 and larger, $7; snowshoes, No. 0 to No. 1, $7.50; No. 2 and larger, $7.25; steel, No. 0 to 1, $7.70; No. 2 and larger, $7.45; featherweight, $8.85.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"	
10¾ oz. or 28 Eng.	$11 20	$11 20
28 Am. or 26 Eng.	10 90	10 90
26 Am. or 26 spec.	10 60	10 60
24	10 45	10 45
22	10 45	10 45
18 and 20	10 30	10 30
16 Am.	10 20	10 20

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$1 80
Mrs. Pott's No. 50, set	1 90

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $2 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 00
3	2 70
4	4 75
Barn Door	
5	2 70
8	2 90
9	5 00

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 5 00
New Century B	10 15
New Idea	11 35
Snowball	9 00

MATTOCKS

Pick, $11; cutter, $11.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	4 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$7 75	$8 25
Empress	10 00	10 60
Daisy	6 15	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices Per Roll

1 in. mesh x 24 in.		$5 95
	30 in.	7 20
	36 in.	8 50
2 in. mesh x 24 in.		2 90
	30 in.	3 40
	36 in.	4 05
	48 in.	5 25
	60 in.	6 55
	72 in.	7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 35c; Family safety coal oil, 23½c; "Engoline" engine coil oil, 19½c; Summer black oil, 22½c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 46c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $19; less quantities, 20c.

PICKS, Clay, 6-7, $10.40 per doz.

POLISH—

	Doz.
O-Cedar—	
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page.)

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18x21 per box, half polish, $10.25; full polished, $11.75; 18x24, half polished, $10.25; full polished, $11.75; 20x28, half polished, $10.25; full polished, $11.75.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3 55 per dozen.

PUTTY

100-lb. irons	$5 50
25-lb. irons, per cwt.	5 80
1½-lb. tins	0 10

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope, ¼ and over, 55c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell).

Net list.

SAWS, BUCK

Happy Medium, $10.00; Watch Spring, $10.40; Lance Tooth or Lightning Blades, $10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—	
No. 2 loop	11 50
Bush	13 00

SWEEPERS, Carpet—	Each
Bissell's Grand Rapids, jap'd.	$2 85
Bissell's Grand Rapids, nick.	3 20
Bissell's Vacuum "Superba"	8 25

STEEL SHEETS, BLACK

10 gauge	$8 50
12 gauge	8 50
14 gauge	8 40
16 gauge	8 50
18-20 gauge	8 80
22-24 gauge	8 85
26 gauge	8 90
28 gauge	9 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30. Black Cat and Crescent Scoops—No. 4, $15.80 doz.; No. 6, $16.80; No. 8, $17.80; No. 0, $18.80; Moose & Jones Scoops, No. 4, $16.90; No. 6, $17.80; No. 8, $18.70; No. 10, $19.60.

SOLDER. Per pound, 49 to 50c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $7.50; machine, $8.00 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.30 base.

STEEL HOOPS

½ in., $9.75; ⅝ in., $9.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TRAPS, GAME—	Doz. Victor	H.& N.	Jump
No. 0	$1 80	....	....
No. 1	2 12	$3 25	$2 75
No. 1½	3 17	4 88	4 12
No. 2	4 44	6 83	6 05
No. 3	5 90	9 10	8 05

TUBS—	Wood	Fibre
No. 0	$18 30	$20 95
No. 1	15 65	18 00
No. 2	13 20	14 90
No. 3	11 45	12 70

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply	$0 60
Cotton, 4-ply	0 65
	Dozen

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.

Scotch Grey, 40, 12½% discount.

Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, 17½% discount.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.15; less than ton lots, $16.50.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 00
8 in.	7 20
10 in.	8 40
12 in.	10 80
15 in.	14 40
Perfect Handle—	
6 in.	13 00
8 in.	15 60
10 in.	18 20
12 in.	23 40
15 in.	31 20
18 in.	41 60

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 13
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 60
36 in.	6 75
Trimo—	
10 in.	$1 45
14 in.	2 00
18 in.	2 90
24 in.	4 15

	Dozen	
Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Royal Canadian, $51,90 per doz.; Eze, $56.10 per doz.; Bicycle, $62 per doz.; Ajax, $125.00 doz.

Stephens
REGISTERED TRADE MARK

AGENCY
Stephens
PAINT



Appreciating Stephens' Paints

The Dealer who appreciates Stephens' Paints most is the Dealer who has the Stephens' Paint Agency sign on his store. He knows just what guaranteed paints can do to build permanent, steady business and good-will. He knows the difference between handling "paint" and Stephens' Paint. He appreciates the advantage of selling paints that satisfy his customers completely—paints that once used are thereafter asked for by name. His cash register tells him every day that it pays to be the Stephens' Paint Agent.

Stephens' Paints are compounded carefully and accurately to fulfill the guarantee that goes with every can. The Stephens' Agent is never called upon to make explanations or to offer apologies. The paints he sells are good—all through, and he knows it—constantly growing sales prove it beyond question.

Now, if there is no Stephens' Paint Agency in your locality you should know the interesting proposition we have to make. Will you write about it to-day.

G. F. STEPHENS & CO., LTD.
PAINT and VARNISH MAKERS
WINNIPEG and CALGARY



MARTIN-SENOUR
SERVICE
ALWAYS 100% EFFICIENT

The Martin-Senour service program for 1918 is the strongest and most efficient ever attempted by any paint manufacturer in Canada. This campaign will go far towards making this a record year for all Martin-Senour dealer agents. Advertisements will be used in an even wider range of newspapers, magazines, farm and religious journals than heretofore. All this publicity is so arranged that it will appear at the right time to meet the eye of every possible paint user throughout the Dominion.

POSTER ADVERTISING SERVICE



Reproduced above is our new 24-sheet poster in colors as it will appear on all available posting space throughout Canada. This poster showing is only one of the many new features of the efficient service we have prepared to assist our dealer agents in building up a bigger and better paint and varnish business. Any time is a good time to investigate the Martin-Senour dealer agency proposition. The best time is NOW.

MARTIN-SENOUR PAINT & VARNISHES

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX

MARTIN-SENOUR SPIC-SPAN FINISHES

If interested, tear out this page and keep with letters to be answered.

MARTIN-SENOUR

Paints and Varnishes

ALWAYS 100% PURE



ECONOMY

will be universally practised during the coming year on account of the urgent need for conservation.

It becomes then a necessity for the merchant to assure himself that the Paint he offers for sale is of such high quality that it will afford the perfect protection to the surface on which it is applied that is absolutely essential to fulfill the conditions of both Economy and Conservation.





QUALITY

is demanded wherever economy is practised, because it gives full measure of value for every dollar invested. Quality is the first consideration in the manufacture of all Martin-Senour products, and the dealer agent who sells these goods as well as the customer who purchases them are both fully protected by the absolute guarantee of purity and quality.

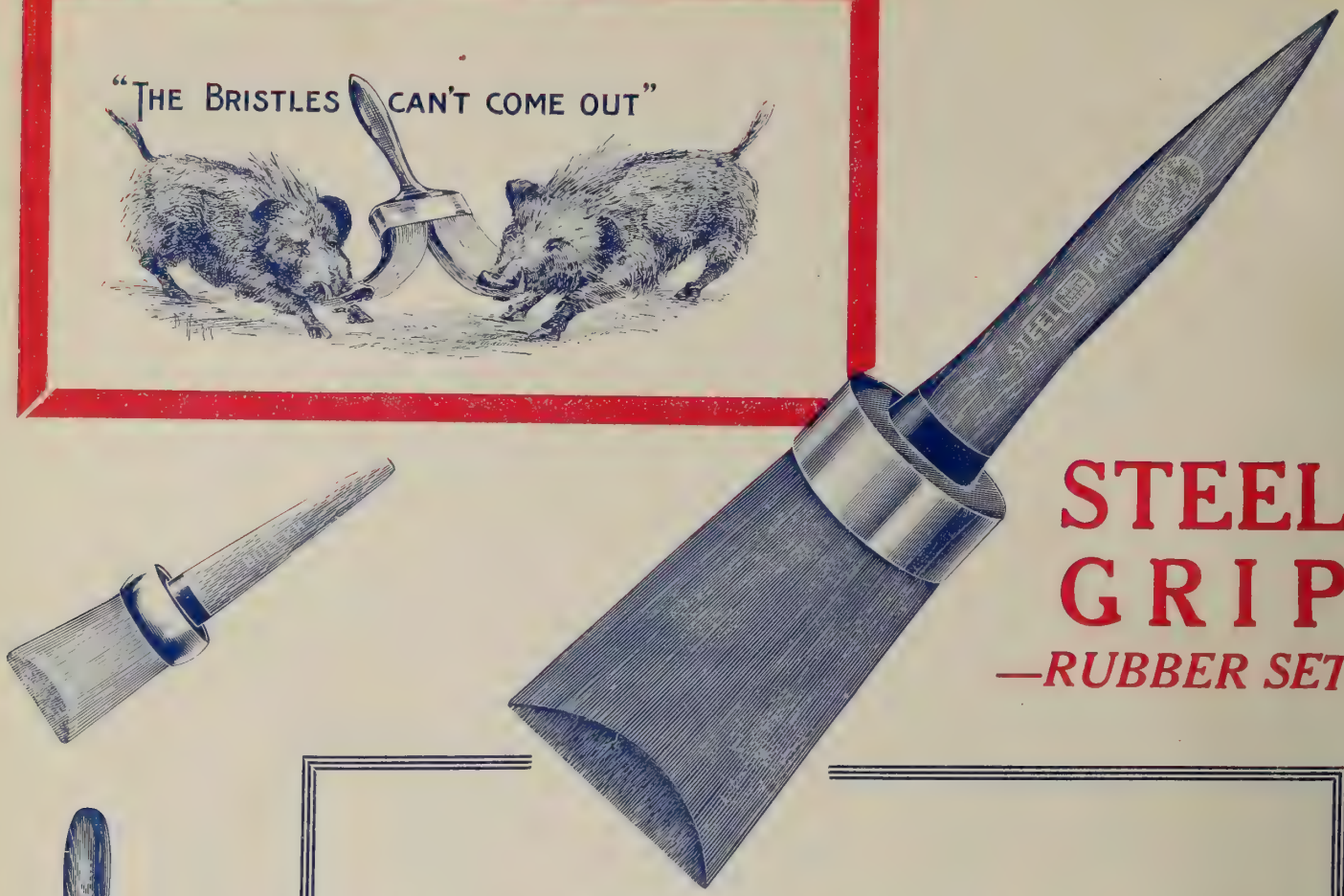


All our Dealer Agents have good reason to know that Martin Senour Paints and Varnishes are the easiest and most profitable to sell.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX

If interested, tear out this page and keep with letters to be answered.





STEEL GRIP
—RUBBER SET



Won't Shed Bristles

Think what this means—satisfied painters and sure repeat orders

The combination of Steel Grip and Rubber Set in Boeckh's Brushes gives a marvellous grip, so that each individual bristle is held fast and firmly by thoroughly hardened, best quality rubber, reinforced and protected by the famous

STEEL GRIP

Compressed Steel Ferrules, which give much longer life to Boeckh's Painters' Brushes.

Send for Our Attractive Display Cards and Make Window Features of Steel Grip Rubber Set Brushes

Extensive advertising, plus the good name that Boeckh's Brushes have built for themselves by many years of highly successful service, make them sell on sight.

You'll like the profit.

The Boeckh Bros. Company, Ltd.

TORONTO, CANADA



"THE BRISTLES

BOECKH TRADE MARK ESTBD 1856 TORONTO

CAN'T COME OUT"

If interested, tear out this page and keep with letters to be answered.









CANS





Cuts show some of the paint manufacturers using our cans.

WE MANUFACTURE

Round and Square Cans for Meat, Fish, Fruit, Syrup, Paint and Varnish, etc.

LEAD AND PUTTY CANS

A trial of our quality, service and price is sure to win your steady patronage.

A. R. Whitall Can Co.
Limited
MONTREAL, CANADA







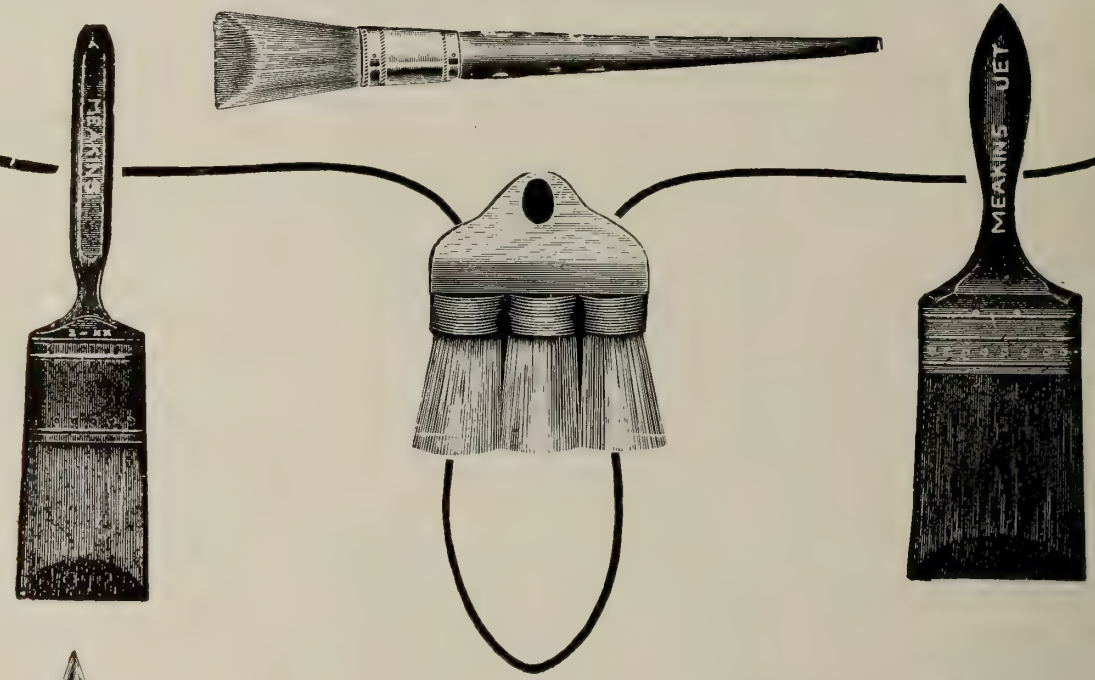






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MEAKINS BRUSHES



Service that makes re-orders Double-Sure

Meakins brushes are made for durability, they are easily manipulated and there are no falling bristles to agitate the user.

Send for our catalog—then order from your jobber.





MEAKINS & SONS
Limited
HAMILTON, ONTARIO
Warehouses: Winnipeg, London, Toronto, Montreal

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Livingston

Reliability Is The True Test Of Linseed Oil

When a man grows up with a business he becomes an expert in his line. We have men in our employ who have grown up with the LIVINGSTON BUSINESS, men who have studied our interests for the past 50 years. They are part of the organization.

This is one of the secrets which is responsible for the high and uniform quality standard of

Livingston Brand

The entire organization is at your service when you specify our brand.

Protect your 1918 business by using the oil which you know to be right.

The outward marks of this "Quality" oil are the

"BLUE BARRELS"



The Dominion Linseed Oil Company Limited

BADEN, TORONTO
MONTREAL

If interested, tear out this page and keep with letters to be answered.



Hitch your business to the *Ramsay Star*

Aggressive advertising gets business

Send us your orders early, and get your share



A. RAMSAY & SON COMPANY

Makers of Paints and Varnishes since 1842

Toronto MONTREAL Vancouver



If interested, tear out this page and keep with letters to be answered.

Look Over Your House



What does it need in the way of paint?

While paint is intended to make the surface more pleasing to the eye, by the selection of a color scheme that harmonizes with your ideas of tasteful decoration, still, its most vital function is to protect that surface against decay and deterioration

Ramsay's Paints combine to the greatest degree, looks, wear and protection. They give your house the best appearance over the longest term of years at the lowest cost.

There is a Ramsay dealer not far from where you live. Ask him or write us for booklet; we will gladly offer suggestions.

A. RAMSAY & SON COMPANY
MAKERS OF PAINTS AND VARNISHES SINCE 1842
Toronto MONTREAL Vancouver

RAMSAY'S
THE RIGHT **PAINT** TO PAINT RIGHT

This is the advertising to help you, Mr. Dealer, assist your customers in choosing the right paint to protect their property. The satisfaction of a satisfied customer is yours when you sell him Ramsay's Paints.



"The Right Paint to Paint Right"



If interested, tear out this page and keep with letters to be answered.

S-W-P

THE PAINT

That—

Looks the best
Spreads the best
Covers most
Wears the
Longest



Is the Paint
That has the
Biggest Sale and
Greatest Demand
Most Profitable
For the Merchant

Our Big Spring National Advertising Campaign in magazines and newspapers read by your own customers will create an unusual demand for S-W products.

A well-assorted stock of S-W-P and S-W products will prove a very profitable investment for you.

If you are not well stocked, place your order now.

THE SHERWIN-WILLIAMS CO
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES MONTREAL. TORONTO. WINNIPEG. LONDON, ENG.

OFFICES AND WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N.S., LONDON, ENG.

If interested, tear out this page and keep with letters to be answered.



SWP

AND

THE VARNISHES

That

Your Customers Know

Give Best Results

are what we

are offering

to you

REXPAR

The King of Outside Varnishes.

MARNOT

The Most Durable Floor Varnish.

Absolutely waterproof.

SCARNOT

The Leader of Interior Varnishes.

Not affected by either hot or cold water.

AND MANY OTHERS

Spring is bringing the big Paint Demand. Can you supply your customers with the goods they know and want?

They are S-W-P and S-W Products. A demand created by our large Consumer Campaign reaching right into your district and your customers,

S-W-P means quality assured and satisfactory results.



THE SHERWIN-WILLIAMS CO.

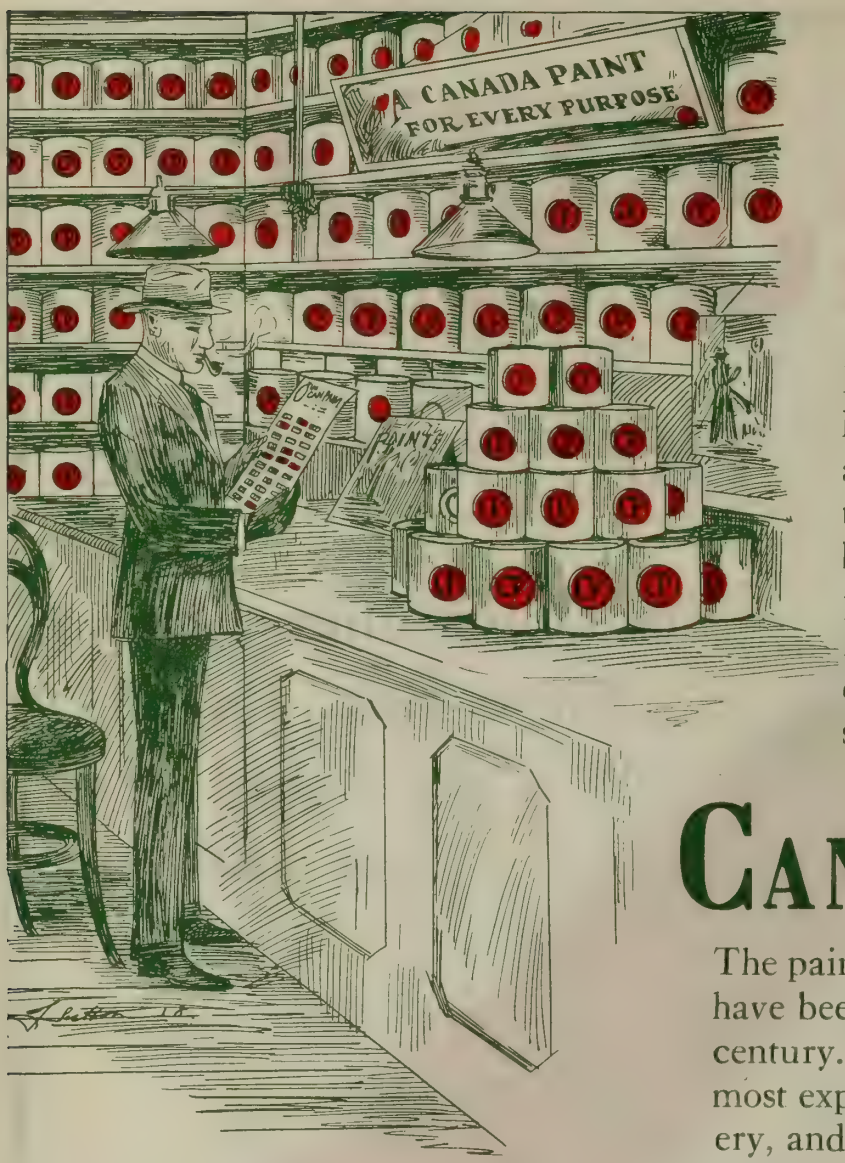
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES MONTREAL. TORONTO. WINNIPEG. LONDON, ENG.

OFFICES AND WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N.S., LONDON, ENG.

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The Paint That Requires No Sales Effort

Is the paint that it pays you to handle. Easy and repeated sales of any line means profit for you. Let the big demand that is being created by our national advertising campaign turn profits your way. Larger and better sales are assured on all the lines you carry if you can supply your customers' demands.

CANADA PAINT

The paint that is manufactured by us, who have been making paint for nearly half a century. The paint that is made by the most expert men, most up-to-date machinery, and by the most scientific formulae.

It is something in these times of shortage of raw material to know that the Quality of Canada Paint never changes, but the same high standard of Quality is maintained, the quality that has given confidence to all users of Canada Paint and the merchants selling it.

Be a Canada Paint Agent

and reap the benefit of our big advertising campaign and new advertising features.

It Will Pay You

THE CANADA PAINT CO.
LIMITED

Makers of the Famous Elephant Brand White Lead

572 William Street, Montreal 112 Sutherland Avenue, Winnipeg

A Profitable Investment For Any Merchant

CANADA PAINT

means more business and consequently a bigger turnover and more profits.

True economy is what everyone is practising. The householder and property owner knows that delayed painting is not money saved, but greater expense incurred. Paint must be used to preserve property and everyone knows the true worth and sterling qualities of Canada Paint. Do not let an opportunity pass to satisfy your customers with the Paint they want. It is Canada Paint, it

Produces Perfect Results

and satisfied customers are continual customers, as well as boosters for the goods you have in stock.

Spring Time Is Paint Time

See that you have a well assorted stock of Canada Paint Products to take care of the paint and varnish business that will result from our big, national advertising campaign.



THE CANADA PAINT CO.
LIMITED

Makers of the
Famous Elephant Brand White Lead

72 William Street, Montreal
112 Sutherland Avenue, Winnipeg



-it tells a story

No man will label his store with an identification sign that is going to lower his prestige if he knows it.

When a hardware dealer hangs the "High Standard" sign it is an indication that he has first tried the goods and proven them worthy of a place in his merchandising plans.

The hundreds of High Standard signs throughout Canada tell their own story and tell it more effectively than we can. Is this sign of quality on your paint department.

H·S·

Lowe Brothers

Toronto, - Ontario

LYON PAINT & GLOSS CO.
WINNIPEG
Western Distributors



JAMIESON'S

Crown and Anchor Brand



PREPARED PAINTS
Ready for Use

The Paints that Win New Business

JAMIESON'S PAINTS were chosen exclusively for the finishing coat of the NEW QUEBEC BRIDGE. Why were they chosen? After exhaustive tests by a board of competent engineers it was proven that Jamieson's Paints were the best paints for this important work.

Sell your customers JAMIESON'S PAINTS and they will agree with the Quebec Bridge experts that they are paints of matchless quality. And you, Mr. Dealer, will agree that they are the paints that win new and profitable business.

Jamieson Varnishes Contain the Same Good Qualities as Jamieson Paints

R. C. JAMIESON & CO., Limited, Montreal, Canada
ESTABLISHED 1858
Owning and Operating P. D. DODS & CO., LIMITED

If interested, tear out this page and keep with letters to be answered.

SANDERSON PEARCY & CO., LTD.
TORONTO

Spring paint activity is increasing rapidly. The trend of prices on most supplies is upward. We would suggest completing your assortments of paint material while wholesale stocks are in a position to promptly supply demands and before further increases of prices take place.

We can ship promptly

Alabastine	**Brushes**	**Chamois Skins**
Colors	**Cutlery**	**Enamels**
Glues	**Glass**	**Paris Green**
Kalsomines	**Mortar Colors**	**Prepared Paint**
Putty	**Resin**	**Shellac**
Sponges	**Shingle Stain**	**Turpentine**
Varnishes	**Whiting**	**White Lead**

and a host of other specialties which our travelling salesmen will be glad to quote upon.

SANDERSON PEARCY & CO., LTD.
61-63-65 ADELAIDE STREET WEST
TORONTO

If interested, tear out this page and keep with letters to be answered.



"Say, Boss! Here's Another of Those Pratt & Lambert Full-Page "Post" Ads!"

IT'S only on the day the advertisement comes out that you Pratt & Lambert Dealers feel that real thrill of partnership in a big proposition. But the influence of it is going on all the time. In two million homes Thursday is "Post" day; and there, around the library table, the influence of these big Pratt & Lambert advertisements makes itself felt. Sometimes perchance, it falls on fertile ground — a varnish job is just ready to be done, and some dealer, somewhere, sells "61" Floor Varnish. Sometimes it produces more slowly, perhaps in a month or a year. But Pratt & Lambert advertising isn't an *advertisement;* it's an *influence* which has been created by the *hundreds* of different advertisements that have appeared in the last ten years. As an example, look at the

FULL-PAGE PRATT & LAMBERT ADVERTISEMENT IN THE SATURDAY EVENING POST ISSUE OF MARCH 30TH

But this is only one of many; there are full pages also in the American Magazine, Country Life in America and House Beautiful, and a series of large space advertisements in the Ladies' Home Journal. All of these advertisements are hammering one single vital fact—the durability of "61" Floor Varnish. However, ten years' experience has proved that by this forceful, perpetual, consistent devotion to a single advertising idea, the whole Pratt & Lambert proposition benefits—*and the dealers, who handle the P&L line, benefit most of all.*

You should handle the P&L line. Think it over. Ask P&L dealers what they think of it, and when you get their answer, realize and consider that they were once "almost persuaded", just as you are.

Then write for the Pratt & Lambert Dealer Proposition.

PRATT & LAMBERT-INC. VARNISH MAKERS 69 YEARS

24 Courtwright Street, Bridgeburg, Ontario

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Sydney



If interested, tear out this page and keep with letters to be answered.

Moore's House Colors



Permanent results from sales of Paints

The dealer who makes Moore's House Colors his "pet" paint—who knows what he can guarantee them to do—who takes every opportunity to recommend them—who, in short, gradually brings his store to be known as the place where Moore's House Colors are sold—he is the Dealer who gets really permanent results in his Paint Department.

As a fact, where Moore's House Colors are used one season they are used the next season, and the next, and always. And the Dealer who doesn't just sell Moore's House Colors but "pushes" them, is the man who gets the bulk of this permanent business, for the Public places its trust in the man who trusts the goods he sells.

If you handle Moore's House Colors, do so with confidence and pride. It pays.

Benjamin Moore & Co., Limited
WEST TORONTO

If interested, tear out this page and keep with letters to be answered.



OTTAWA PAINTS and VARNISHES

"for every purpose"

O P W

REGISTERED and PROTECTED
O. P. W. LINES

CANADA BRAND PURE PAINTS
CANADA BRAND FLOOR PAINTS
CANADA BRAND FLAT-WALL PAINTS
JAS-PER-ITE EXTERIOR VARNISH
JAS-PER-ITE HARD OIL FINISH
JAS-PER-ITE FLOOR FINISH
JAS-PER-LAC LAC SHADES
JAS-PER-LAC ENAMELS
O.P.W. DECORATORS ENGLISH LEAD
O.P.W. DECORATORS PURE LEAD
O.P.W. CREOLIN SHINGLE STAINS
O.P.W. OIL AND JAPAN COLORS
PRESTO PAINT AND VARNISH REMOVER

Manufactured only by

Ottawa Paint Works LIMITED

Toronto — OTTAWA, CANADA — Vancouver

Toronto Branch: 153 Duchess St.

Windsor Solvent Stains

These Stains are a new line now produced in Canada for the first time.

They will penetrate and stain any Varnish without injuring the finish in any way.



Perfectly adapted for use on new or finished wood, whether painted or varnished.

Put up in Patent Top Bottles, in four sizes.

Nine very pleasing shades.

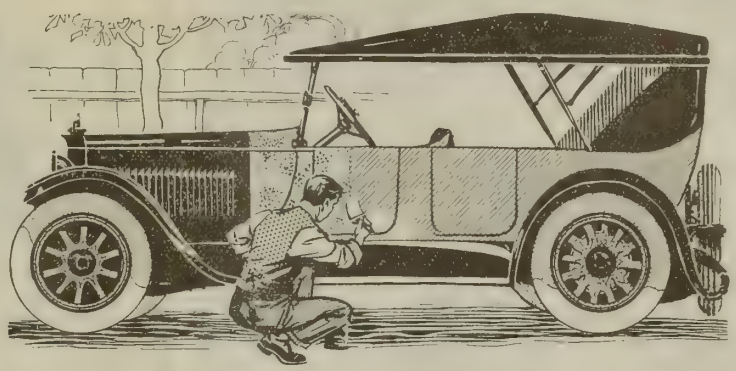
Write for samples and name of nearest jobber.

If interested, tear out this page and keep with letters to be answered.

Mr. Hardwareman

Have you ever considered the advantages of advertising your wants in HARDWARE AND METAL? One of the most important of these is the fact that there is no waste circulation. HARDWARE AND METAL goes only to the people who are directly interested in the trade. We have offices in Montreal, Toronto, and Winnipeg. If you like you can have a box number in care of either one of these offices, whichever is nearest to you. We will then notify our representative there and he will promptly forward any replies which may come in answer to your ad. Remember, Thursday noon is the latest for receiving want ads for the current issue.

Hardware & Metal
Want Ad Department



Get Your Share of this New Business

From fifteen to twenty million dollars is usually spent every year in refinishing motor cars. No one likes a shabby car, but many will be neglected this year from economical reasons unless owners adopt the *"Berry way,"* which makes the cost nominal.

Berry Brothers'
Auto Color Varnishes

enable the unskilled varnisher to refinish his car in his own garage and produce a handsome, durable finish in any color combination for the mere cost of the material.

We furnish an attractive cut-out for counter display, and folders telling how much varnish it takes for a car, how easily an amateur can use it, and showing in colors how cars look when refinished. A selling help of real value.

Ready to Ship Assortments

We have already put up, well selected assortments of colors that we can ship promptly. Order one to-day and get in the field early. You will sell it quickly and want more. Write for further particulars anyway.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Walkerville, Ont. (656)

CARTER'S

Genuine Dry Red Lead in Big Demand

Our special advertising in magazines reaching your trade is creating a big demand for Carter's Genuine Dry Red Lead. Your customers know that the best protective paint for metal is red lead. Can you supply the demand for this product from—

Ship and Bridge Builders situated in your locality

Carter's Genuine Dry Red Lead is made in Canada from the best grade of Canadian pig lead. It is the best red lead you can buy.

Carter's Genuine Powdered Litharge, Carter's Genuine Orange Lead and Carter's Genuine Dry White Lead
Should be carried in stock by all merchants handling hardware, paints and varnishes.

The Carter White Lead Co. of Canada, Limited, 91 Delorimier Avenue, Montreal



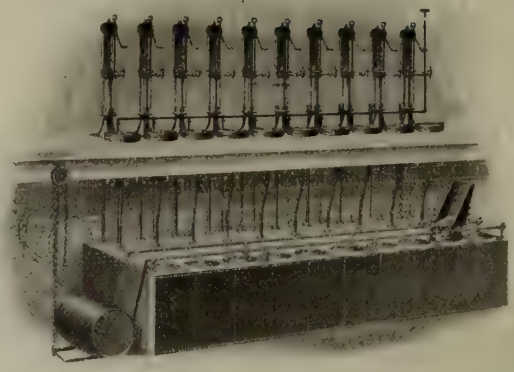
Dougall's White Enamel

It stays white

A beautiful, snowy white enamel that will not change color indoors or out. It lays on evenly, with a smooth, glossy finish that never grows dim. Can be washed without harm to finish or color.

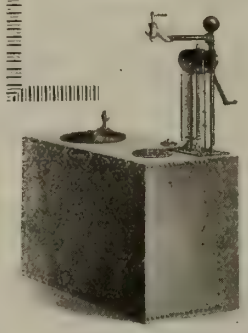
Ask us to give you full particulars of this dainty finish. You will then realize its great sales possibilities for you.

The Dougall Varnish Co.
Limited
MONTREAL



BOWSER ESTABLISHED 1885

Paint Oil Storage Systems



place your oil business on a profitable, efficient basis — give you an accurate check on amounts sold against amounts purchased guarantee no more loss due to evaporation and leaky wooden barrels. Your oil room will be no longer an eyesore, but presentable to customers at all times.
Each Bowser equipment absolutely prevents formation of "foots" and "fats"—is self-recording and computing—provides safety, convenience and cleanliness in handling.
Let us give you the benefit of thirty-three years' experience. Write to-day.

S. F. Bowser & Co., Inc.
FORT WILLIAM, IND., U.S.A.
Sales Offices in all Centres
Representatives Everywhere

Jumbo Brand

The Trade Mark of Satisfaction in Sheet Metal Goods

Tanks of all kinds for Water, Oil and Gasoline,

Automatic Grain Picklers,

Corrugated Culverts,

Corrugated Well Curbing,

Portable Granaries,

Corrugated Roofing,

Stamped Ceilings,

Small Land Packers, and

Vacuum Grain Loaders and Cleaners.

Winnipeg Steel Granary and Culvert Co., Limited

Winnipeg and Regina

If interested, tear out this page and keep with letters to be answered.

If a Bundle of Straw was "SET IN RUBBER" Would it be a Paint Brush?

Foolish question, you say, yet there are some who think that because a brush is "set in rubber" it must be a *good* brush.

The finest stitching in the world will not make a good pair of shoes out of paper soles, pressed leather heels and a burlap bag top, yet *without* good stitching you could not make good shoes with oak tanned leather soles and heels and the finest calfskin top.

So it is with brushes. A good brush must be "set in rubber" to make certain its holding in the ferrule under all conditions, but the setting in rubber is but a minor requisite to the making of a good brush. It must also have in it bristles of quality that have been sized, washed, dressed and mixed to the proper solidity and elasticity by thoroughly trained men who have had years of experience in this most important branch of the business. The handle, ferrule and plug must be just suited to the particular kind of brush it is used in and finally the brush must be put together by artists in brush building, trained to produce and who take pride in the production of

"BETTER BRUSHES"

To get brushes of this description you must ask for more than "set in rubber." You must demand

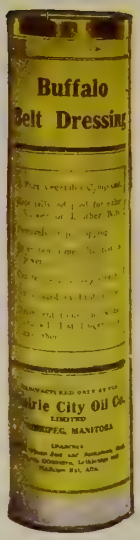
TRADE SIMMS SET IN RUBBER MARK

T. S. SIMMS & CO., Limited

St. John, (Fairville) N.B., Canada

If interested, tear out this page and keep with letters to be answered.













MADE IN CANADA

BUFFALO OILS

BUFFALO OILS are favorably known on the farms, factories, workshops and garages of Western Canada. Sold only through reliable merchants.

Special Cylinder Oil (for Steam Engines)
A Gas Engine Oil (for Gasoline Engines)
Tractorlene Oil (for Oil-Burning Engines)

Ideal Thresher's Machine Oil (for General Use)

Automobile Oils and Transmission Greases.

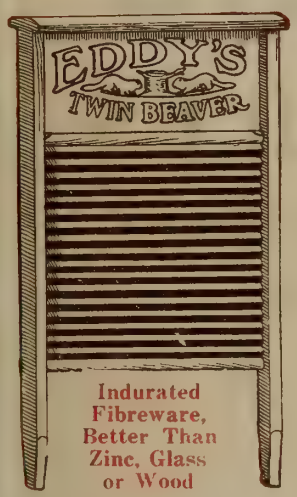
Prairie City Oil Co.
LIMITED

Winnipeg, Manitoba



EDDY

ESTABLISHED A.D. 1851.



Indurated Fibreware, Better Than Zinc, Glass or Wood

Indurated Ware

in Great Favor Now

Indurated Ware has been a very popular seller since its inception, but just now it is going extra strong owing to war conditions which have placed the price of some of its competing lines (zinc, tin, galvanized iron ware) out of reach.

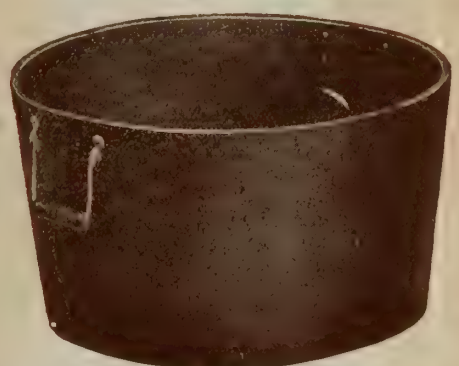
At all times **indurated ware** has big advantages —it is seamless, cannot fall apart, shrink or become watersoaked.



Butter Pail for Delivery and Storage Purposes

Boost this Washboard

It will justly stand some good boosting. Tell your customers of its ability to give better, all-round service than zinc, glass or wood washboards. When they use it they'll thank you for recommending it.



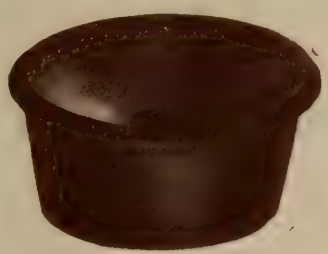
Wash or Baby's Bath Tub 4 sizes

Full Line of Indurated Ware

Our line includes butter pails, and pails of all kinds, tubs of all kinds, barrel covers, cuspidors, etc. Write direct or ask the "Eddy" representative for a catalog of the full line.

WHAT IT IS—Indurated Ware is Wood Pulp moulded under enormous hydraulic pressure and baked at extreme heat.

A patent double-dipping process gives the Finish, which makes the Ware of a Glossy, Rich Appearance, and renders it Impervious to liquids.



Cuspidor 2 sizes

Best Selling Match Made



Silent "5"—No After Glow



General Utility Pail



Barrel Cover 2 sizes



Butterfield-

TWIST DRILLS

Carbon and High Speed for Every Purpose

Once a mechanic has used Butterfield Drills he is settled on the drill question. He has no thought of turning back to formerly-used makes or of looking further for new one. He is delighted with the perfect, clean, accurate holes produced by Butterfield Drills, with the small amount of grinding necessary and the almost complete absence of breakage.

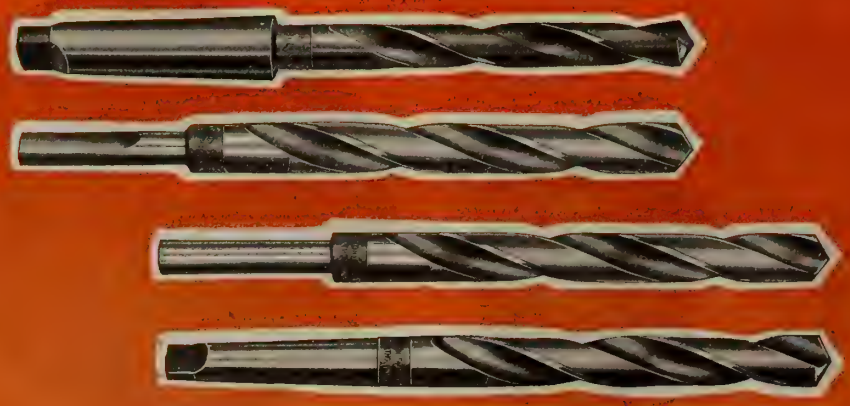
This is a big advantage gained by selling Butterfield Drills that they attract business that stays with you.

Have you the Butterfield catalog?



Butterfield & Co., Inc.

Rock Island, Quebec





If interested, tear out this page and keep with letters to be answered.

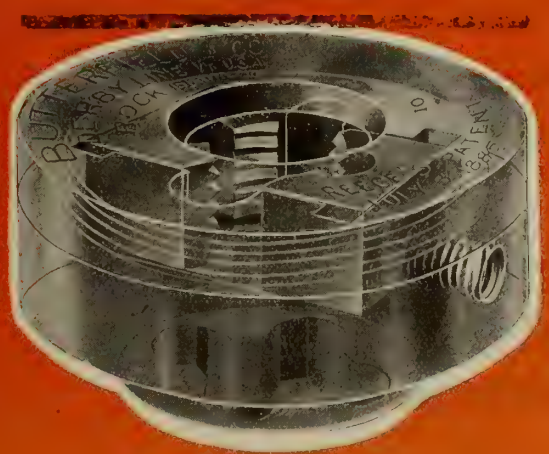
"It's a cinch with Reece's Screw Plates"

"Since the boss got these Reece's Screw Plates I'm giving him more work without hurting myself one bit. I can cut more threads, and bigger ones, without any help. I don't have to change the dies every time I have a different size thread to cut. I just turn in the adjusting screw on either side of the collet and she's ready for a smaller cut, or I turn them out, loosen cover, push back the dies and tighten cover for a larger pipe. And, d'ye know, she's just as rigid and true as any solid die I ever used. I never spoil a thread because the guide is cast solid with the collet and can't work loose. No, sir, I never did see anything to beat these Reece's Screw Plates."

Isn't this the verdict you wish to hear on the goods you sell? Write for our proposition and learn how easy it is to have mechanics boosting for you.

Butterfield & Co., Inc.

Rock Island, Quebec





If interested, tear out this page and keep with letters to be answered.

ALABASTINE

Our factory was destroyed by fire November 25th. We started at once to rebuild. Our new plant is completed and we are now making more ALABASTINE than before, with ample supplies of materials in stock to fill all orders. We expect in a short time to supply customers with their complete specifications for Spring.

The Alabastine Co., Paris,
LIMITED

Paris, Ontario

If interested, tear out this page and keep with letters to be answered.

LION BRAND





A Few Coils of Genuine Lion Brand Manila Rope



"As Good As It Looks"

Try out a length of this standard rope for yourself. Stretch, examine, work or twist it, subject it to any physical test—it will not fail.

We guarantee Lion Brand Manila Rope to contain high-grade Manila fibre exclusively—and to be unexcelled in yardage, strength and durability.

Write for Dealers' Discounts to Montreal Branch.

CONSUMERS CORDAGE COMPANY, LIMITED

Agents and Stocks at

HALIFAX ST. JOHN, N. B. MONTREAL TORONTO
JAMES BISSET & CO., QUEBEC MACGOWAN & CO., VANCOUVER
TEES & PERSSE, LIMITED, WINNIPEG
REGINA SBSKATOON MOOSE JAW CALGARY EDMONTON

"COAST TO COAST SERVICE"

PENBERTHY

BRASS VALVES

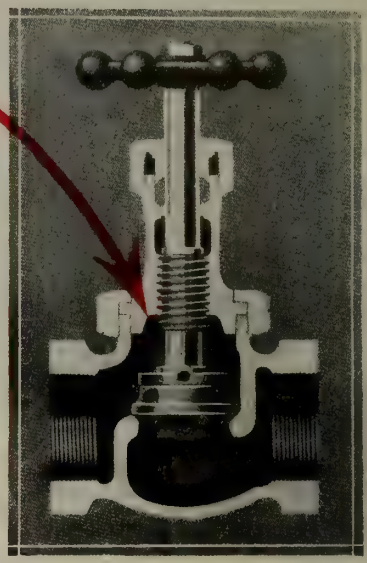
VIZ.

Globe, Angle, Cross, Horizontal, Angle, Vertical and Swing Checks

COMPODISK
with the Composition Disc



REGRINDING
with the Metal Disc



ALL PENBERTHY VALVES HAVE THE EXTERNAL THREAD CONSTRUCTION

STRONG
Where others are weak

APPROVED FOR 175 LBS. PRESSURE

APPROVED FOR 200 LBS. PRESSURE

CONFORMING TO THE SPIRIT OF THE PRESENT DAY!

We are pioneers in the manufacture of high-grade Brass Goods in Canada, and the **first** Valve Makers to adopt the outside bonnet construction in Globe, Angle and Gate Valves in this country.

STUDY THE PICTURE

Note what this improved construction means—No corrosion of threads, which prevents all strains in taking valve apart. No spreading of bonnet end of body, causing a loose-fitting and unsafe bonnet. Makes a steam-tight connection—no leaks. Permits of a more compact valve—consequently a stronger one.

There can be no stronger guarantee of service than our trade-mark, which is cast on the body of every valve.

LEADING JOBBERS

from coast to coast sell Penberthy Valves. Specify them and refuse substitutes. Our prices are reasonable and the Valves guaranteed.

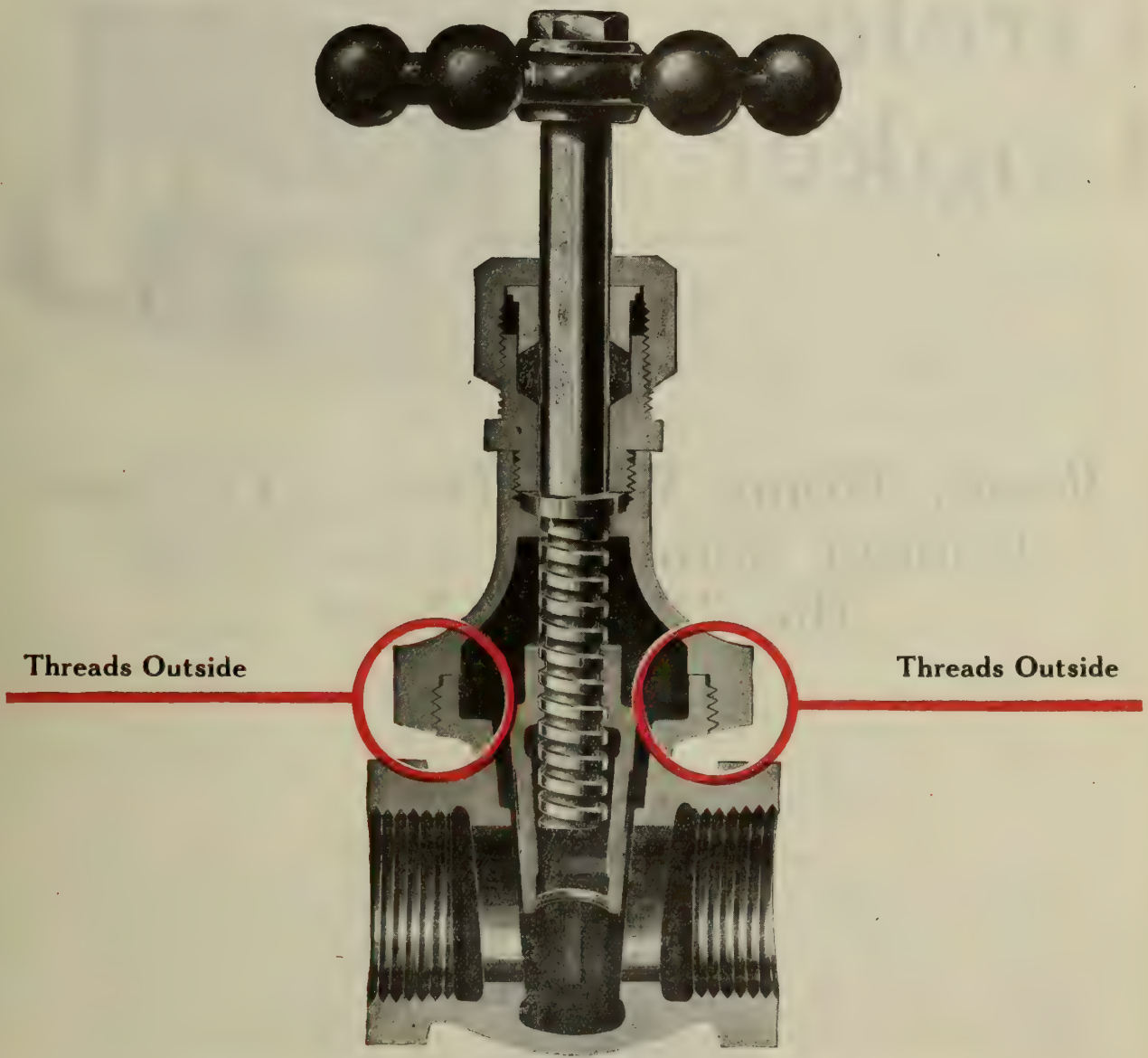
Write for Free Catalog.

Penberthy Injector Co., Limited. High Grade Valve Mfrs. **Windsor, Ont.**

If interested, tear out this page and keep with letters to be answered.

PENBERTHY

BRASS GATE VALVES



The Gate That's Up-To-Date!

IMPROVED CONSTRUCTION IMPROVED DESIGN IMPROVED EFFICIENCY

In the illustration above we have marked with the circles the one big improvement in our Gate Valves over other makes, viz.: "THE EXTERNAL THREAD CONSTRUCTION." The bonnet **does not screw into** the body of the valve. It fastens to it by **Outside** threads on the body, which threads never come in contact with the corrosive action of the steam and water. They are **away** from it. The result is, the valve bonnet and body can always be taken apart without strain or injury. This construction also prevents stripping of threads or spreading of bonnet end of body when screwing down the bonnet tight. It's SAFE, SURE and STRONG.

The solid-wedge Gate is preferred by leading Engineers because it is free from the troubles and defects that are usually found in the Double-disc type.

Registered in Ontario for 150 lbs. steam pressure. **Stocked by leading Jobbers throughout Canada.**

Penberthy Injector Co., Limited. High Grade Valve Mfrs. **Windsor, Ont.**

If interested, tear out this page and keep with letters to be answered.

The Royal Fireless Cooker



Saves time, saves labor, saves fuel the year round and cooks food thoroughly without loss of weight or flavor, or danger of burning. These are reasons why

Every Home Will Have a Fireless Cooker Sooner or Later—Sell the "Royal" Now

The Fireless Cooker has passed the experimental stage. It has been proven a practical and economical success, and the day will soon arrive when no kitchen will be complete without one. In the "ROYAL" you see the best fireless cookers on the market.

If the housewife is out she need not worry about having the dinner or supper burned with a **Royal Fireless Cooker** in her home. Foods can cook overtime without injury and it does the cooking perfectly without any attention. The **Royal Fireless Cooker** cooks cereals while the family sleeps and presents them ready for the table in the morning in a most nutritious state.

One user of the **Royal Fireless Cooker** says it roasts nicely and bakes cakes and bread to perfection. Another user says it has halved her gas bills; and another says the kitchen does not get heated up and there are no objectionable cooking odors in her kitchen now.

The **Royal Fireless Cooker** with all these attributes is bound to get into the homes. There's a big demand coming. Be prepared to meet it. ORDER NOW.

The Royal Fireless Cooker is practically indestructible. Built by our patent process of very best materials and cased in solid oak or steel. We would like to explain it further and tell you of its great possibilities. Let us hear from you without delay. Our dealer's proposition is worth while.

ROYAL FIRELESS COOKER

124 Montcalm Street HULL, Que.

If interested, tear out this page and keep with letters to be answered.

Faultless Caster Company

Evansville  **Indiana**

Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

Send for Catalog "G"



Full Size Plate 2-8

"Move the FAULTLESS Way"

If interested, tear out this page and keep with letters to be answered.

High Grade Garden or Florist Trowels, Forks and Spades









With added interest being shown in gardening, and with thousands of new gardeners "breaking in," the dealer who can show this line of tools will get the bulk of the business. Many novel and effective designs are shown in Trowels, Transplanting Trowels, Forks, Ladies' Spades and Spades suitable for carrying in an auto—all the very latest tools as used by successful gardeners and florists.

This line is well made throughout and attractively finished—it certainly will sell this spring.

Write for prices and full information.



ERIE IRON WORKS, Limited, St. Thomas, Ont.

If interested, tear out this page and keep with letters to be answered.

ROSIN

from the White Gum Forests of the South direct to the Consumer

ROSIN Our Grades conform strictly to Savannah Board of Trade Standard Types.

Car Load prices furnished on application

TURPENTINE
LINSEED OIL Pure Gum Spirits. We are direct Importers, and Guarantee Purity. Shipments direct from crushers if desired.

Rosin and Turpentine Stocks Carried in Toronto.

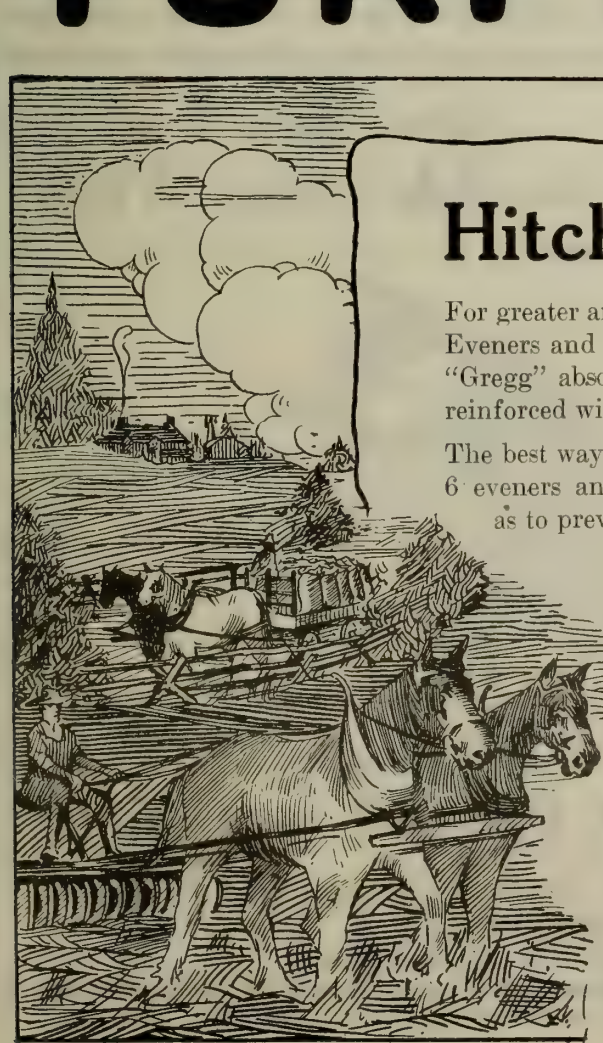
At our prices you may save money

Ontario Oil & Turpentine Co., Limited

Importers and Brokers

2004 Dundas St. West, Toronto, Ontario

TURPENTINE



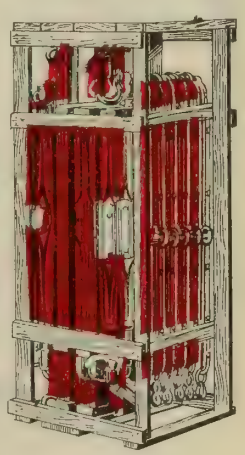
Hitch up with Gregg

For greater and more satisfactory business in Wagon Sets, Neckyokes, Eveners and Hitches link up with "Gregg" steel clad goods and the "Gregg" absolute guarantee. Extra heavy, straight-grained wood is reinforced with one-piece steel straps—guaranteed not to break.

The best way to buy "Gregg" goods is by the crate, each containing: 6 eveners and clevises, 6 neckyokes and 12 singletrees, packed so as to prevent damage in transit.

Any jobber in the West can supply you.





Gregg Mfg. Co., Limited

WINNIPEG

WINNIPEG, C. C. Cartwright, 85 Water St. MONTREAL, E. Roy, 65½ St. Andre St.

"YOU CAN'T STOP THOSE CANADIANS"

for they are made of the right kind of stuff.

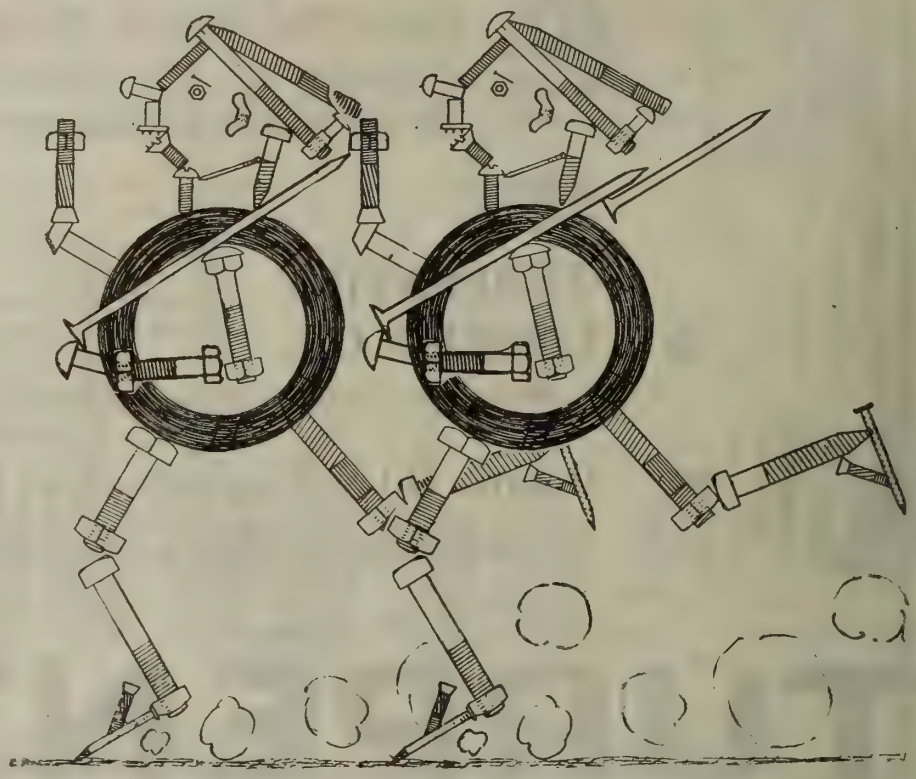
That's what high military authorities say of Canada's unbeaten Army Corps in France.

The Manufacturers are saying the same thing about these fellows, they are bound to get to the Front, for they are made of the right kind of metal.

Every bolt in their bodies is made by the latest improved methods from the best Open Hearth Basic Stock.

If you are not stocking this class of material, it would be to your advantage to get in touch with

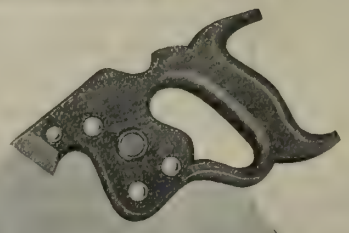
Northern Bolt, Screw and Wire Company, Limited
OWEN SOUND, ONT.



DISSTON'S New Saw for Double Duty Work

PATENT APPLIED FOR

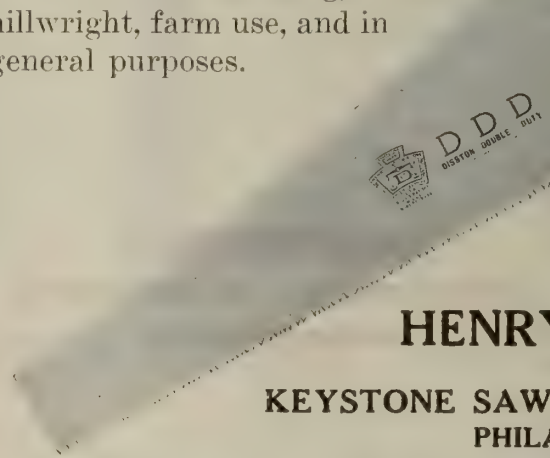
This DISSTON D17 DOUBLE DUTY HAND SAW far excels any other pattern ever made for use in general construction work of all kinds—studding up houses, shoring for sewers, making forms for concrete building, railroad work, millwright, farm use, and in fact for all general purposes.



The combination of crosscut and rip teeth with the very deep gullets enables this saw to crosscut, rip or cut diagonally across the grain with great ease and rapidity.

The most practical saw of the kind ever made.

Send for Descriptive Circular.



REG. U.S. PAT. OFF.

HENRY DISSTON & SONS
INCORPORATED
KEYSTONE SAW, TOOL, STEEL & FILE WORKS
PHILADELPHIA, U. S. A.
Canadian Works: Toronto, Canada

If interested, tear out this page and keep with letters to be answered.



Mr. Hardware Man:

YOU are looking for a reliable Tungsten Lamp; a lamp you can pass across the counter to your customers, with the utmost confidence that it will render the proper service and be in every way satisfactory.

WE have such a lamp, just what you want. Our *"Vivid,"* fully guaranteed, is all that could be desired, the last word in efficiency. Give us a trial order and let us prove it to you.

CHURTON & TAYLOR

Sole distributors VIVID Tungsten and Nitro lamps.

MADE IN CANADA

53 Yonge Street, Phone Ad. 5487 TORONTO, ONT.

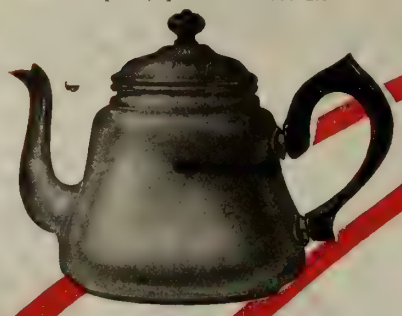
If interested, tear out this page and keep with letters to be answered.

The "Oakville" Trade Mark

on any kitchen article means that the article is made of best quality pure aluminium.

We guarantee every piece of aluminium which bears our stamp.

PERKY TEAPOT
(Below)
3 pints, price each....$2.10
4 pints, price each.... 2.35



WARE MFG. CO. LTD. OAKVILLE PURE ALUMINIUM WARE



SEAMLESS TEAKETTLE
(To Left) Net
No. 150 — 8 pints price each $2.75
No. 150 — 10 pints, price each 3.00
No. 150 — 12 pints, price each 3.25
No. 150 — 14 pints, price each 3.50



WINDSOR KETTLE WITH COVER POLISHED
(To left) Net
No. 100 — 4 pints, price each $1.00
No. 100 — 8 pints, price each 1.35

OAKVILLE Pure Aluminium Ware

"Will Outware any Ware"

Oakville Aluminium Ware is remarkably popular with the housewife. Its attractive lines and excellent service are lauded by users everywhere.

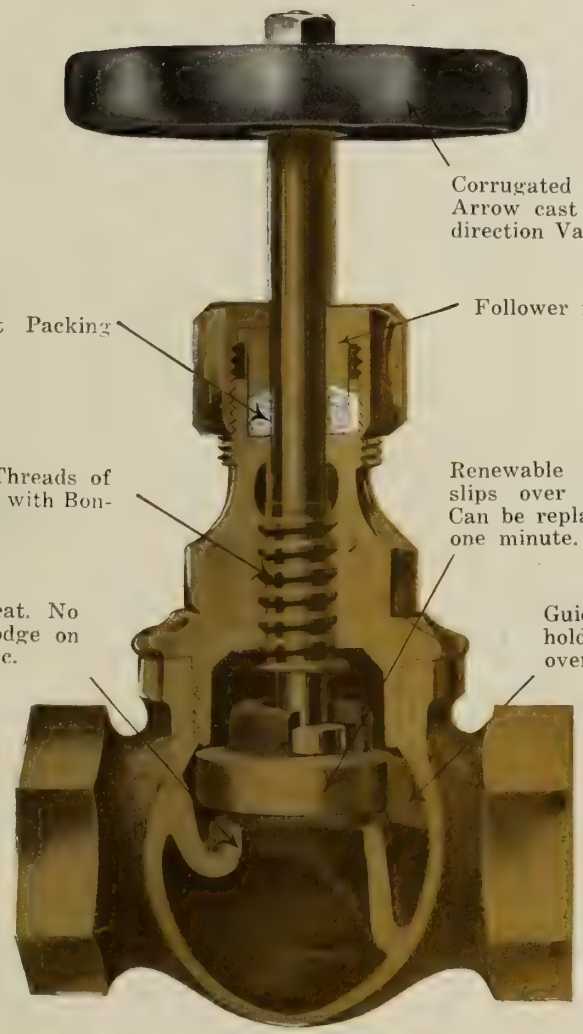
Illustrations show a few of our products. Ask for catalog and price list of our complete line. Send a trial order. The demand for our goods will be instrumental in making you our steady customer.

Ware Manufacturing Company

OAKVILLE, ONTARIO, CANADA

If interested, tear out this page and keep with letters to be answered.

Fairbanks Renewable Disc Valves



Globe or Angle

Screwed or Flanged

Made in Canada

The disc of the Fairbanks Renewable Disc Valve can be renewed in less than a minute without removing the valve from the line, a wrench being the only tool necessary.

Fairbanks Valves are heavily built and well proportioned. The bronze used is the very best.

They will stand the hardest usage and the most severe conditions of wet or dry steam.

THE CANADIAN FAIRBANKS-MORSE CO., Limited

"Canada's Departmental House for Mechanical Goods"

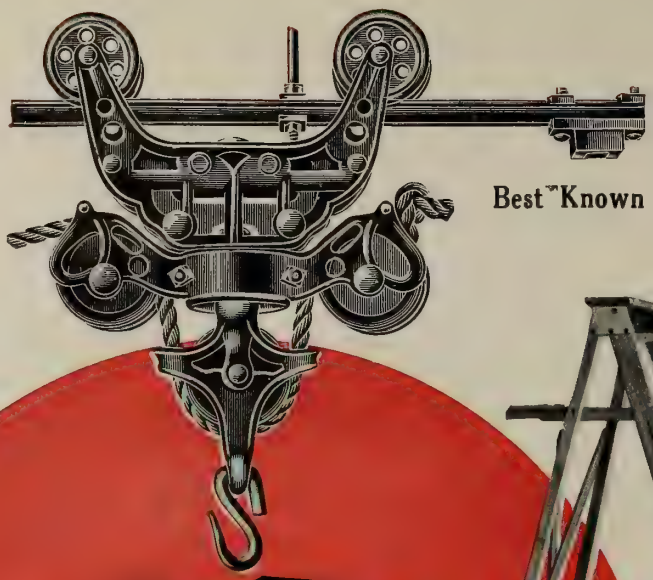
St. John Quebec Montreal Ottawa Toronto Hamilton Windsor
Winnipeg Saskatoon Calgary Vancouver Victoria

If interested, tear out this page and keep with letters to be answered.

BT Ready-to-Ship Pumps

Easy to Sell





BT Hay Carrier

Best Known Car in Canada

BT

Pumps, Ladders, Churns, Washers, Hay Tools



BT Ladders Meet all Demands



Popular "Daisy" Power Churn

Order Early

BT Washers Include Every Modern Design



Considering the scarcity of raw materials and the outlook for future deliveries, dealers are almost certain to gain by ordering supplies NOW in every case where raw materials form an important factor in production. We have advised the trade to their advantage before, and we advise it again in good faith.

B.T. Pumps and **Hay Tools** are important lines to order without delay. They are sure to be "hit" by the scarcity of raw materials.

The B.T. line includes Hand and Power Pumps and Pump Fittings, Hay Tools, Ladders, Churns, Washers, Litter Carriers, Feed Carriers, Overhead Conveyors, Steel Cow Stalls and Stanchions, Iron Horse Stable Fittings.

They represent highest quality, most advanced designs and best values. Our service is quick and efficient.

BEATTY BROS., LIMITED

Head Office: FERGUS, ONT.

Winnipeg, Man., Edmonton, Alta., St. John, N.B., Montreal, Que.

If interested, tear out this page and keep with letters to be answered.

MADE-IN-HAMILTON HARDWARE

Greater Production Means Greater Provision for Storage —Means Barns and Stables to be Built—

AND where there's a barn there are doors and door hangers. Now is your time to prepare for this business—don't wait until the farmer enquires about his barn and stable equipment before you act. A line to-day to us will open the way to some real live business in "Reliable" door hangers.



Reliable Door Hangers

The accompanying illustration shows the different parts of the famous "Reliable" door hanger, including the round track and adjustable support.

"Reliable" Hangers have stood the test of the varying Canadian weather conditions—terrific storms, rain, sleet and snow; and yet for fifteen years it has been a constant repeater and not one dissatisfied customer.

The "Reliable" is always reliable,—unbreakable, cannot come off the track, always runs, no matter what the weather conditions may be.

The "Reliable" adjustable Support enables the track to be put up securely, leaving no weak spots from the inability to fasten to crack or knot—the supports are adjustable and slide any way. "We guarantee Every Reliable Hanger."

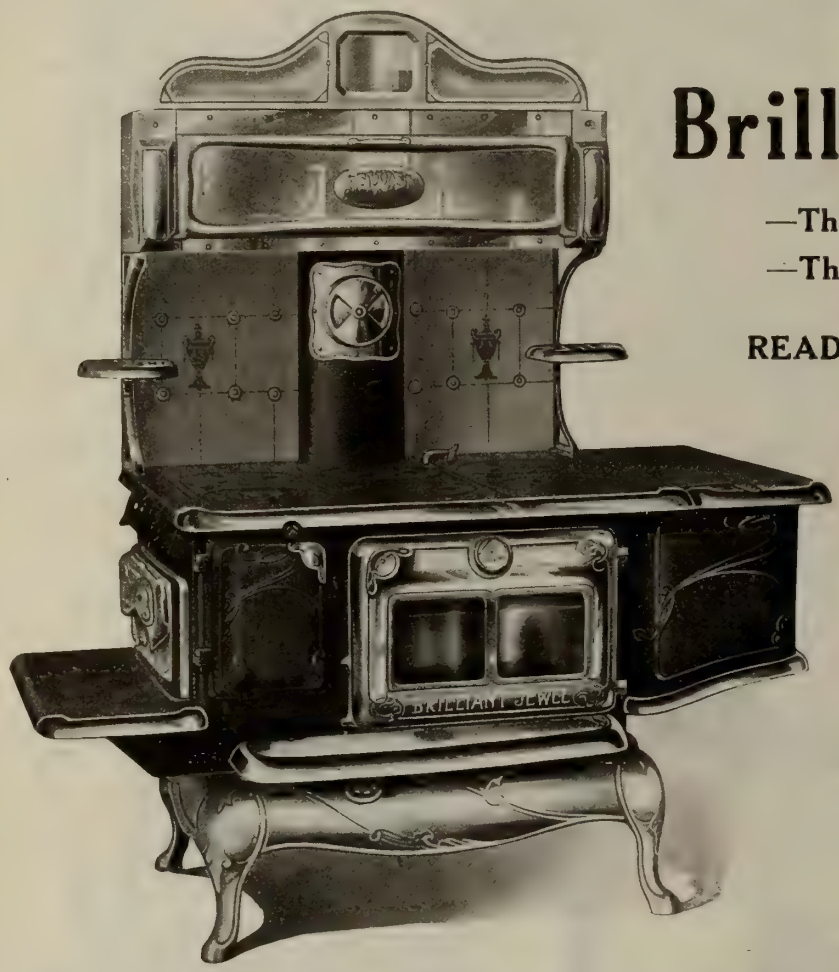
We make a full line of door hangers, including square and round trolley track, and fire door fittings that are labelled under the direction of the National Board of Fire Underwriters. We also manufacture locks and builders' hardware. We invite your enquiry.

ALLITH MANUFACTURING CO., LIMITED

HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

MADE-IN-HAMILTON HARDWARE



The Brilliant Jewel

—The New Cast Range

—The Range of Quality

READY FOR IMMEDIATE DELIVERY

SOME *interesting features of the Briliant Jewel:*

—has large top cooking surface

—has large, well proportioned, well constructed fire box

—has hinged front Key-plate operated by crank immediately over fire doors

—has Wide, Short Centres enabling the use of all six pot holes at one time

—has large Fire-box Door

—has one piece heavy Cold Rolled Steel Oven, the feature which has made Jewel Stoves and Ranges famous

—is fitted with reliable, accurate Thermometer

—is fitted with Drop Hearth-plate

—the top of range and reservoir is nicely polished.

The Brilliant Jewel Cast Ranges are the **best working, neatest appearing, most economical** and **sanitary cooking appliances** ever placed on the market. The Jewel comes in several styles—with or without reservoir, with tea shelf, cast or steel high shelf, steel high closet, plain or fancy. Every modern feature and all that is best in range construction is embodied in this range.

Our representatives are now calling on the trade and can offer you immediate delivery on any style of the Jewel. Write for full descriptive circular.

MANUFACTURED BY

The Burrow, Stewart & Milne Co., Ltd.

Established 1864. 52 *Years of Foundry Experience*

HEAD OFFICE AND FACTORY: HAMILTON

TORONTO BRANCH: 48-50 Lombard St., W. J. Carson, Mgr.

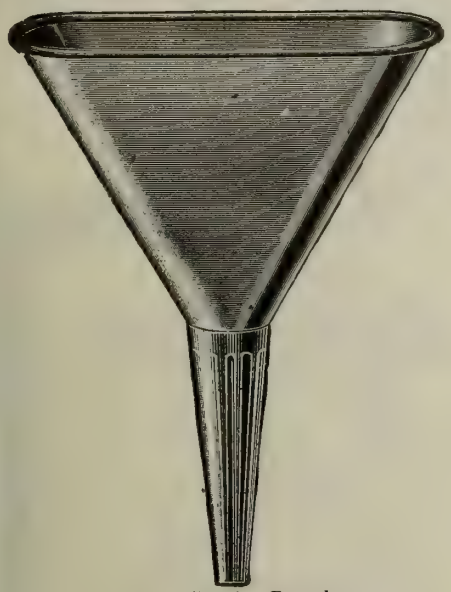
WINNIPEG BRANCH: 130 James Ave., L. Haney, Mgr.

MONTREAL BRANCH: 36-38 St. Dizier St., J. R. Anderson, Mgr.

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MADE-IN-HAMILTON HARDWARE

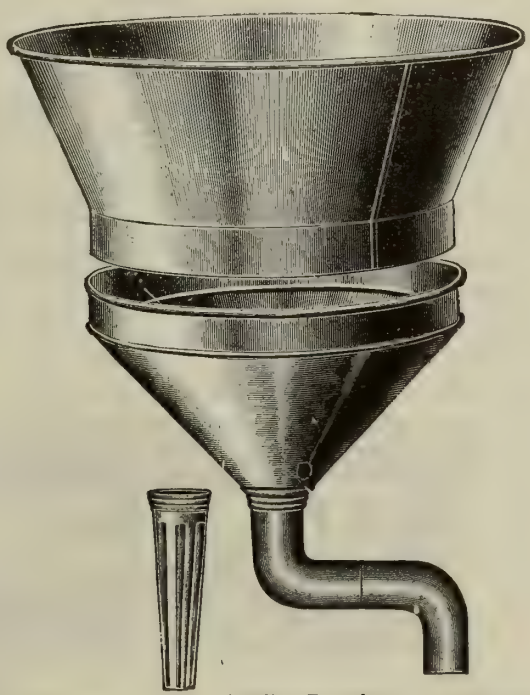
AUTOMOBILE ACCESSORIES



No. 2. Gasoline Funnels.



No. 40. Gasoline Funnels.



No. 3. Gasoline Funnels.



No. 10. Combination Funnel and Strainer.



No. 1. Gasoline Funnels.



Automobile Oil Measures.



Automobile Combination Measures and Funnels.

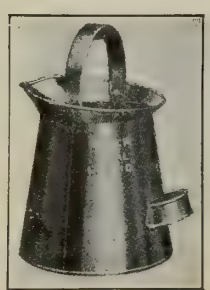


No. 22. Gasoline Measures.

E. T. WRIGHT CO., LIMITED

HAMILTON

CANADA

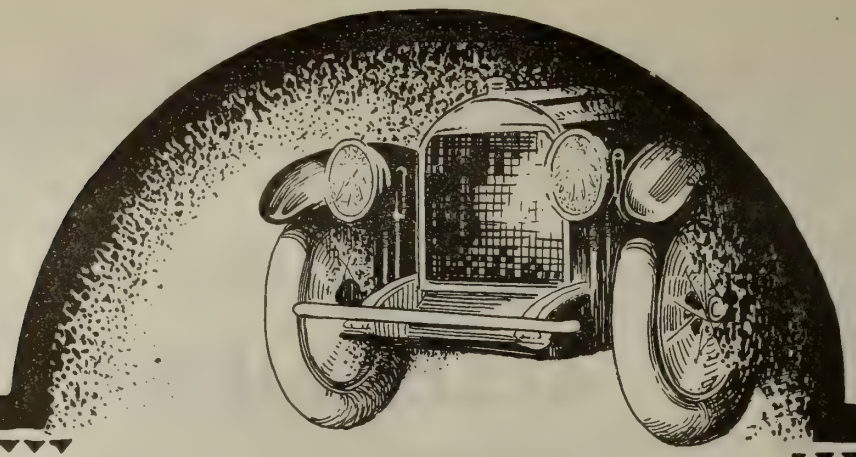


No. 18. Gasoline Measures.



Garage Carriers.

If interested, tear out this page and keep with letters to be answered.



Stopglare—The Popular Seller

The Perfect Lens

Stopglare Lens make the ideal equipment for all motorists. They combine the advantages of diffusing and refracting lens. They give the needed light on both sides of the road, yet have a driving range of 400 to 500 feet. Stopglare Lens have been officially endorsed by motoring authorities in all Provinces.



Most Profitable to Handle

Stopglare Lens carry a big profit margin. They sell easily because their low price means a big saving to motorists. The "Spotlight" at $3.00 a pair, in all sizes, is the best buy on the market. The Plain Stopglare at $2.00 a pair, in all sizes, gives good satisfaction.

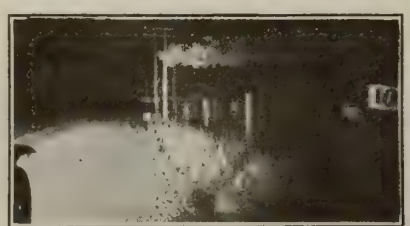
A Canadian Lens

Stopglare Lens were invented by a Canadian, are manufactured in Hamilton, and have rapidly gained favor with Canadian motorists.
"There's a Reason" for this popularity. Competitive tests, under the most severe conditions, have shown Stopglare Lens to be the most satisfactory in every respect.

40,000 Sets on Order

Many Accessory Dealers have already placed orders for their season's requirements. Get your order in early so as to ensure prompt delivery. Motorists must have lenses. Don't let the other fellow beat you to it on Stopglare business. Write for price list at once.

A Real Driving Light



From an actual photograph showing Stopglare illumination

Stopglare Limited
HAMILTON, ONTARIO

American Factory
Montgomery, Bldg., Buffalo, N.Y.

"Spot Light"

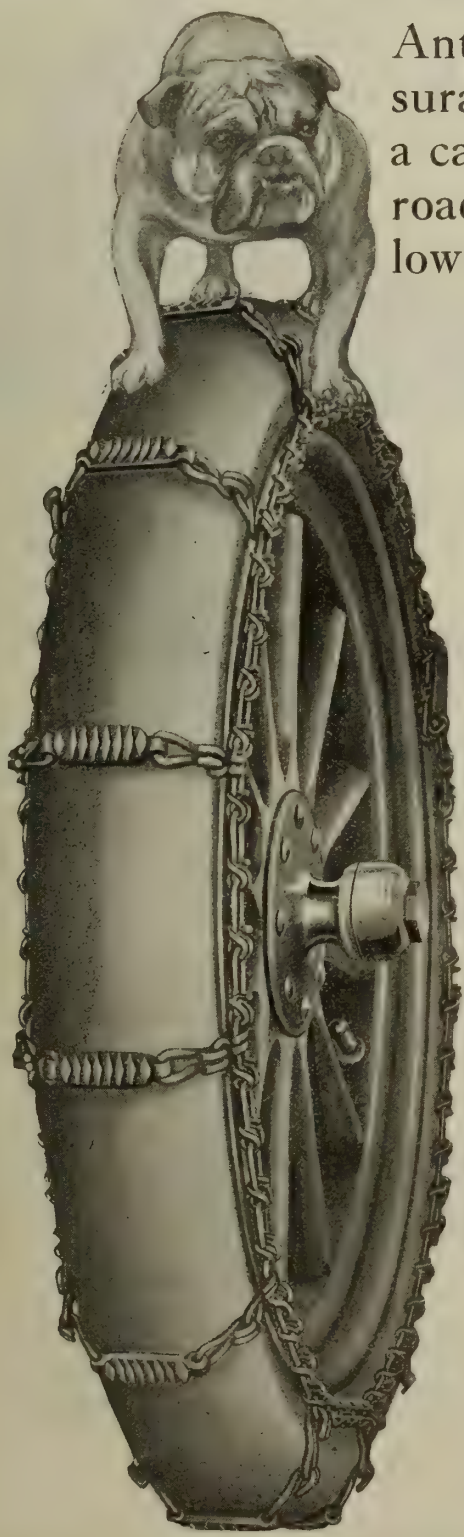


Design Pat. Canada and U.S.A.

If interested, tear out this page and keep with letters to be answered.

MADE-IN-HAMILTON HARDWARE

BULL DOG CHAINS



Anti-Skid Tire Chains are the best insurance against accident when driving a car on slippery pavements or muddy roads and *Bull Dog Chains* are the lowest premium you can afford to pay to ensure *safety*.

Bull Dog Chains are guaranteed not to injure the tire. They have a flat metal tread block with smooth side next the tire and the corrugated outside surface has several times the gripping power of any other chain.

Carry a set of *Bull Dogs* in your car to guarantee your own Safety when chains are needed.

PRICE LIST

Size	Price	Size	Price
28x3½	$4.40	35x4½	$ 7.00
30x3½	4.50	36x4½	7.00
32x3½	5.00	37x4½	7.50
34x3½	5.25	38x4½	8.00
30x4	5.00	34x5	7.00
31x4	5.25	35x5	7.50
32x4	5.50	36x5	8.00
33x4	5.75	37x5	8.50
34x4	6.00	38x5	9.00
35x4	6.50	40x5	9.50
36x4	6.75	36x5½	10.00
37x4	7.00	37x5½	10.50
30x4½	5.50	38x5½	11.00
32x4½	6.00	38x6	11.50
34x4½	6.50	40x6	12.00



Cross Chains

2½, 3, 3½ each	10c
4, 4½, 5, 5½, 6, each	15c
Fasteners, per pair	25c

Dealers, write us to-day for our proposition, giving name of your favorite jobber.

Jobbers, if you wish to handle THE TIRE CHAIN SUPREME, write us at once.

Reeder-Weeks Mfg. Co., Limited

39 Wentworth St. North HAMILTON, ONTARIO

If interested, tear out this page and keep with letters to be answered.

MADE-IN-HAMILTON HARDWARE



Hamilton's Art Glass Workshop

MANY hardware merchants have developed a very satisfactory volume of business in mirrors and art glass windows and fixtures.

THIS department can be made one of the most profitable in almost any hardware store. Large stocks are not necessary and the profit margin is big.

OUR facilities for executing promptly intricate or simple orders for stained or memorial windows, plain or bevelled mirrors, leaded glass and bent glass are unequalled.

MANY hardware merchants take orders from builders, churches and private individuals; have us ship direct to their customers and make their profit without even handling the goods. We also submit special designs and interview their clients on their behalf.

A SMALL stock of assorted sizes in plate glass windshields will bring you a lot of nice business.

IT will pay you to investigate the possibilities of this department and to get our prices and service proposition.

Leeks & Potts, Limited, Hamilton, Ont.

IMPORTERS OF PLATE, WINDOW AND FANCY GLASS

Manufacturers of

Art Bevel Door Lights.
Screens, Windows and Transoms for Store Fronts.
Glazed in Lead, White Metal, Copper and Nickel Silver.
Figure Memorials and Stained Windows.
Designs in Brilliant and Acid Cutting.
Chipping and Sanding.
Distorting Mirrors.
Art Domes and Shades made to suit any fixture.
Mirrors, Plain and Bevelled.

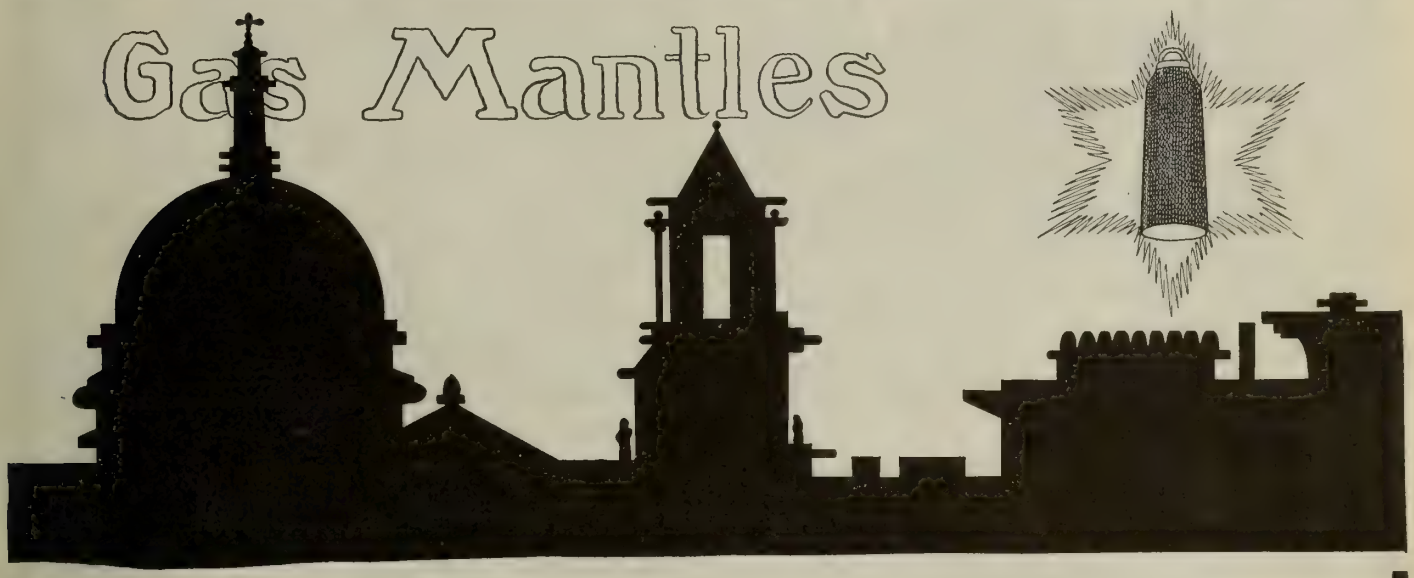
Dealers in

Tinted Glass, all kinds.
Prismatic Glass.
Rolled Pattern Glass.
Bent Glass.
Opalite for Window and Counter Slabs, far Superior to Marble.
Fine Bent Glass for Cabinets.
Bent Plates for Store Fronts.
Old Mirrors Resilvered.

Special Designs for Special Work.

If interested, tear out this page and keep with letters to be answered.

MADE-IN-HAMILTON HARDWARE



Stars of the mantle world

THE Hamilton Gas Mantle Co.'s gas mantles won gold medals at the Franco-British Exhibition in 1908, Canadian National Exhibitions in 1914 and 1915. They are the only mantles that hold their brilliancy for over 2,000 hours, are made from the finest grade of materials and are made for use on artificial and natural gas as well as for gasoline, kerosene, acetylene and liquid gas. They are made in all styles and sizes to suit every requirement of the trade.

The Following Wholesalers sell HAMILTON MANTLES

Walter Woods & Co., Hamilton, Ont.
Wood, Alexander & James, Hamilton, Ont.
Lumsden Bros., Hamilton, Ont.
Macpherson Glassco Co., Hamilton, Ont.
Geo. E. Bristol Co., Hamilton, Ont.
H. S. Howland & Sons, Toronto, Ont.
James Wilkins Co., Toronto, Ont.
Thomas Wilkins Co., Toronto, Ont.
G. Norman Clark Co., Montreal, Que.
Steadman Bros., Brantford, Ont.
Hobbs Hardware Co., London, Ont.
Walter Woods & Co., Winnipeg, Man.
Miller-Morse Hardware Co., Winnipeg, Man.
Wood, Vallance, Ltd., Winnipeg, Man.
Merrick Anderson Co., Ltd., Winnipeg, Man.
Marshall Wells Hdwe. Co., Ltd., Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
J. H. Ashdown Hdwe. Co., Ltd., Calgary, Alta.
Revillon Wholesale, Ltd., Edmonton, Alta.
Canadian Lighting Co., Edmonton, Alta.
Marshall Wells Hdwe. Co., Ltd., Edmonton, Alta.
J. H. Ashdown Hdwe. Co., Ltd., Saskatoon, Sask.
Western Lighting Agencies, Ltd., Saskatoon, Sask.
The Albert Lea Gas Light Co., Moose Jaw, Sask.
Brace, McKay & Co., Summerside, P.E.I.

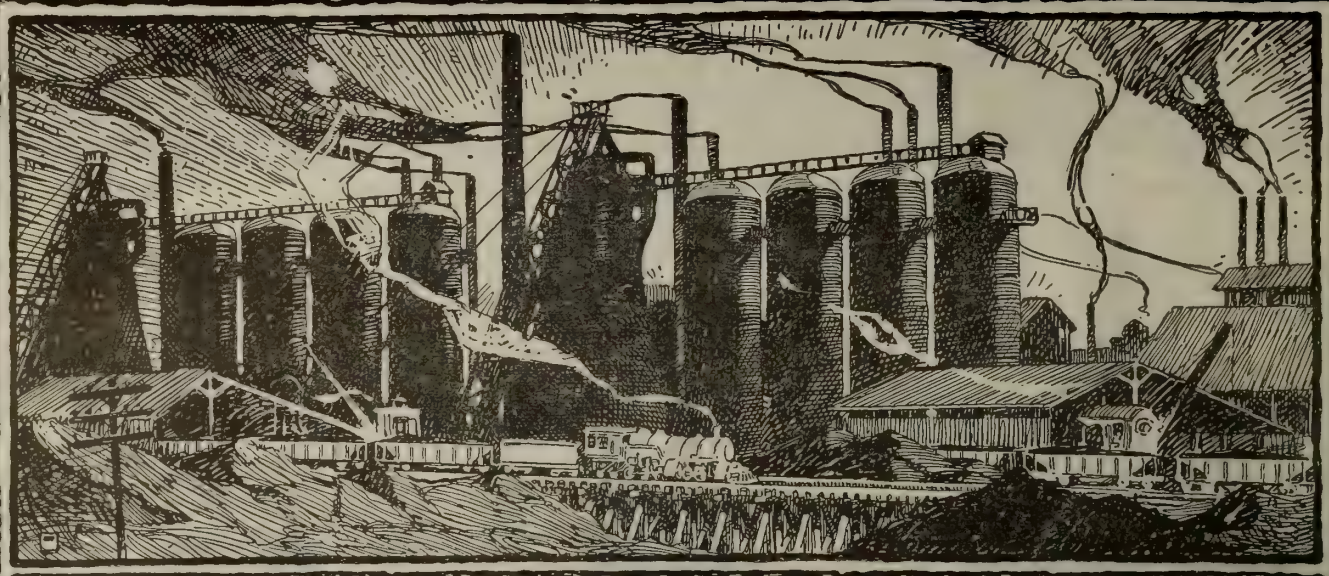
Order through your Wholesaler.

The HAMILTON GAS MANTLE COMPANY, Limited

Toronto **Head Office and Factory** **Montrea**

HAMILTON, CAN.

If interested, tear out this page and keep with letters to be answered.



LITTLE WORDS WITH BIG MEANING

Quality

According to "Webster," Quality is "an excellence of character; natural superiority."

Service

Webster's definition of "Service" is; "The performance of labor for the benefit of another."

We use these words advisedly—fully understanding their definitions—and realizing the obligation we place upon ourselves by their continued use in connection with our products of Iron and Steel, and our attitude to the people we serve.

THE

STEEL COMPANY

OF

CANADA

LIMITED

MONTREAL HAMILTON

Pig Iron,
Steel & Iron Bars,
Horse Shoes,
Steel and Iron Products.

Steel Billets,
Track Spikes &
Bolts, Forgings, Wire
of every description.

If any advertisement interests you, tear it out now and place with letters to be answered.

NUMBER TWO



JOHN P. HOLLAND

ON August 12, 1914, two weeks after the outbreak of the European War, John P. Holland, inventor of the submarine, died at his home in Newark, N. J. Holland was born in Ireland in 1842—and at the age of 20 he commenced to concentrate on the submarine idea. He came to America in 1864; and in 1898 completed his first successful submarine at Elizabeth, N. J.

Holland's entire life was dramatic and in a sense, tragic. As a result of his great genius, he will become immortal as the inventor of the most terrible war-machine the world has ever known.

The dominant trait in this wonderful man's character was

CONCENTRATION

As Holland's invention has gained the approval of practically every nation, so has the Victor Hack Saw Blade won the admiration and confidence of mechanics and technicians all over America—and all over the world.

Like Holland, we have concentrated on one thing. For over twelve years we have been experimenting, testing, improving. In practical tests, the Victor Hack Saw has seldom been equalled—and never excelled. It is the result of a large organization of technicians and skilled mechanics concentrating on one idea—which is—to make the most honest and efficient hack saw blade in the world. We do not scatter our energies. We make hack saws for every metal-cutting purpose.

VICTOR SAW WORKS, Ltd.
HAMILTON, CANADA.

VICTOR HACK SAWS Get a Box and Try 'em

MADE-IN-HAMILTON HARDWARE



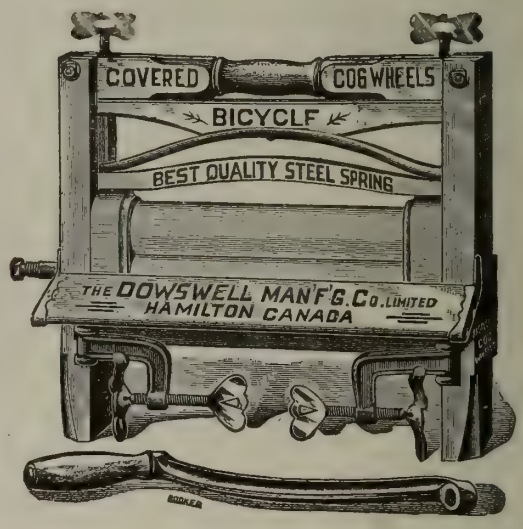
To Clinch the Sale

The shortage of domestic and farm help makes a greater demand for washers, wringers and other household labor savers.

But the best salesman gets the business the same as he always did.

A clinching argument in the sale of a washer or wringer is that it was made by Dowswell, Lees & Company, Limited. The name "Dowswell" has stood for good material, honest workmanship and exclusive features for 30 years and it has a real sales value.

Are you prepared for the Spring demand?



Dowswell, Lees & Company, Limited

HAMILTON, ONTARIO

EASTERN REPRESENTATIVE:
JOHN R. ANDERSON, MONTREAL

WESTERN REPRESENTATIVE:
HARRY F. MOULDEN & SON, WINNIPEG

If interested, tear out this page and keep with letters to be answered.

MADE-IN-HAMILTON HARDWARE

Now is the time to prepare for hay-baling with a good stock of Laidlaw Bale-Tie Co.'s

WIRE BALE-TIES



We ship promptly.



This line being our specialty, our complete and large stock, our automatic machines and experience enables us to give you the service required.

O & A Wire

Our O & A is the best.
It brings repeat orders.
Have you tried ti?

O & A Wire

Wire Nails

Any Size or Pattern



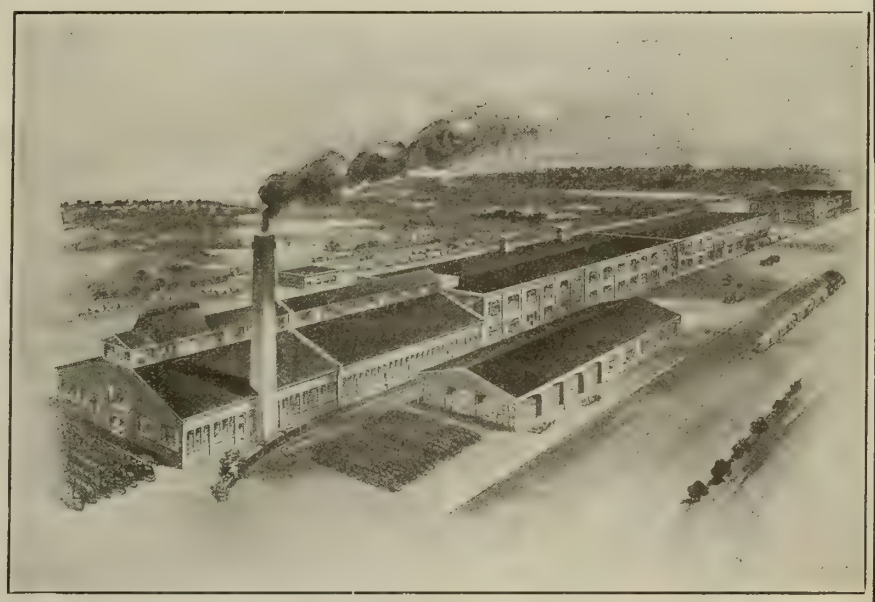
Our Steel-Hooped Keg

EXTRA STRONG, TIGHT JOINTS

Wire Fence Staples

Bright or Galvanized

Poultry Netting Staples



WIRE

Bright, Annealed, Coppered, Stove Pipe, Liquor. Finished, Square, Pin, Brush, Bookbinders, Hat, Florists, etc.

The Laidlaw Bale-Tie Company, Limited, Hamilton, Ont.

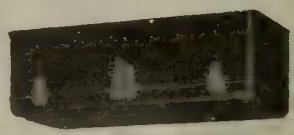
Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden & Son, Winnipeg, Man. A. T. Diggens, Toronto, Ont. H. E. O. Bull, Montreal, Que.

If interested, tear out this page and keep with letters to be answered.

MADE-IN-HAMILTON HARDWARE



AUTOMOBILE SUPPLIES



Are now recognized as a standard department by progressive hardware merchants. *Our No. 3 Catalogue* describes a complete line of supplies, tools, etc., and will aid the dealer in selecting stock.

Let us have the opportunity of going into this matter with you. We will be pleased to submit suggestions for an initial order.

Our stock is complete and includes the following well-known specialties:



Champion Spark Plugs
Klaxon Horns
Walker Jacks
J. M. Speedometers
Packard Cable
K. B. Bumpers
Adamson Vulcanizers
Weed and Rid-o' Skid Tire Chains
Corning Conaphore Headlights
Leak Proof Piston Rings



ESTABLISHED 1849

WOOD, ALEXANDER & JAMES

Successors to WOOD, VALLANCE & CO.

WHOLESALE HARDWARE MERCHANTS

HAMILTON, ONT.

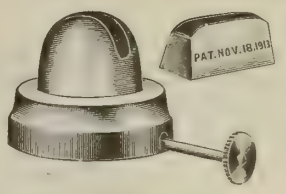
If interested, tear out this page and keep with letters to be answered.



A and B Size
Correct Lamp Burner

Mr. Hardwareman:

You should carry correct Lamp and Lantern Burners Why?



No. 2 Cold Blast
Correct Lantern Burner



Photo Reproduction
Illustrating Flame of B or No. 2
Correct Lamp Burner

Because they are the best burners on the market.

Because there is good profit for you in them.

Because every burner is guaranteed.

Because your customers want the best.

Give your wholesaler a sample order and see.

Manufactured only by

The Schultz Manufacturing Company, Limited

Hamilton, Canada

Sold by all wholesalers and jobbers

If your wholesaler does not stock these Burners, write us direct, giving his name.

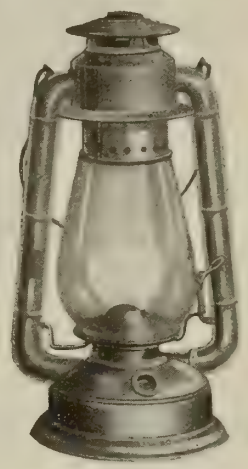


Photo Reproduction
Illustrating Flame of No. 2
Cold Blast Correct
Lantern Burner

Show the Owner and the Contractor

the advantages of hanging Garage Doors on rollers and your efforts will be repaid by increased sales and profits.

Efficiency, ease of operation and no waste space are three outstanding features.



Let us supply everything you need to display and sell this profitable outfit.

The Hatch Garage Door Outfit

rolls the doors around the corner to the side wall taking up very little space in the Garage, and makes sagging, warping or slamming of doors impossible.

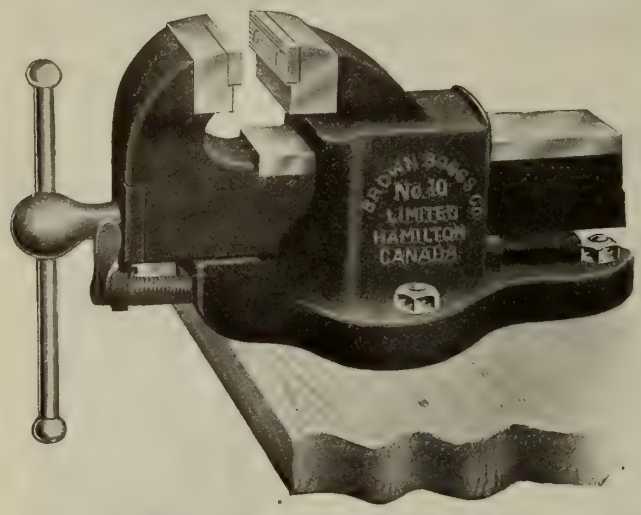
Write our "Hanger Dept." for detailed information and prices.

Canada Steel Goods Company Limited

HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

BB QUICK ACTING VISE



No. 10 Quick Acting Vise

Where rapid production is concerned this vise stands alone.

Operated by a simple push and pull motion instead of the slow acting screw.

Made in four different sizes as follows: 3¾ in., 4¼ in., 5¼ in. and 6 in. jaws.

Write for further particulars

THE BROWN, BOGGS CO., LIMITED
HAMILTON, CANADA

When in need of

Wrapping Paper
Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.
Hamilton and Winnipeg

It's Only Natural That You Would Handle

BISHOPRIC
STUCCO BOARD

—because almost everything else you carry is for the home—and Bishopric Stucco Board is the ideal material for stucco homes.

Architects are recommending Stucco in place of brick and wood, and specifying *Bishopric* Stucco Board because of its durability and economy.

Bishopric Stucco Board saves at least 50% of the time and cost, as compared with sheathing lumber, building paper, furring strips and metal laths—when used as a background for stucco outside or plaster inside.

Let us show you how you can make money by handling the Bishopric Line. Write us.

THE
Bishopric Wall Board Co., Ltd.
Ottawa, Canada.

If interested, tear out this page and keep with letters to be answered.

MADE-IN-HAMILTON HARDWARE

ALL STEEL
CLIMAX
FIREPROOF

Steel Baling Presses

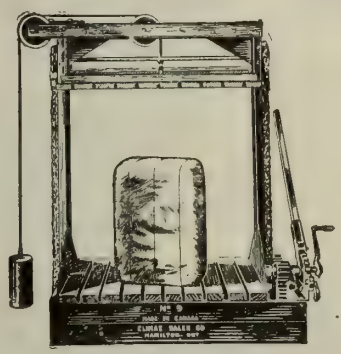


For Baling Waste Paper, Rags, Excelsior, Hair, Waste Cotton, Wool, Rugs, Blankets, Tin, Fluffy Steel Turnings, etc.



"Turns Waste into Profit"

FREE 10 DAYS TRIAL



Thousands now in use by progressive merchants and business men from coast to coast.

MADE IN 12 SIZES



Not an expense—
Will soon pay for itself. Rising costs now make it necessary to check even the smallest leaks.

We make the largest and most complete line of Balers in Canada to be operated by **Hand Power, Belt Drive** or **Electric Motor.** Send for catalog.

CLIMAX BALER Company

Salesmen and Dealers Wanted **HAMILTON, ONT.**

TINKER TOM'S TALKS.



Talk No. One Hundred and Forty-One

Two sure signs of SPRING—"First" robins, and new crop Maple Syrup. They remind a fellow of the early repair jobs and the need of "PREMIER" GALVANIZED SHEETS.

TINKER TOM.

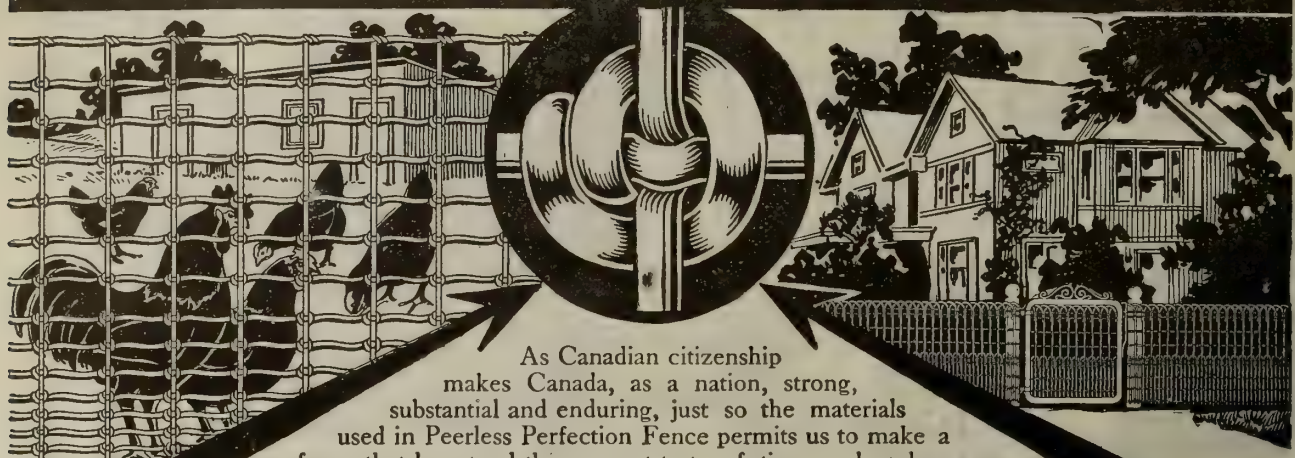
Look for Talk No. 142 next week.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA

Advertising makes for a better product—

Not only does advertising create a good impression regarding the product advertised but it **makes for a better product.** There are added responsibility and written-printed claims to substantiate.

PEERLESS PERFECTION



As Canadian citizenship makes Canada, as a nation, strong, substantial and enduring, just so the materials used in Peerless Perfection Fence permits us to make a fence that has stood the severest tests of time and endurance.

We manufacture farm fence, poultry fence, ornamental fence, gates, in fact there is scarcely a fence requirement that we cannot fill direct from our stock now. We carry the largest stock of fencing and gates of any one company in the Dominion.

READ THIS LETTER

Kingston, Ont., 1914.

The Banwell-Hoxie Wire Fence Co., Ltd.
Hamilton, Ont.

Gentlemen: I thought you would be interested in the use we are putting your wire to The Engineers of Queens University have practical work in the field. This year, under supervision from the Engineer of the Military Department, they undertook to build a bridge.

The stretch is 110 ft., and the bridge is 20 ft. wide. They used 240 rods. They laid the mesh 5 widths side by side, and 5 layers, making in all 25 lengths of 8 wires each or 200 wires in all, binding them up together at every two or three feet, and then putting the uprights on as you see, and then stretching the wire along the top in the ordinary way as protection.

They are now at camp time when the Rurals come into camp, march the artillery across it and put some gun cotton under it and blow it up. They estimate it capable of carrying a load of 60,000 pounds, or a body of soldiers at close marching order.

You can use these photos in any way you see fit, or if you want I could send you the negatives. I remain,

Yours truly,
(Signed) W. A. MITCHELL.



This Is a Military Bridge

The fence that is good enough to serve the Nation's purpose in her loyal efforts to assist the Mother Country, is good enough for every Canadian, is it not?

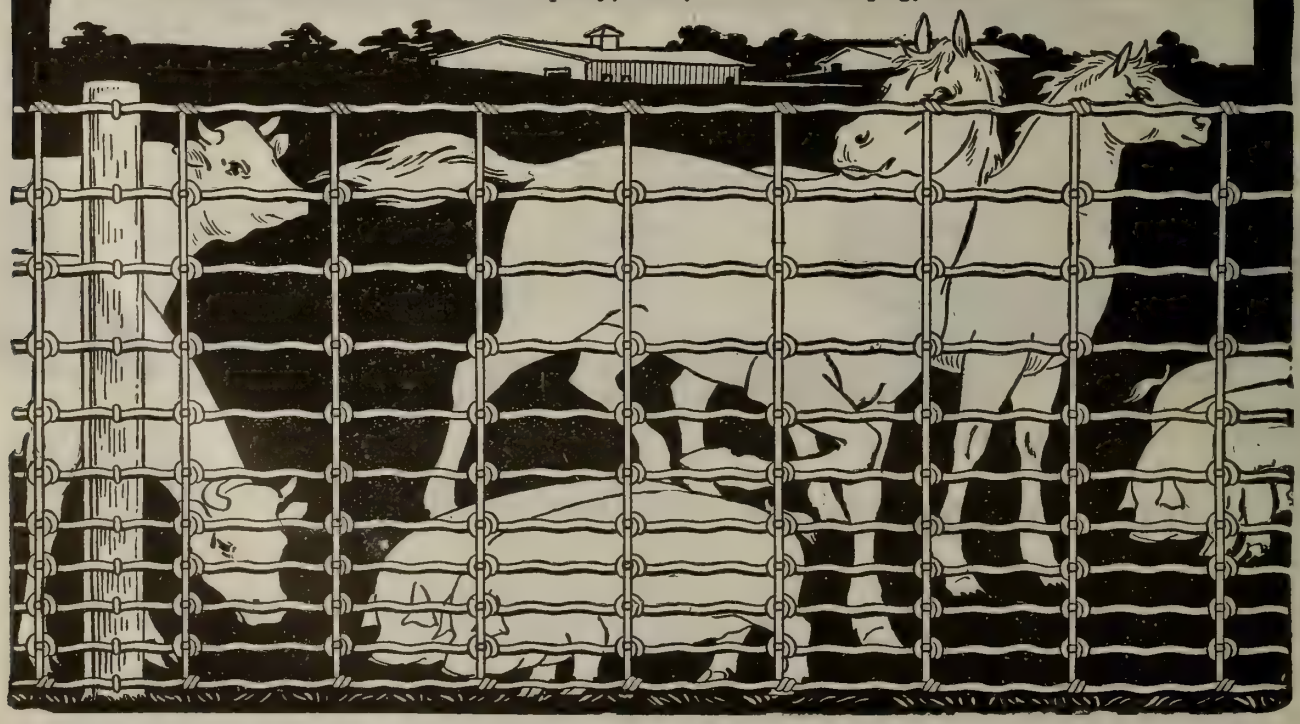
Mr. Dealer— Sell these goods

Establish a trade that will stay with you and at the same time will have a substantial growth.

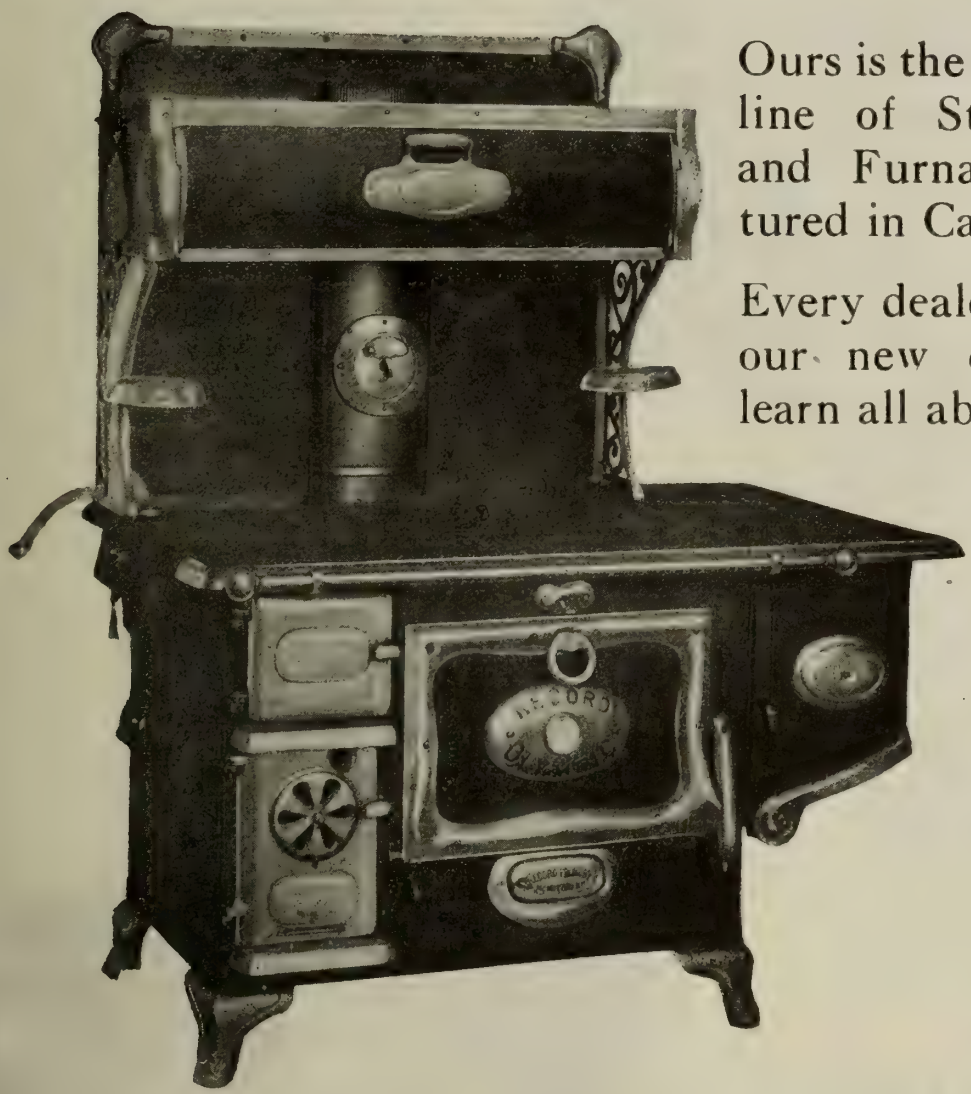
SEND FOR LITERATURE.

Get our catalogue of Fencing and Gates. All guaranteed. Write to-day for Agency in open territory.

The Banwell-Hoxie Wire Fence Company, Ltd., Winnipeg, Man. — Hamilton, Ont.



THIS IS THE RECORD OLYMPIC STEEL RANGE



Ours is the most complete line of Stoves, Ranges and Furnaces manufactured in Canada.

Every dealer should have our new catalogue and learn all about our attractive line and excellent service.

ORDER AN OLYMPIC

And you may measure it, weigh it and test it in every way and if it is not the best Range you have ever seen you may return it at our expense.

MANUFACTURED BY

The Record Foundry & Machine Company

MONCTON, N.B.

If interested, tear out this page and keep with letters to be answered.

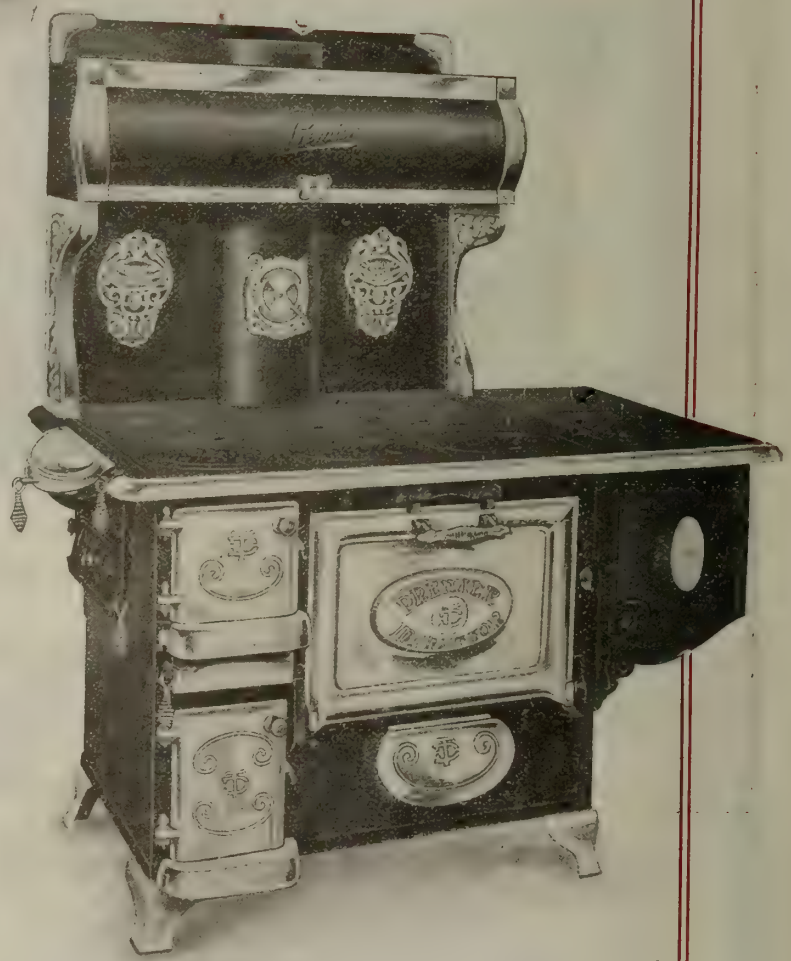


Premier Ranges

The dealer who can show a good display of Premier Ranges gets the cream of the business in his locality. Everyone wants a "Premier" and there is a "Premier" to suit everyone's purse—Premier Marathon, Premier Cordova, Premier Leader, Premier Royal, Premier Chieftan.

With every "Premier" goes a Guarantee Bond which is a mighty big sales help to "Premier" Agents, who have the best range backed by a real guarantee.

Get the Business



The Premier Marathon

is the "best of the best"—a carefully constructed, beautifully finished steel range that will engender a longing to possess in the heart of every woman who sees it on your floor. Fitted with our Persian Closets, comprising tiled back and pipe, the Marathon is the very last word in ranges.

The Premier Leader

is an unusual value in steel range. Painstakingly constructed and nicely finished its appearance of sturdy, honesty instantly appeals to those who must study economy. It is a genuine fuel saver and will give exceptional service.

Get the "Premier" proposition.

The Thos. Davidson Mfg. Co., Limited

Toronto MONTREAL Winnipeg

If interested, tear out this page and keep with letters to be answered.

For Summer Selling

Davidson's Refrigerators, Freezers, Filters, Ice Chests and Water Coolers move briskly in the "Good Old Summer Time." They have special features which quickly recommend them, and while providing the desired coolness are very economical of ice. Stock up with these lines. They are well made in every particular and finished in a manner that makes selling easier. They'll sell quickly when the hot weather comes—they'll meet with the approval of your trade.



DIMENSIONS—11 x 18

Davidson's Cleveland Filter

Capacity 12 Quarts

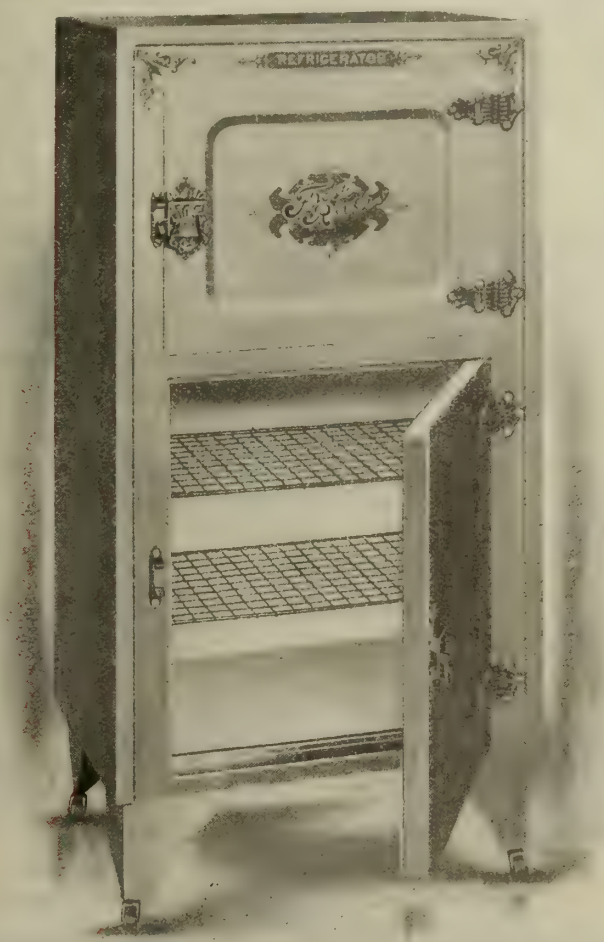
Enameled Royal Blue outside with a snowy white interior. Water is filtered through a natural stone. Impossible for germs to get into drinking water. Easily kept clean and sanitary. Top vessel furnished with bail handle, base has side handles and nickel-plated faucet.

Shephard's "Lightning" Ice Cream Freezer

Everybody is familiar with the good qualities of the "Lightning" Freezer. Easy-running, quick-freezing, economical, convenient. The most effective freezer and the easiest to sell.

Made in 9 sizes—1, 2, 3, 4, 6, 8, 10, 12 and 14 Quarts with Crank, and in 2 sizes only with Fly Wheel, 14 and 20 Quarts.





Davidson's Frost River Refrigerator

Made of galvanized sheet steel finished outside with beautiful French grey enamel, and inside in snow white enamel. Fitted with tinned wire shelves which will not rust. And with inside parts removable for cleaning. Locks, hinges and handles are of polished solid brass. Made in three sizes.

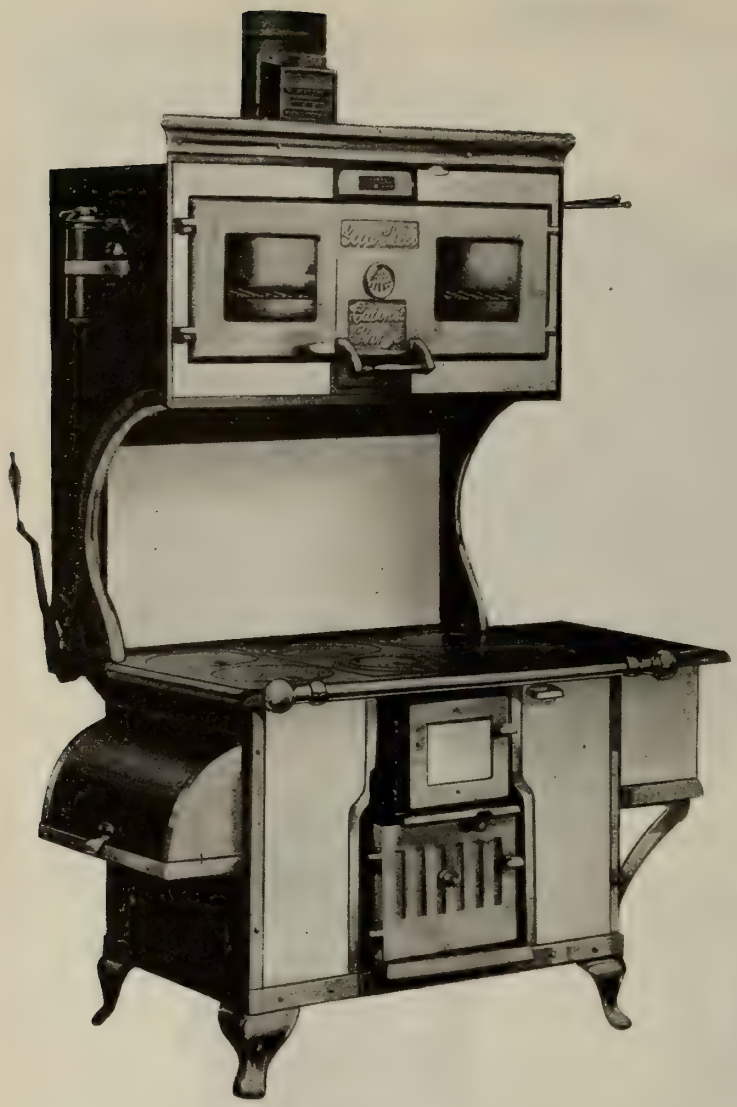
The "Frost River" uses much less ice than a wooden refrigerator—a good feature in these days of high prices.

Write for prices on these good Summer lines.

The Thos. Davidson Mfg. Co., Limited

Toronto MONTREAL Winnipeg

If interested, tear out this page and keep with letters to be answered.



Greater Efficiency in the Kitchen

In these stirring days when the whole Empire is speeded up to greater production, and efficiency has become a virtue, it is but meet that woman's greatest ally — the kitchen range—should be made more economical of fuel and labor and more efficient as a cooking unit.

The "Good Cheer" Elevated Oven Cabinet Range

White Enamel Finish (New)

(Burns Wood or Coal)

adds the last word in kitchen efficiency.

It is the royal mate of the indispensable kitchen cabinet.

Every cooking part is in the right place—the place easiest to get at and the most efficient from a cooking standpoint. The oven is not tucked away beneath the top—that's the place for firepot and ash pit—it's up on a level with the eyes, and furthermore is equipped with a light operated from a dry cell battery. Looking through the glass doors the housewife is able to note the state of the baking without lowering the temperature of the oven.

Then the long six-hole top (every hole a cooking hole) is open from end to end, affording a cooking surface any part of which is "getatable," when every other part is occupied.

The "Good Cheer" Cabinet is the ultimate in ranges—the desideratum of all good housewives.

The JAMES STEWART MFG. CO., Limited

WOODSTOCK, ONTARIO

Western Warehouse: 156 Lombard St., Winnipeg **McLennan, McFeely & Co., Ltd., Vancouver, B.C.**

If interested, tear out this page and keep with letters to be answered.



We want a "Good Cheer" agent in every town.

We want this agent to be, in every case, the live hardware dealer in his town.

He needn't have the biggest stock, but he should have the best.

For only dealers who have been accustomed to handling "best" lines will fully appreciate the possibilities of the "Good Cheer" agency.

Only such dealers can realize the sales effect of the advanced ideas and conveniences embodied in "Good Cheer" Ranges.

And such dealers will sell many and many "Good Cheer" Ranges to the class of people whom we take pride in pleasing—they who are always hard to please.

They'll sell them, too, to people who decide more quickly. "Good Cheer" features are prominent, they are effective, their purposes are easily recognized—the prospect is favorably impressed on sight.

The dealer who becomes a "Good Cheer" agent never turns back. He's satisfied to go on reaping the benefits of selling "Good Cheer." He's satisfied that "Good Cheer" is synonymous with "range perfection." He's more than satisfied with present sales and with his bright prospects. He likes being the "Good Cheer" agent.

If there is no "Good Cheer" agent in your locality ask us why. Perhaps you're just the dealer we're looking for, and if you are you'll not be sorry you connected up.

Write to-day. Now.

The JAMES STEWART MFG. CO., Limited

WOODSTOCK, ONTARIO

Western Warehouse: 156 Lombard St., Winnipeg **McLennan, McFeely & Co., Ltd., Vancouver, B.C**

If interested, tear out this page and keep with letters to be answered.

This is the Range with the Real Features



The Enterprise Perfect High Oven Range

It should be first on your floor

Many novel features, as well as its simplicity and ease of operation, mark a new era in range construction and put new life in range demand.

Burns any kind of fuel, and will do more work with less fuel than any other range made, because it has double the oven capacity of the ordinary range. Each oven is 20 inches square and works perfectly. Both ovens have perfectly smooth walls and floors, and the joints being airtight, there is not the last trouble in keeping them beautifully clean.

Each oven door is fitted with thermometer, and made to drop level with the oven bottom; in addition to which the lower of "DAYLIGHT OVEN" is fitted with specially tempered glass, and is just the right height for easy operation. The BACK surrounding the cooking surface is of white Porcelain Enamel, 19 inches high. This not only presents a beautiful appearance, but can be kept perfectly clean, and is the most sanitary finish that can be procured. The SHELF above this back leaves plenty of space below for pots, etc.

The RESERVOIR IS DETACHABLE. It simply hooks on, and can be attached or detached in an instant. It is made of Heavy Sheet Copper and holds 9 Imperial gallons.

The FLUES are large and of the simplest construction, ensuring easy operation, and will not clog with the dirtiest fuel. The CLEAN-OUT DOORS are so placed that the flues can be easily cleaned from the front.

Secure the Agency for this Wonderful Range for your locality and write to-day for a copy of our New 104-page illustrated Catalog, just out, showing one of the finest and most complete lines of ranges and furnaces made in Canada.

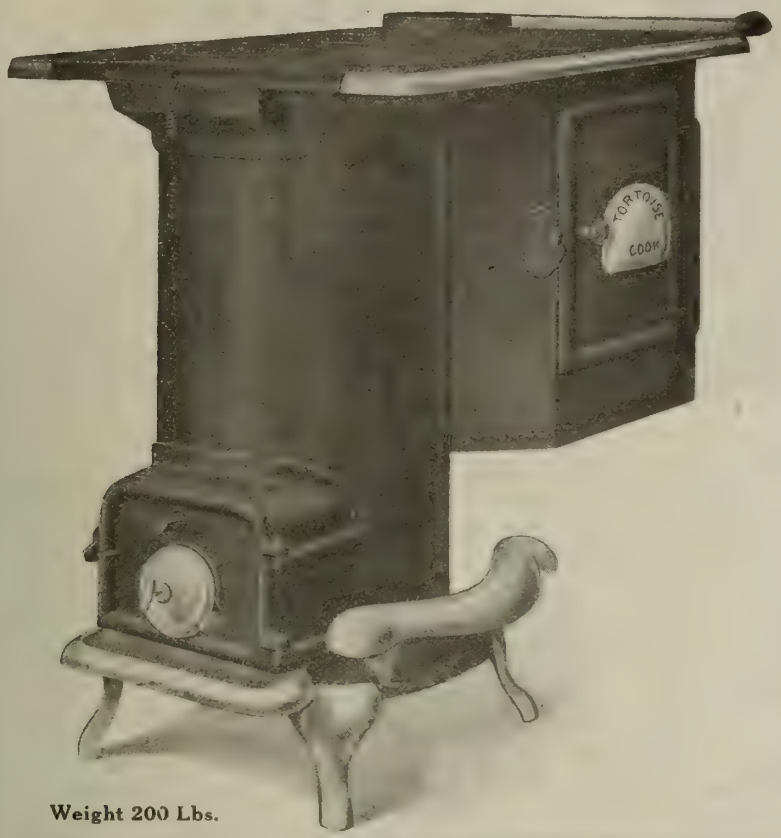
The Enterprise Foundry Company

SACKVILLE, N.B.

Western Distributors: W. T. McArthur Co., Vancouver, B.C.; O-Ri-Bo Mfg. Co., Winnipeg, Man.

If interested, tear out this page and keep with letters to be answered.

A COMBINATION COOKING AND HEATING STOVE



Weight 200 Lbs.

The Tortoise is one of the solutions of the fuel problem. It is both a Heater and a Cooking Stove.

The Top carries four 8-inch pot-holes, and has a good-sized oven. It will heat, cook and bake at the same time with any kind of fuel.

It is made with Revolving Duplex Grates, or without Grates, as desired.

A *Detachable Reservoir* with Cast Top is made to fit this Stove.

A *Water Coil,* to connect to a water system for heating water for bath, etc., can be furnished when desired, and is the only Stove of its kind that has these equipments.

The price is moderate, and in homes where this Combination Stove can be adopted, it will cut the fuel bill in half.

Findlay Bros. Co., Ltd.
Carleton Place, Ont.

Makers of
Favorite Stoves and Ranges and Sterling Furnaces

REVILLON WHOLESALE LTD. - EDMONTON
Sole Agents for Alberta

A Scientific Sheathing Made From Felt

Counterwall

(The Perfect Insulation)

Canadian Roofing Mfg. Co. Limited

Windsor - Ont.

HOOSIER

Cast and Steel Ranges
Soft and Hard Coal Heaters

The latest, smooth designed, finest finished Ranges for wood or coal, soft and hard coal Heaters, made particularly adapted for your trade, at very reasonable prices.

For catalog and prices, write

HOOSIER STOVE CO.
MARION, IND., U.S.A.



FREE

One of these beautiful papier-mache display heads will be furnished free to any dealer with an order for eight dozen Johnson Ideal Halters.

Dress up your window and make your place look like a STORE instead of a shop.

We want to help our customers sell goods, and better goods for less money is the first thing necessary.

We make it possible for you to sell the best halter on the market at $1.50, but you need to advertise, and we know of no better way than to get one of these display heads, as it is a standing ad. for you 365 days in the year.

Any of the following jobbers will be glad to furnish this display head free, with an order for eight dozen Johnson Ideal Halters.

The J. H. Ashdown Hardware Co., Ltd.,	Winnipeg, Canada.
Adams Bros. Harness Mfg. Co., Ltd.,	Winnipeg, Canada.
The Trees, Spriggs Co., Ltd.,	Winnipeg, Canada.
Walter Woods & Company	Winnipeg, Canada.
The Great West Saddlery Co., Ltd.,	Calgary, Alberta.
Marshall-Wells Company, Ltd.,	Winnipeg, Canada.

Our mail got slightly mixed and we have probably left out some of the jobbers who wanted their names in this list, but if they will advise us of our error we will see that their names appear in the next issue.

The JOHNSON HALTER CO.

150 Queen Street, Sarnia, Ont., Canada

Prices on "IDEAL FENCE"



5-Bar 38″ Fence, 22″ Stay	37c a rod
6-Bar 39″ Fence, 22″ Stay	43c a rod
7-Bar 40″ Fence, 22″ Stay	50c a rod
8-Bar 47″ Fence, 22″ Stay	58c a rod
10-Bar 48″ Fence, 16½″ Stay	75c a rod

Compare these Old Ontario delivered prices with what "mail-order houses" are quoting, and remember that the above prices on "Ideal Fence" are not on a 10-gauge wire or a standard gauge wire, but on full Imperial gauge No. 9 hard steel wire throughout, and the prices are only on a few of the many styles shown on price list.

Get Our Dealer Proposition—We have made it for you. You can sell at these prices and—MAKE A PROFIT—How does that sound? DROP US A LINE.

THE McGREGOR BANWELL FENCE CO., LIMITED

MONTREAL, QUE. and WALKERVILLE, ONT.

Successors in Western Canada to THE IDEAL FENCE CO., Limited, Winnipeg, Man.

If any advertisement interests you, tear it out now and place with letters to be answered.

This Dealer Says

"Sell by The Chart—It Pays"

By

Curtiss & Prowe, Gargoyle Mobiloils Dealers

"We sell Gargoyle Mobiloils for one reason—PROFIT.

"In our six years' experience we find that the way to make the most money out of Mobiloils is to stick to the Chart of Recommendations.

"Our reasons are:

1. **When you follow the Chart the owner gets the right oil for his engine. That means SATISFACTION.**
2. **When a customer is satisfied, he has CONFIDENCE in you.**
3. **When he has confidence in you he is WILLING to TAKE YOUR ADVICE on other accessories and supplies.**
4. **And this means MORE SALES and MORE PROFITS. That's the whole story.**

GARGOYLE

Mobiloils

A grade for each type of motor

"Some dealers believe in using an oil that they think is right, regardless of what the Chart recommends.

"But they are wrong.

"If a man has an old car and is getting poor compression, it isn't the oil's fault.

"Something is wrong with the car—not with the oil. Probably worn piston rings, scored cylinders, or maybe incorrect adjustment. But these are mechanical faults and need mechanical attention.

"You can't replace worn metal, or correct poor adjustments with oil.

"Gargoyle Mobiloils are high-grade oils. They give high-grade results, even when the wrong grade is used. But if you use the wrong grade, the customer loses some of the oil's greatest benefits, and he pays for it in lost power and heavier fuel bills.

"That means dissatisfaction and loss of business the dealer might have had.

"The satisfaction that our customers get from the grades called for by the Chart for their cars, proves to us that the Chart is right. Why shouldn't we follow it?

"We are in business to make money, not to experiment with oils."

Write us at Room 704, Imperial Oil Bldg., Toronto, for booklet, "Correct Lubrication," containing Charts of Recommendations for all makes of automobiles, tractors, motorcycles and motorboat engines, and for full information regarding our proposition to dealers.

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of *Gargoyle Mobiloils* in Canada

BRANCHES IN ALL CITIES

For your own sake —will you do this?

We can give you service on orders for Electrical Supplies and Auto Accessories that will prove a revelation to you for speed, accuracy and thoroughness.

There, we've made a very strong statement, but we're ready, aye, anxious, to prove it to you.

We want you to test our service.

—And we've so perfected that service, and we're so sure of our ability to handle any order, that we ask you to make your test a real one.

Will you do this? Simply ask us now to send you catalogues of our complete lines. Look through these catalogues and see what a complete and varied stock we carry. Then, some day when you're in a hurry, when you need something and need it quickly, and you don't know who to rely upon, send us your first order. Maybe it will be just a small order, one which you feel we might be tempted to slight. But as long as it's important to you, and you're going to be sore if it doesn't arrive right and on time, shoot it at us.

Then will come the revelation. You'll get that shipment by return mail, express or freight as your order specified. It will reach you in perfect condition, packed carefully, handled all through as thoroughly and exactly as if we had taken weeks to fill the order.

Will you do this—for your own sake?

Send for the catalogues to-day.

GREAT WEST ELECTRIC COMPANY, LIMITED
WINNIPEG

Galt Automobile Robes



THE GALT ROBE CO.
GALT, ONTARIO

100,000 New Cars mean how many New Robes ?

It is estimated that there will be upwards of 100,000 more Motor Cars in operation in Canada during 1918 than were in use in 1917. This means 100,000 more possible Purchasers for Automobile Robes. It means that Dealers who can offer Natty Patterns and good materials at popular prices will reap a rich harvest of extra business.

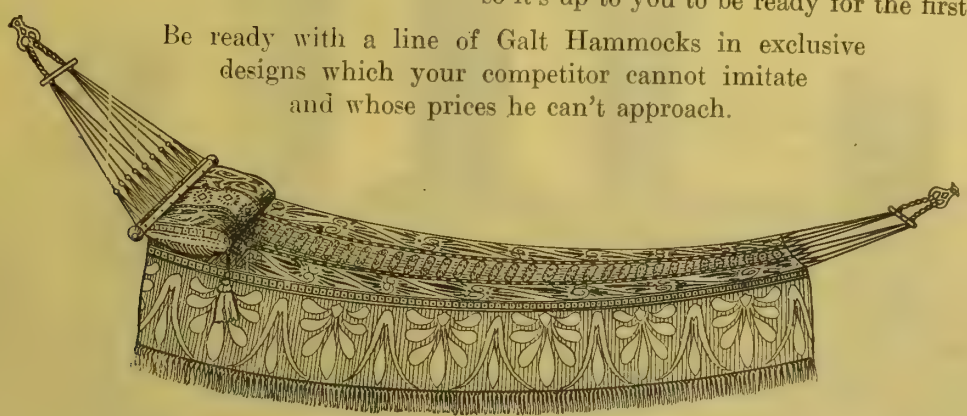
Galt Robes offer you just the designs that will appeal to your patrons at prices to suit any purse. They are in cotton, wool, union cloth, plush, Astrachan, imitation buffalo and goat; plain, stripes, checks, plaids and floral designs; sizes 48x72 and 54x72; weight from 2½ to 8 lbs. They can be interlined with rubber at extra cost if so ordered.

Ask for our newest folder on Robes. It illustrates the various cloths in their natural colors.

Here comes Hammock Season

Hammock days are just around the corner, so it's up to you to be ready for the first call.

Be ready with a line of Galt Hammocks in exclusive designs which your competitor cannot imitate and whose prices he can't approach.



Remember this—we deal direct with you—no extra profit to pay—we share that with you and your customer.

The GALT ROBE COMPANY Galt, Ontario

If interested, tear out this page and keep with letters to be answered.

EVEREADY DAYLO

Sold By Hardware Dealers Everywhere

Are you interested in good profits? If so, don't let your stock of EVEREADY "DAYLOS" run low.

EVEREADY "DAYLOS" pay dividends to dealers. We are constantly advertising these goods and building up an increasing demand for "DAYLO"—the best portable light made.

Every "DAYLO" you sell means more sales of EVEREADY "tungsten" batteries.

Hardware dealers are awake to the profit-earning possibilities of this attractive, quick-selling line. Are you getting yours?

Write to-day for complete information about EVEREADY introductory order proposition.

Canadian National Carbon Company
LIMITED
TORONTO - CANADA



If interested, tear out this page and keep with letters to be answered.

Marketed Entirely Thru Hardware and Legitimate Automobile Supply Houses

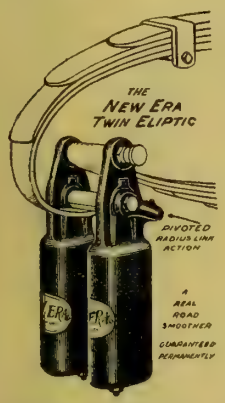
New Era "Better" Motor Requisites

Constant Co-operation in Creating Dealer and Consumer Business. Fair Treatment —Prompt Service. The best houses catalog.



STOP THE SPRING BREAKAGE

New Era BETTER Springs are the oldest and largest used line for replacement. Made for all cars. Guaranteed one year against breakage or sagging, graphited between leaves for two years' lubrication.



RADIUS LINK ABSORBER—TWIN-ELLIPTIC

Most pronounced improvement for freedom of action ever used on Elliptic Absorbers

Weight per set of 4, 16 pounds.

Price $15.00—$18.00

NEW ERA "BETTER" STRAPLESS SIDE TIRE HOLDER

Steel throughout. Locking device part of Holder. Tire Supports part of Holder—no unsightly straps needed to support tire.

Price $2.00—$3.00

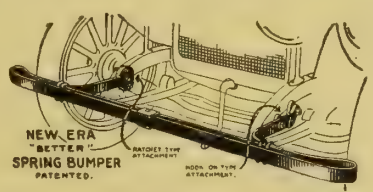


NEW ERA "BETTER" SPRING BUMPERS

For Front Ford Car. Extra long arms, same size and quality spring steel as balance of Bumper. NO IRON CASTINGS used for attaching arms. Permanent guarantee against accident.

Price $9.00—$10.50

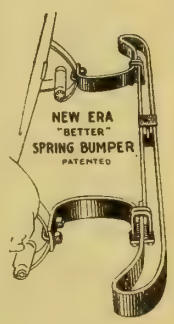
No more door bumper stocks. Free exchange of detachable arms if wanted—Fords, regulars or special. Same popular price for **big** cars as for Maxwell, etc.

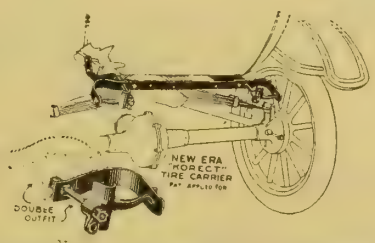


REAR ATTACHMENT

—For some of the various rear constructions. Three-quarter Type of fitting is used, and with with one of the three types of fittings—Ratchet Disk, Hook-On or Three-Quarter New Era "Better" Bumpers can easily be attached to rear of the majority of cars.

Price $9.00—$13.00





NEW ERA "KORECT" REAR TIRE CARRIER

Fits all Ford Bodies. No holes to Drill. Strong. Thief-proof.

Price $5.00—$6.50

Get in Touch with our Uniform Jobbers' Proposition.
Write for Complete Catalog of New Era "Better" Accessories.

New Era Spring & Specialty Company

1138 HAMILTON AVENUE **GRAND RAPIDS, MICH., U.S.A.**

If interested, tear out this page and keep with letters to be answered.



Hardware Men!

You Should Know the New Improved "Hercules"

New Improved "Hercules" is the indisputable evidence that "Dunlop" have long since mastered the art of correct Hose building. By virtue of its intrinsic worth this Improved Hose has already won its way as a general favorite into the confidence of a vast army of users. That fact in itself is significant to you as a Hardwareman, and as a Dealer in Garden and General Purpose Water Hose.

The Maximum of Durability

Naturally, New Improved "Hercules" is a super-strength Hose; yet it is light and flexible, and combines with its many other desirable qualities, the maximum of durability. Hence, it will withstand a heavy pressure—a test greatly in excess of any it is possible for it to receive in every-day, hard service. We build that extra staunchness into this moulded, corrugated Hose, so as to provide a sufficient margin of safety for the protection of the seller and the user, and for our own satisfaction, too.

"Hercules" is Absolutely Seamless

By our distinctive improved method of making, Dunlop New Improved "Hercules" is absolutely seamless and inseparably united. Let us emphasize that first point once again—absolutely seamless. The high-grade rubber tube, the two plies of specially-woven, braided fabric, the layer of adhesive rubber between the plies, and the exceedingly tough and durable outer cover are all individual units worked together into a composite whole. There is no possibility of separation of the plies or of the inner tube from the fabric body. Take a look down the waterway of a sample and see for yourself exactly how smooth and uniform it is and how well it is linked up with its covering.

A Really Non-Kinkable Hose

And best of all, besides being seamless, this Hose, by reason of its great resiliency and special construction, is practically non-kinkable. You can bend and twist it into all shapes and forms without any ill effects resulting therefrom. New Improved "Hercules" is supplied on reels in 500 foot lengths, a feature with manifold advantages in stocking and selling. It means that practically any length of Hose desired can be cut from the reel without any waste or loss. There are still other features you will come to know if you make your decision to sell Dunlop New Improved "Hercules" Hose.

Send for "Hercules" Sample

It will undoubtedly pay you to "sample" this Hose; or any other Dunlop brands of Hose, particulars of which we will be glad to supply. You will be "playing safe" no matter which Dunlop Product you choose, and besides, will be assuming the right to an envied reputation and an adequate margin of profit—the result of handling reliable lines.

Dunlop Tire & Rubber Goods Co., Limited

Head Office and Factories: TORONTO

Branches in Leading Cities

Other Dunlop Lines are: High-Grade Tires for all purposes—Fire Accessories, Belting, Packing, Fire Hose and General Hose, Cements, Horse Shoe Pads, Mats, Tiling, Heels and Soles, Military Equipment, Rubber Boots, Golf Balls, Weather Stripping, Fly Swatters, Agricultural, Plumbers' and Railroad Supplies and General Rubber Specialties.



New Improved "Hercules" J.30

If interested, tear out this page and keep with letters to be answered.

DUNLOP TIRES

TEN VITAL FACTS

In times like these it is nice to be sure of some things:

1. For 1918 you can be sure that Dunlop Tires—"Traction," "Special," "Plain"—will "come across" with the greatest mileage ever.

2. That Dunlop Tubes will continue to occupy their conspicuous position for always being the same—always good.

3. That Dunlop Accessories will include everything new that is good and everything good that is old or new.

4. That Dunlop Service will be on a par with Dunlop Reliability—none better.

5. That Dunlop Dealer co-operation will include every method which sound judgment proves will help sell sound tires.

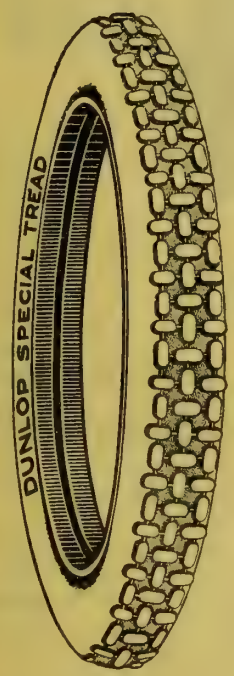
6. That Dunlop Advertising Programme will reach farther and drive home quicker what you continuously seek —REPEAT BUSINESS.

7. That Dunlop "Traction Tread" will hold its position of being "over the top" of other anti-skids.

8. That "Special" will continue to look for comparison with any other make of tire in a similar class.

9. That "Plain" will go on filling its role of a tire at the price which suits all people on many occasions, and many people on all occasions.

10. That Dunlop will stand back of you, and Dunlop Products to the "last man and the last dollar."





Dunlop Tire & Rubber Goods Co., Limited

Head Office and Factories: Toronto **Branches in Leading Cities**

Other Dunlop Lines are High-Grade Bicycle, Motorcycle, Motor Truck and Carriage Tires; Belting, Packing Hose, Mats, Tiling, Heels and Soles, Cements, Military Equipment, Horse Shoe Pads, Rubber Boots, Tire Accessories, Weather Stripping, Golf Balls, Fly Swatters, Agricultural, Plumbers' and Railroad Supplies, and General Rubber Specialties.

A.100

"SPECIAL" - "TRACTION"

If interested, tear out this page and keep with letters to be answered.

SHARP SPARKS



Exact size ½" Reg. The entire shell is copper covered.



Exact size Goliath Spark Plug. Size ⅞"x18 Reg.

"Carbon-free
after months of service"

A selling point that sells—that challenges the attention of every motorist—brings the first order and the order for every additional plug replacement in his car.

Kopper King

Spark Plugs are both anti-fouling and rust-proof. They are big, husky plugs with the points that appeal to every motorist—

porcelains of rock-like strength;
firing points non-softening in the hottest engine;
shells of heavy steel protected from carbon and corrosion by a thick surface of copper.

"Built for Endurance"
The Goliath

a massive, strongly built plug, fully a match for hard usage and strenuous service in pleasure car or truck.

The shell is extra large—of heavy, blued steel. The porcelain is designed for super-strength at points of greatest strain and is hardened into rock-like strength at a temperature of 2,600°, insuring greatest possible freedom from insulation troubles.

Goliath extra-strength construction gives your customers trouble-free sparking.

The Sharp Spark Plug Co.

Canadian General Electric Co., Ltd., Distributors

TORONTO	MONTREAL	HALIFAX	OTTAWA	LONDON
CALGARY	WINNIPEG	VANCOUVER	NELSON	COBALT

If interested, tear out this page and keep with letters to be answered.



THE FIN THAT PUT THE FINISH TO GLARE

Glareless Light

A GREAT deal has been *claimed* for the effectiveness of various headlight lenses in eliminating glare, yet everyone knows that glaring headlights remain a positive menace of the road.

Hence it is reassuring to know that one lens embodies something more than theory—something *tangible* that *must* produce glareless lights.

This lens is the HOLOPHANE — a unique product, made by the acknowledged leaders of the world in scientific lighting—a lens that embodies a fin or shelf of specially treated glass, which extends backward just above the bulb of the lamp, placing a positive shield between the light and the eye of the approaching motorist.

Brighter Light

IN addition to eliminating glare, the perfect headlight lens should also provide bright illumination far ahead and to the sides.

The same scientific construction that makes the HOLOPHANE LENS supreme in eliminating glare also causes it to give *brighter illumination* than any other.

Elegance of Appearance

HOLOPHANE LENSES are made out of the same bright, crystal glass for which HOLOPHANE Lighting Reflectors have been famous for the past twenty years. You get not only a scientifically designed lens, but also an accessory that adds refinement and dignity to your car. You get the life and sparkle of cut glass with the accuracy of the telescope. Note the smoothness and lustre of the surface.

Consumers' Price

Per Pair

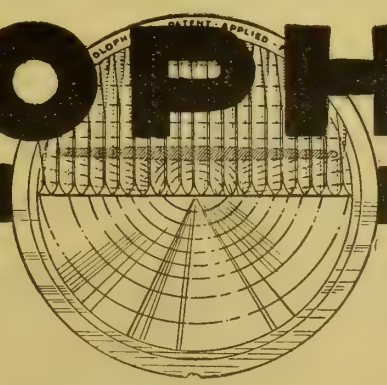
SIZE OF LENS	Delivered in Canada East of Saskatchewan	Delivered in Canada West of Saskatchewan
7 to 8¾"	$3.60	$3.85
8⅞ to 9⅝"	4.50	4.75
9¾ to 10¼"	5.25	5.50

Dealers' Discounts

Less than 10 pairs 25%
10 to 49 pairs 30%
50 pairs and over 35%

F.O.B. our nearest Warehouse.

HOLOPHANE

THE LENS WITH  THE FIN

Head Office: King and Simcoe Streets, Toronto.
Sales Offices: Montreal, Halifax, Sydney, Ottawa, Cobalt, South Porcupine, London, Winnipeg, Calgary, Edmonton, Nelson and Vancouver.

For sale by Auto Accessory, Hardware and Electrical Dealers.

CANADIAN GENERAL ELECTRIC CO.
LIMITED

If interested, tear out this page and keep with letters to be answered.

CHAIN

McKinnon Columbus Products

Anchor Chain
  Stud Link
  Close Link
Brake Chain
Boom Chains
Butt Chains
Breast Chains
  Single
  Double
  Double Loose Link
  Double Slack
  Slide
  Bow
  Special Pattern with Snaps
Canadian Coil Chain
Canadian Machine Chain
Coil Chain
  Proof Quality
  BB Quality
  BBB Quality
Conveyor Chain
  or "Log Haul UP"
Cold Shuts
Cow-Ties
  Four Chain
  Ohio Pattern
  Open and Closed Ring Pattern
Chin Chains
Cart Back Chains
  Single and Double
Cart Breeching Chains and Pins
Derrick Chain
Dogs
  Chain
  Eye
  Ring
Dredge Chain
  "C" Quality
  "CC" Quality

Fixture Chain

Halter Chains
Hand Forged Chain
  Crane Quality
  Dredge Quality
Heel Chains
  All sizes and kinds
Hobble Chains
  Coast Pattern

Lap Links
Lap Rings
Log or Binding Chains

Mine Car Hitchings
Mine Car Hitching Pins
Mine Car Hitching Rings
Missing Links

Passing Link Chains

Rafting Chains
Railroad Switch Chains
Repair Links
Rings
  Agricultural
  Harness
Shackles
Sling Chains
Special Chains to Blue-Print
Stage Traces
  Buckeye or Regular Pattern
Stake Chains
Steam Shovel Chain
  "CC" Quality
  Hercules Solid Weld Quality
Steel Loading Chain

Tire Chains (non-skid)
  Dreadnaught
  Imperial
Toggles
  Concord
Traces
Truck Chains (non-skid)

Wagon Chains
  Anti-Spreader
  California Stretcher
  Dump Wagon
  Fifth or Rolling
  Lock
  Stay
  Stretcher or Spreader
  Tailboard or End Gate
  Tongue or Pole

Well Chains
Wheel Chains

McKinnon Columbus Chain Limited

GENERAL OFFICES

St. Catharines, Ontario

If interested, tear out this page and keep with letters to be answered.

Bicycles for 1918



MODESTY is a virtue but it can be overdone. Up until the present moment we have refrained from telling you what a money-making line we have. The success that many dealers in Canada are making with our goods has caused our enthusiasm to burst all bounds, and we are forced to say that all signs point to a record season with us.

BREGENT

THE HOUSE WITH THE "PEP"

OUR prices border on the sensational, all indications point to a great season for *our dealers*. You better get in on this before your next-door neighbor beats you to it.

YOU know what goods with the "Hall Mark" or "Sterling" on them means, well—we are in that class. You are going to hear a lot more about it, but the other fellow in your town is going to do the telling.

—THINK THIS OVER—

Then communicate with

CANADA'S OWN LIVE WIRE

A. E. BREGENT

206-208-210 St. Catherine St. E. :-: MONTREAL

If interested, tear out this page and keep with letters to be answered.

Makes a Perfect Permanent Repair





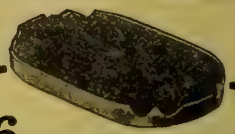
6 Round Patch & Heat Units for Punctures

Complete Outfit

$2.00 in Canada

Includes

12 Patch & Heat Units



6 Oblong Patch & Heat Units for Cuts and Tears

The Patch & Heat Unit consists of a chemically treated combustible disc on one side and a pure para rubber patch on the other. This fits over the puncture and a match is applied to the chemical disc. Without blaze or flame this disc furnishes the proper heat, which seals the cut in the tube with the new rubber, making a permanent repair.

The Patch & Heat Unit is all ready to clamp on the tube. The fuel in its metal container and the rubber patch itself are all assembled. No different parts to lose or complicated application to the tube. Simply put the unit over the puncture, clamp it down and apply the match.

SHALER

5 Minute Vulcanizer

The fact that over 500,000 motorists are now using the SHALER 5-Minute Vulcanizer is convincing proof of its ever-increasing popularity. Every motorist is a prospect for one of these handy tube vulcanizers—it should be in every car owner's tool kit—for use anywhere—on the road or in the garage.

Sell the SHALER 5-Minute Vulcanizer. Every sale of a 5-Minute Vulcanizer gives you a good profit. Besides, the big resale of patch-and-heat units furnishes you a continuous profit—it brings motorists to your place for SHALER supplies—and for all sorts of other accessories.

The SHALER 5-Minute Vulcanizer with 6 Round and 6 Oblong Patch & Heat Units packed in attractive display carton.

ORDER FROM YOUR JOBBER *NOW!*

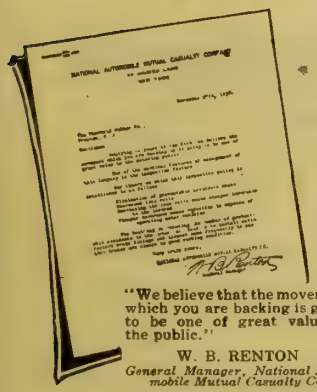
Don't delay! The enormous demand for this popular vulcanizer makes it necessary to place your order early if you want to be sure of prompt shipment. Any jobber in the United States can supply you. Our large catalog describes the complete line of SHALER Vulcanizers for motorists' use—also complete equipment for garages and tire repair shops. Mailed free on request.

C. A. SHALER COMPANY, 1502 Fourth Street, Waupun, Wis.

Oldest and Largest Manufacturers of Vulcanizers

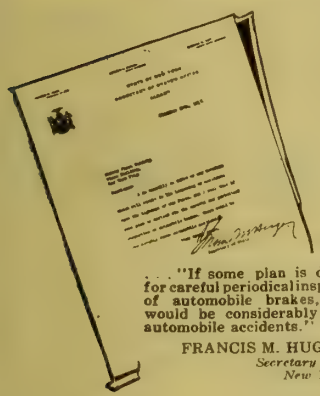
If interested, tear out this page and keep with letters to be answered.

Get behind this big National Movement



"We believe that the movement which you are backing is going to be one of great value to the public."

W. B. RENTON
General Manager, National Automobile Mutual Casualty Co.



"If some plan is devised for careful periodical inspection of automobile brakes, there would be considerably fewer automobile accidents."

FRANCIS M. HUGO
Secretary of State New York

An open letter to the trade:

The new Brake Inspection Movement is of such importance to motorists in general, and to the trade in particular, that we wish to add to it our endorsement and to ask your assistance in furthering it.

Object of the movement

The object of the movement is to decrease the number of preventable accidents due to imperfectly adjusted or defective brakes.

An official of the Motor Truck Club of America says that 60% of the accidents caused by brake troubles could be avoided.

One reason for these accidents is that the brake bands are located out of sight and any deficiencies are consequently liable to pass unnoticed until they have developed into serious troubles.

The plan of the "Brake Inspection Movement" is to prevail on every motorist to have his dealer inspect his brakes before the touring season opens. It is called to his attention that the brake-rods can usually be turned up two or three times before new brake lining is needed. A simple adjustment of the equalizers will frequently make the brakes safe instead of dangerous.

Less important evils have been corrected

Glaring headlights have been forbidden by legislation in many states. It needs no argument to prove that defective brakes are even more of a danger. It will probably be but a short time when motorists will be compelled by law to have their brakes inspected at regular, stated intervals.

Aside from the broad civic interest which you will have in this movement it will also command your support for business reasons.

Where motorists are being urged so strongly to have their brakes inspected it is evident that this must result in increased brake lining business.

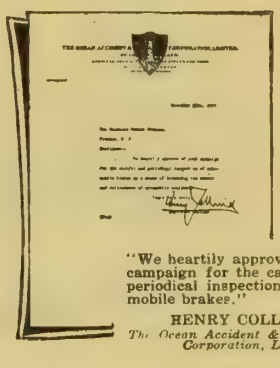
In closing, allow me to urge most strongly that you give this movement your active assistance, as well as your endorsement.

Sincerely yours,

H. F. Blanchard

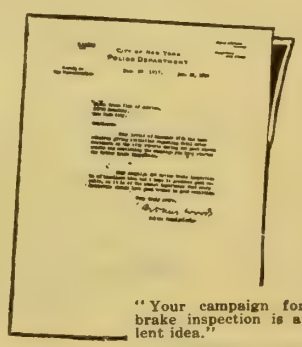
(General Sales Manager)

THERMOID RUBBER COMPANY
Trenton, N. J.



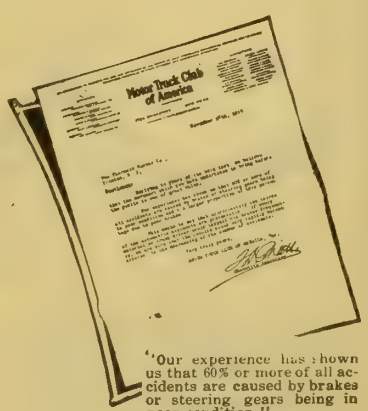
"We heartily approve of your campaign for the careful and periodical inspection of automobile brakes."

HENRY COLLINS
The Ocean Accident & Guarantee Corporation, Ltd.



"Your campaign for better brake inspection is an excellent idea."

ARTHUR WOODS
Former Police Commissioner New York City



"Our experience has shown us that 60% or more of all accidents are caused by brakes or steering gears being in poor condition."

T. D. PRATT
Motor Truck Club of America

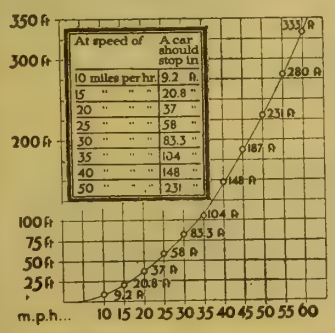
$V^2/10.8$ Will your car do this?

Automobile engineers have proven that when brake mechanism is right and road conditions average, any car should stop at distances and speeds given by the chart.

V^2 means the square of the velocity or speed of your car. 10.8 is the proven factor of retardation under average road conditions. This factor decreases on smooth slippery roads to 6.7 and increases as high as 17.4 on rough worn roads. The chart represents the average condition and other conditions can readily be figured by changing the factor within the given limits.

Remember that your brake mechanism is not "right" unless its brake lining has the ideal co-efficient of friction. The better the brake lining the quicker your stop.

Thermoid Brake Inspection Chart



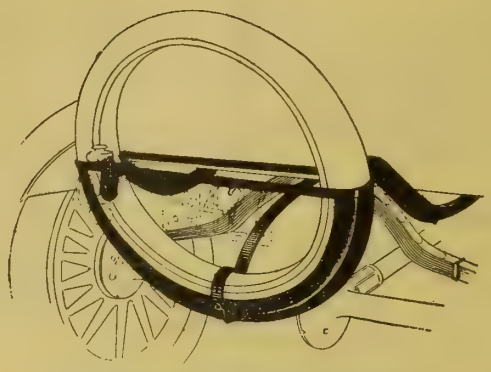
At speed of	A car should stop in
10 miles per hr.	9.2 ft.
15 " " "	20.8 "
20 " " "	37 "
25 " " "	58 "
30 " " "	83.3 "
35 " " "	104 "
40 " " "	148 "
50 " " "	231 "

© *Thermoid Rubber Co., 1918*



If interested, tear out this page and keep with letters to be answered.

Profitable Accessories



Rear Tire Carrier for FORDS

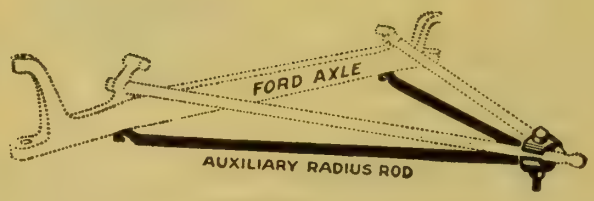
"Niagara" Tire Carrier

FOR FORD CARS

THE BEST YET!

Easily attached, rigid, good clearance over the roughest roads, carries plain tire or inflated tire on demountable rim.

RETAIL PRICE $6.00

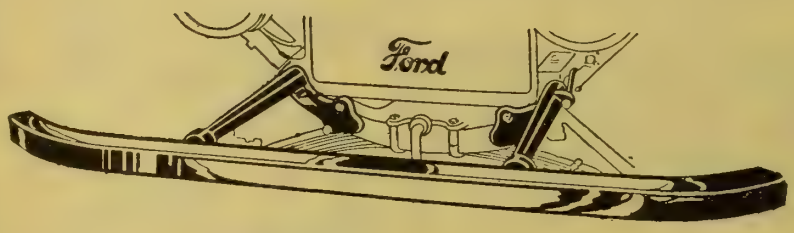


Auxiliary Radius Rods

FOR FORD CARS

They add strength and steady the steering

RETAIL PRICE $1.35

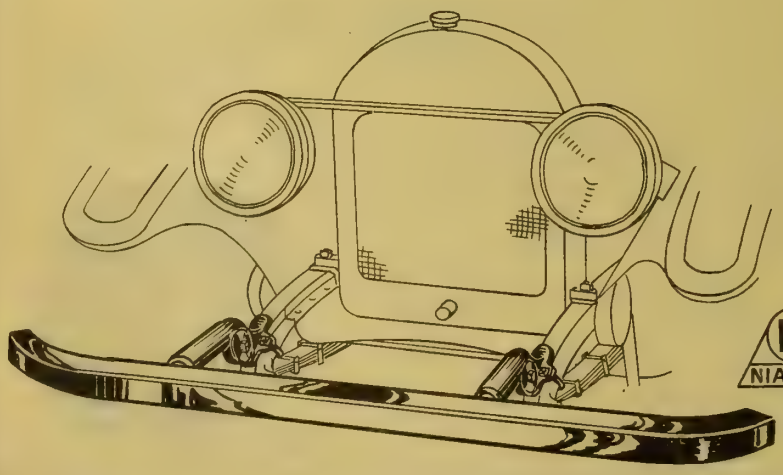


BUMPERS for all Cars

"Niagara" Bumpers

We make all kinds
to fit all cars

Fine and Durable Finish



Stocked by Jobbers

But for Genuine Satisfaction

SPECIFY OUR MAKE

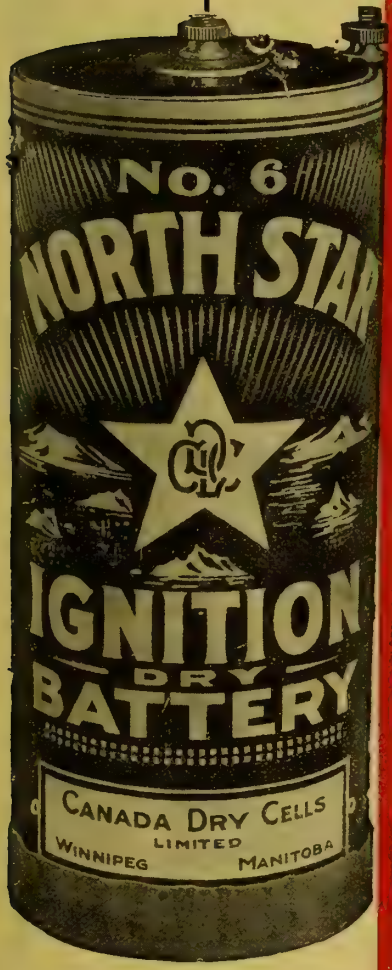
K NIAGARA

WHAT WE MAKE WE GUARANTEE

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA.

If interested, tear out this page and keep with letters to be answered.





"North Star" BATTERIES

Famous for their Strength, Stability and Reliability

The **North Star** remains strong and steadfast in the heavens. It has served as a reliable guide to mariners from time immemorial. So it was after the **North Star** of the heavens that **North Star Batteries** have been named; for it is the aim to keep **North Star Batteries** Strong, Steadfast and Reliable; the kind the people want.

"North Star" Multiple Ignition Batteries

OUR LATEST SUCCESS! Any place a unit battery is desirable one of these North Star Multiple Batteries will give matchless service. Compact, easily-handled form of voltage for heavy, intermittent ignition. Ideal for gas engines, motor boats, automobiles, carriage lighting, blasting, barn lighting, etc.

There is a great field of opportunity for the sale of the **"North Star"** multiple.



The merits of **North Star Batteries** are widely known in Western Canada as Western Batteries for Western needs. If it's a **"North Star"** the consumer knows it's good and it's a preferred line to sell. Link up with us.

Canada Dry Cells Limited

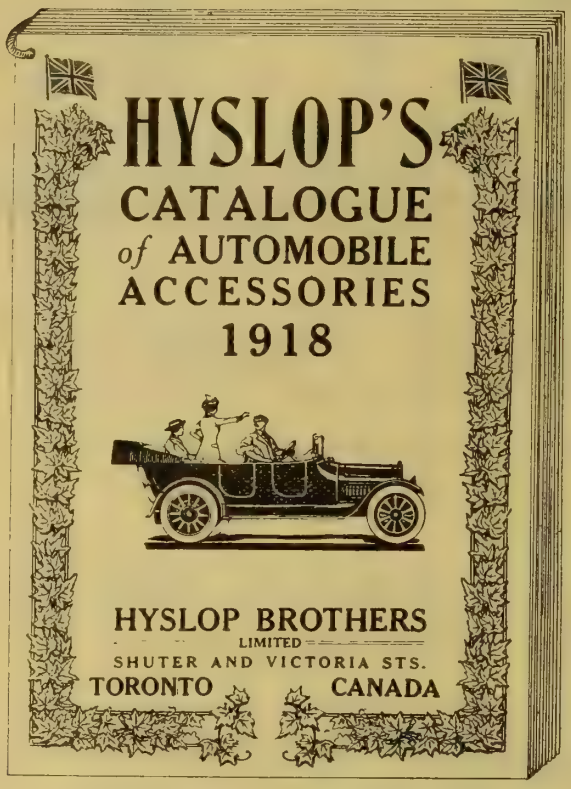
WINNIPEG, MANITOBA

The Western Batteries for Western Needs

If interested, tear out this page and keep with letters to be answered.

AUTOMOBILE ACCESSORIES

The Beacon Light to Bigger Business



This handsome 168-page Automobile Accessory Catalogue will appeal to the Dealer who aims to make Auto Accessories a big feature of his 1918 business.

In no former Catalogue has such a varied aggregation of up-to-the-minute accessories and supplies been offered to help the dealer supply the demands of his customers.

These goods are quality goods and have been selected with great care. They will increase the pleasure and comfort derived from the car. They are calculated not only to merit the whole-hearted approval of the Dealer, but through him to appeal to the motoring public from whom he derives his business prestige.

Seasonable Suggestions in Automobile Accessories

(Culled at random from our 1918 Catalogue)

Tire Carriers
Vulcanizers
Hand Pumps
Foot Pumps
Jacks
Mirrors
Clocks
Horns
Bumpers
Shock Absorbers
Hub Caps
Piston Rings
Cut Outs
Renovating Supplies
Seat Covers to suit all makes and models of cars
Legalite Lenses
Lamps
Kelsey Demountable Wheels
Steering Wheels
Goggles
Gauntlets
Tire Display Stands
Portable Tire Racks
Radius Rods
Grease and Oil Guns
Oil Measures and Funnels
Automobile Tools

SPECIALLY ATTRACTIVE DEALERS PROPOSITION IN 30 x 3½ TIRES

Co-operation with us is the Sure means to Success. The rush is now on---Place your order NOW

Have you received our New 1918 Bicycle Catalogue? If not, write for a copy. It will invigorate your selling instinct.

HYSLOP BROTHERS, LIMITED

Shuter and Victoria Streets - - Toronto, Canada

If interested, tear out this page and keep with letters to be answered.

One of Our Popular 1918 Models



MOST hardware dealers realize the increasing popularity of the Bicycle. To-day the difficulties of transportation have increased its use a hundredfold! People of all classes are now getting astride the "wheel." The business man; the office clerk; the messenger boy; the college girl; the insurance agent; repair men, collectors, and a host of others.

The increase in bicycles will necessitate a corresponding increase in Accessories.

Many enterprising Dealers recognizing the popular demand for the HYSLOP BICYCLE have made it an exclusive line, and to-day have an ever-enlarging circle of satisfied customers.

Do you realize the possibilities in this for you? Co-operation with us will ensure ready sales and quick turnovers—will enlarge your business and increase your prestige.

Boost the Bicycle. For short hauls it takes the lead!

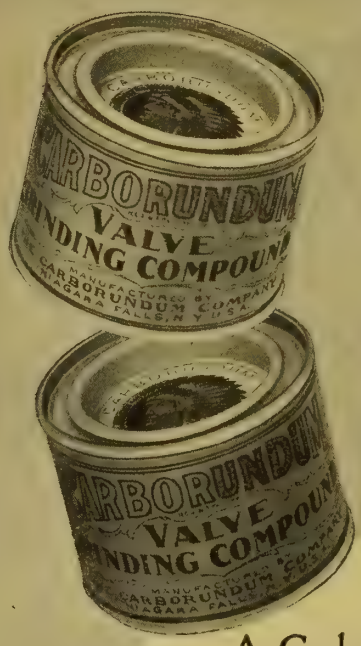
The "Hyslop" stands for 29 years of Bicycle satisfaction

Our Automobile Accessory Catalogue is now off the press. Did you receive your copy? It is a veritable encyclopedia of Accessories

HYSLOP BROTHERS, LIMITED

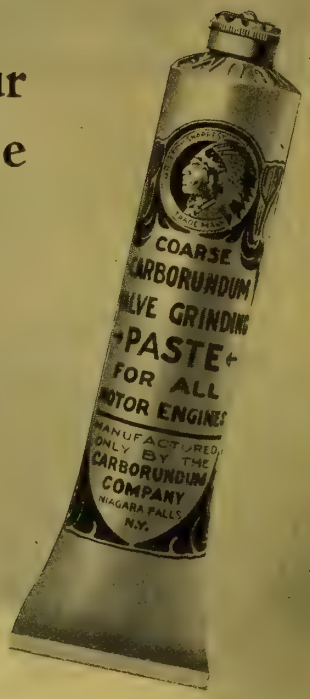
Shuter and Victoria Streets - - Toronto, Canada

If interested, tear out this page and keep with letters to be answered.



To be added to your line of automobile accessories —

Carborundum Valve Grinding Compound



A Carborundum product well worthy of the name—a well advertised sales and profit producer.—Add it to your accessory line.

Carborundum Valve Grinding Compound is an absolutely uniform mixture of Carborundum grains and a high-grade grease.—It cuts clean and fast, leaving a true, unscored valve seat, and it does its work quicker—better.

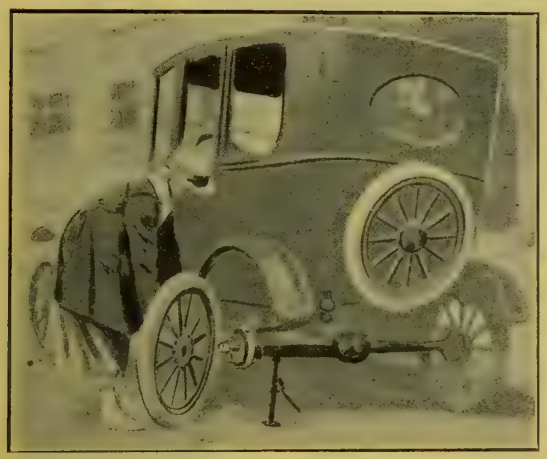
¶ In handy combination cans and tubes for the car owner. In one- and five-pound tins for the garage man.

When you order be sure that you ask for our display sales helps

THE CARBORUNDUM COMPANY

NIAGARA FALLS, N. Y.

"Uneeda" Demountable Wheel Fittings for Ford Cars



Makes the Ford Car Up-to Date



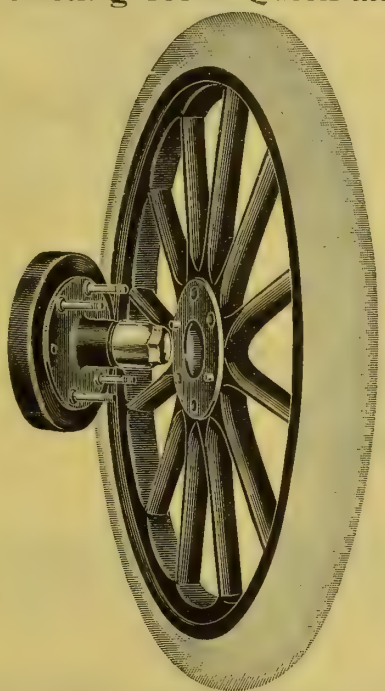
For Car or Truck

Converts the wheels of any Ford car Demountable and Interchangeable one with another. Any wheel changed in "two minutes." Spare equipped wheel always ready. Eliminate delays due to Punctures, Blowouts or Broken Wheel. Fills a need long existing for a Quick and Easy Change. In use by thousands of Ford owners.

Pays its Cost in Extra Tire Wear alone.

The Quickest and Easiest Demountable Device ever invented.

Guaranteed Mechanically Perfect.



A Ready Seller.

Retail Price: Fittings per set, including equipped spare wheel, $20.00.

Installed on car complete, $25.00.

Liberal discount to dealers.

EXCLUSIVE TERRITORY OPEN

Hardware merchants! You need this line in your business, it is a "live wire" and will pay handsome profits, something all Ford owners have long wanted. Simple to demonstrate, easy to sell and a line that will bring you big business.

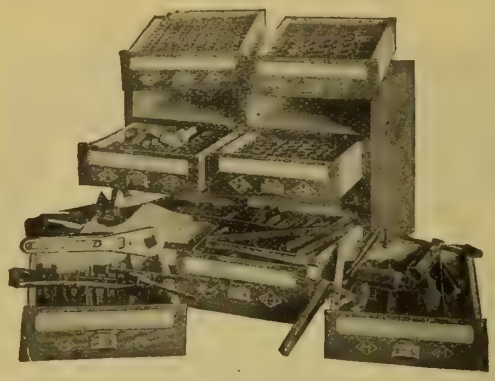
Write us to-day for descriptive literature and territory open.

Uneeda Ford Demountable Wheel Manufacturing. Co.

85 Richmond St. W., Toronto

If interested, tear out this page and keep with letters to be answered.

Mossberg Wrenches and Tools Backed by Complete Line of Dealer Helps



Socket Chest No. 300
Surely an addition to the fixtures of your store.

The several styles of free display boards offered with assortments of Mossberg Wrenches are real "silent salesmen." Each contains the particular assortment known to sell readily — get five turnovers where you have had but two by letting Mossberg free displays work for you.



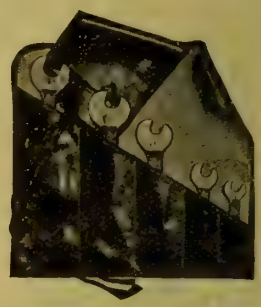
No. "Y" Display Board



Socket Wrench Set No. 14



Garage Set, No. 4
Covers all U.S. and S.A.E. nuts and screws from ¼ to ¾.



Engineer's Open End Set



Wheel Puller No. 660

Mossberg "Necessities for Fords"

Mossberg designers have made a study of Ford repairing and have produced the proper equipment for every job. "675" contains all the special wrenches needed for Ford repairing.



Repairkit for Fords, No. 675



Ratchet Reserve Brake Pedal and Tension Spring Wrench No. 645



Ford Socket Wrench Set No. 30

FRANK MOSSBERG CO., Attleboro, Mass., U.S.A.

BRANCH OFFICES (for your convenience) | **Chicago - - 180 N. Market St.** | **San Francisco, 324 Underwood Bldg.** | **Los Angeles, 503 Equitable Bldg.** | **Seattle - 214 Maritime Bldg.** | **Nashville, Tenn**

If interested, tear out this page and keep with letters to be answered.

Ford ONE-TON TRUCK

COUNTRY-WIDE interest and comment have followed the recent appearance on the market of the new Ford One-Ton truck.

It is now possible to get a serviceable commercial car of one-ton carrying capacity that also embodies the desirable qualities of Ford sturdy construction and low up-keep expense.

The Ford passenger car has proved itself the most economical and serviceable automobile in the world. And this latest Ford model differs from the standard Ford chassis only in being constructed for heavy-duty service.

The frame is built of heavy steel, and the wheel base has been lengthened to 124 inches. A worm drive is used, and rear wheels are equipped with solid tires. Front tires are pneumatic. The standard Ford motor, transmission and ignition are embodied in the truck.

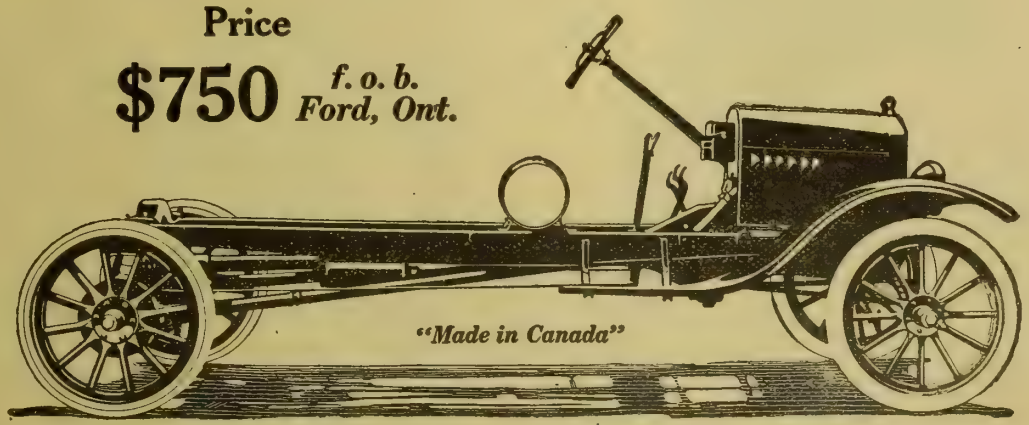
The Ford truck is supplied as a chassis only. This allows the purchaser to equip his car with any style of commercial body to suit the individual requirements of his business. It is an easy matter to get this equipment, for many of the leading body builders of Canada already have developed standard bodies of the various styles, made specially to fit the Ford truck.

Ford service has contributed in no small way to the reputation of the Ford car for day-in-and-day-out dependability. This same universally satisfactory service is available to owners of Ford trucks—an important thing to consider.

Realizing that a Ford model of the popular one-ton capacity would find immediate favor, this new truck is announced. Don't fail to see it on exhibit at the Ford service station in your town.

Price

$750 *f. o. b. Ford, Ont.*



See any Ford Dealer in Canada, or write for a catalog

Ford Motor Company of Canada, Limited
Ford, Ontario

If interested, tear out this page and keep with letters to be answered.


HERCULES
SPARK PLUGS
GUARANTEED
FIVE YEARS
MANUFACTURED BY
ECLIPSE MFG. CO. INDIANAPOLIS IND.

THE McKEE LENS SOLVES ALL HEADLIGHT PROBLEMS

Easy to Instal



No Tools Required

Safe to Ride Behind and to Drive Against

The New Ontario Motor Vehicle Law

Requires the beam of light to be thrown below a 42-inch "dead line" and a distance ahead.

The McKee standard Auto Lens does more than required by law.

Vertical and Horizontal Prisms and concave convex shape divert the road beam below the 42-inch level.

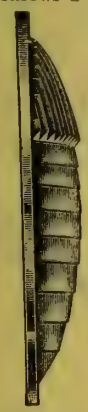
Throws a strong road beam of over 300 feet.

A wonderful side light of 100 feet, illuminating the roadside, enabling the driver to see around corners or car approaching.

An increase of the volume of light over plain window glass lens of 63 per cent. Eliminates the glare and penetrates the fog and dust.

Enhances the appearance of any car. Sizes to fit any headlight lamp.

Manufactured by and in the factory of the McKee Glass Co., the largest pressed glass factory in the world, insuring quick shipments.



SIDE

The McKEE LENS

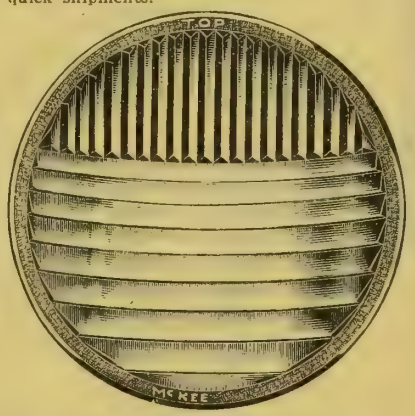
with the Concave-Convex Shape

Scientifically and Practically Perfect.

The Standard Automobile Headlight Lens

(*Patented*)

Throws the light where you want it. Officially endorsed by various States and approved by technical experts.



FACE

DEALERS: NOT ONLY IS THE McKEE THE BEST LENS MADE, BUT THE RETAIL PRICES ARE LOW—AND YOUR DISCOUNT MAKES YOU A HANDSOME PROFIT.

RETAIL PRICE LIST IN CANADA

CRYSTAL GLASS.		AMBEROID.	
5" to 8½" inclusive, per pair	$3.25	5" to 8½" inclusive, per pair	$4.50
8¾" to 9½" " " "	4.00	8¾" to 9½" " " "	5.25
9¾" to 10½" " " "	4.50	9¾" to 10½" " " "	6.00
10¾" to 11½" " " "	5.25	10¾" to 11½" " " "	6.75

Sell the McKEE Lens for Night Driving—That's when it's needed

Manufactured by

McKEE GLASS CO., WORLD'S LARGEST PRESSED GLASS FACTORY

E. S. PEASE, MANAGER CANADIAN SALES DIVISION, 700 MAIN STREET, BUFFALO, N.Y.

Stock carried in Canada. Order of your jobber or write us direct.

If interested, tear out this page and keep with letters to be answered.

Vulcanizers?—Yes—

one of the leading accessories.

You should offer your trade a complete line—the original and proven line.

Over a million motorists are using Adamson Vulcanizers with complete satisfaction. What's a better guarantee of reliability?

Adamson Vulcanizers are an exclusive line—no others like them. Moderate in price—simple in operation—convenient and dependable—they insure perfect repairs.

Why not sell the Adamson Line?—*"The line of least resistance."*

Write your jobber for attractive dealers' discount.



Model	"W"	$ 3.50
"	"T"	2.50
"	"M"	1.75
"	"E"	1.50
"	"S"	15.00

ADAMSON

Model "E" 5-MINUTE Vulcanizer

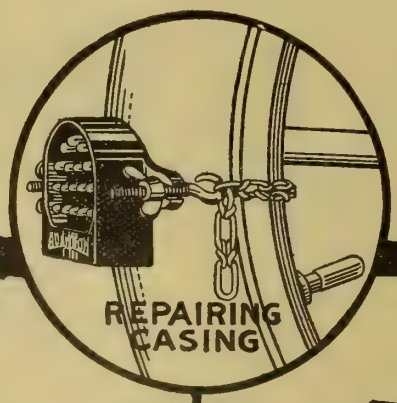


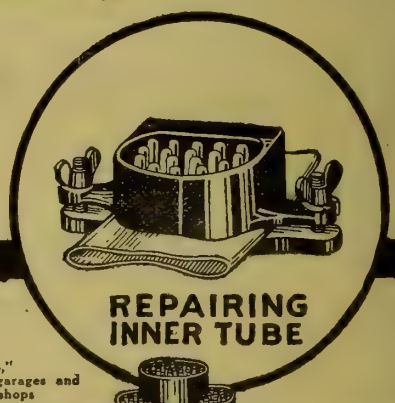
A light and handy outfit for the quick repair of tube punctures.

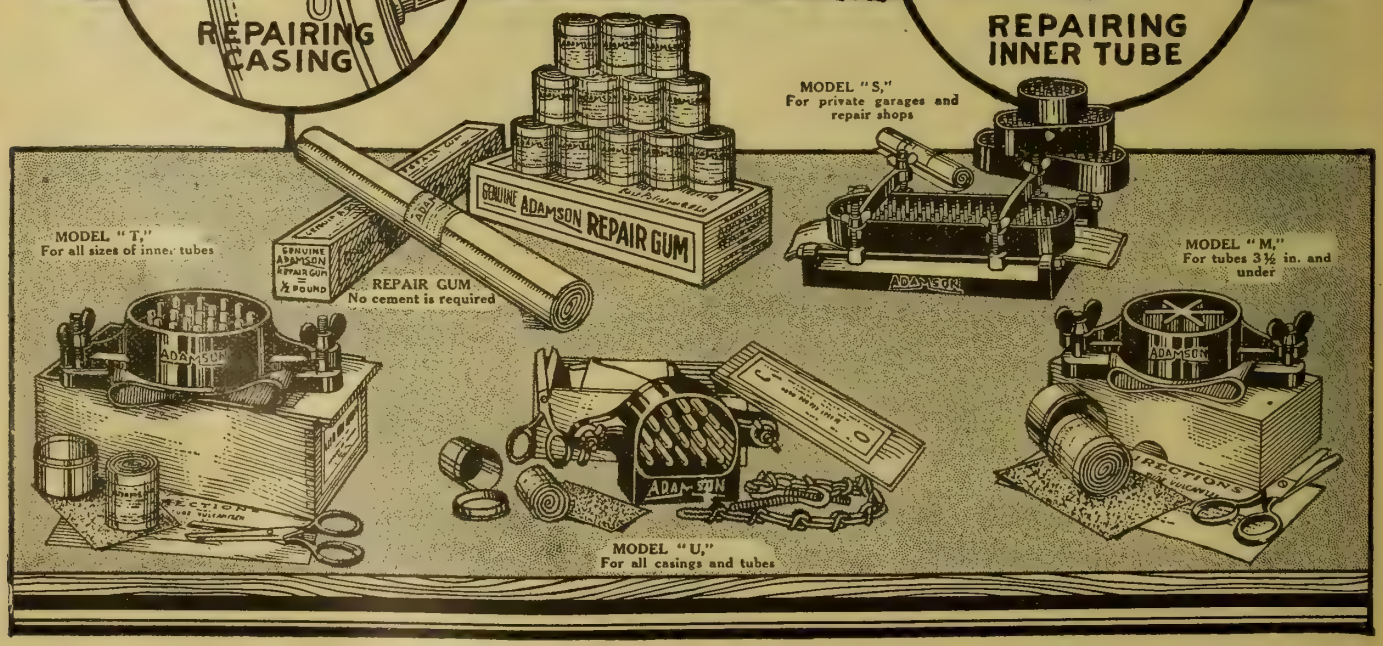
Model "E," Mailing weight 1 lb., $1.50. Extra box of 12 patches 25c.

Repair Kit Rolls, each 25c, per dozen .$2.00
One-fourth Pound Rolls, each..... .50
One-half Pound Rolls, each..... 1.00

ADAMSON MFG. CO.
HAMILTON, CAN.



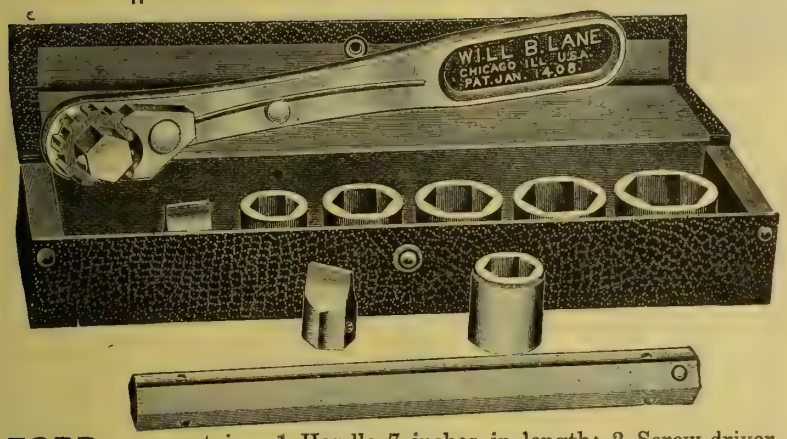




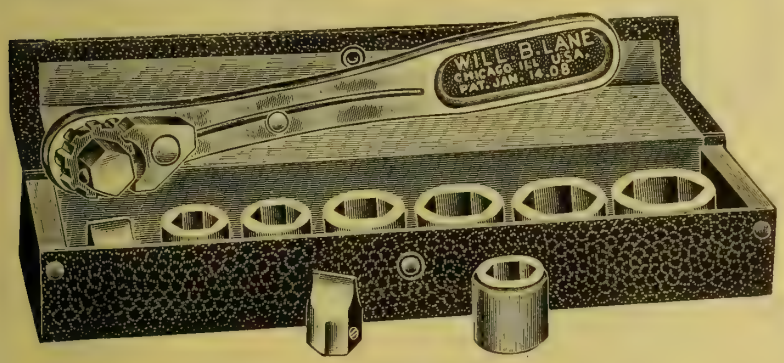
If interested, tear out this page and keep with letters to be answered.

Every New Auto in Your Town

means a new prospect for Lane's Unique Ratchet Wrench



FORD SET contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.



STANDARD SET contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex. Nuts, as follows: U.S. Standard from ¼ to ½ in.; A.L.A.M. Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 to ⅝ in.

This spring will see more motor cars in your town than ever before (it is expected there will be 100,000 new cars in Canada this season).

Get right after the new owners. They form the best class of prospects for Lane's Unique Ratchet Wrench. This handiest of auto tools is easy to display and always catches the eye of the ardent motorist. It is so very practical, so obviously "just the thing" for motorists that it requires merely suggestion on your part to create sales.

Lane's Unique Ratchet Wrenches are machine made throughout of the best material. Sockets are turned from Bessemer Steel and are warranted not to break or spread.

Get prices from any of these jobbers

BRITISH COLUMBIA
Millen & Son, Ltd., Vancouver.
Wood-Vallance & Legatt, Vancouver.

ALBERTA
Marshall-Wells Alberta Co., Edmonton.
Wood-Vallance & Adams, Calgary.
Merchants Hdwe. Specialties, Calgary.
The Chapin Company, Calgary.
Motor Car Supply Co., Ltd., Calgary.
Great West Saddlery Co., Edmonton.
Great West Saddlery Co., Calgary.

SASKATCHEWAN
J. H. Ashdown Hdwe. Co., Saskatoon.
Bowman Brothers, Saskatoon.
Western Motor Supply, Ltd., Regina.
W. W. Cooper Co., Swift Current.
Great West Saddlery Co., Regina.
Great West Saddlery Co., Saskatoon.

MANITOBA
J. H. Ashdown Hdwe. Co., Ltd., Winnipeg.
Marshall-Wells Hdwe. Co., Ltd., Winnipeg.
Wood-Vallance & Co., Winnipeg.
Great West Saddlery Co., Winnipeg.
Merrick-Anderson Co., Ltd., Winnipeg.
Miller-Morse Hdwe. Co., Ltd., Winnipeg.
Michael Ert, Ltd., Winnipeg.

ONTARIO
Hobbs Hardware Co., London.
D. H. Howden & Co., Ltd., London.
London Engine Supply Co., London.
Wood-Vallance & Co., Hamilton.
Alexander Hardware Co., Hamilton.
H. S. Howland, Sons Co., Ltd., Toronto.
Kennedy Hdwe. Co., Toronto.
Aikenhead Hdwe., Ltd., Toronto.
Rice Lewis & Son, Ltd., Toronto.
Millen & Son, Ltd., Toronto.
A. Chown & Co., Kingston.
Edwin Chown & Son, Kingston.
W. B. Dalton & Sons, Ltd., Kingston.
Thomas Birkett & Sons Co., Ottawa.

QUEBEC
Caverhill, Learmont & Co., Montreal.
Lewis Brothers, Ltd., Montreal.
Millen & Son, Ltd., Montreal.
Mechanics Supply Co., Quebec.
J. H. Mitchell & Co., Sherbrooke.
La Cie Codire & Fils, Sherbrooke.

Will B. Lane, 180 North Dearborn St., Chicago, Ill.

If interested, tear out this page and keep with letters to be answered.

IVER JOHNSON

What's in a Name?

A great deal when that name is "Iver Johnson."

Ask any man, woman or child who can read the name of the safest revolver. Quick as a flash comes the answer, "Iver Johnson."

Ask the cyclist what bicycle rides the easiest, and wears the best, and the answer will be "Iver Johnson."

If you canvass sportsmen for name of the finest shot-gun for the price, nine out of ten will vote "Iver Johnson."

For nearly a half-century we have been building the highest quality into our products. And we haven't kept quiet about it either. Iver Johnson advertising is on a par with its merchandise, and the two form an ideal combination for the dealer. Iver Johnson products satisfy the consumer—always, and they give prestige to the dealer who carries them.

Write for Catalogues of Bicycles, Firearms, Motorcycles, etc.

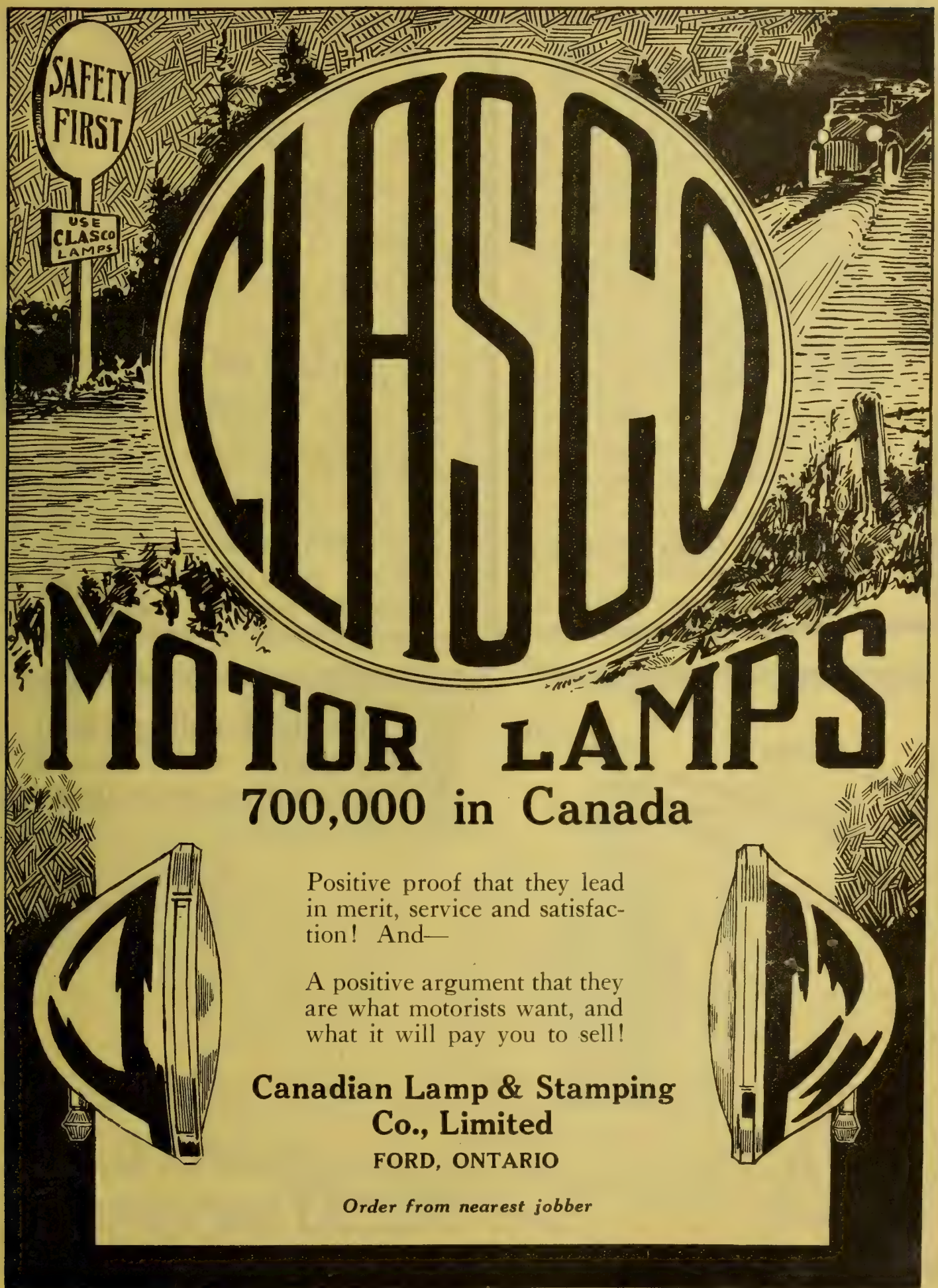
Iver Johnson's Arms & Cycle Works

330 RIVER STREET, FITCHBURG, MASS.

NEW YORK: 99 Chambers Street **SAN FRANCISCO: 717 Market Street**



If interested, tear out this page and keep with letters to be answered.



CLASCO

MOTOR LAMPS

700,000 in Canada

Positive proof that they lead in merit, service and satisfaction! And—

A positive argument that they are what motorists want, and what it will pay you to sell!

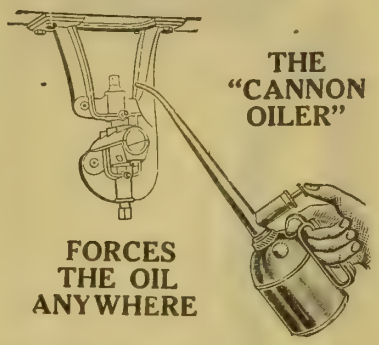
Canadian Lamp & Stamping Co., Limited

FORD, ONTARIO

Order from nearest jobber

If interested, tear out this page and keep with letters to be answered.

CANNON OILERS



THE "CANNON OILER"

FORCES THE OIL ANYWHERE

Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
Ask any Thresherman, Mechanic or user.
A sure good sale and splendid profit.

Name Copyrighted.
Original Patents Owned.
All Rights Reserved.

Order NOW of Your Jobber.

Manufactured only by

The Cannon Oiler Company

Successor to R. E. Bloomer

Keithsburg, Illinois, U. S. A.

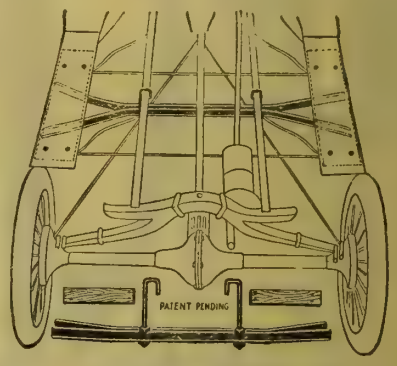
Sell Accessories That Make Pleased Customers

Presto

BODY BRACE AND RUNNING BOARD SUPPORT

Doubles the Life of the FORD CAR

Takes away all the wear and tear of unequal distribution of weight. It equalizes the spring action. Holds the car and all mechanical parts in a natural position. Prevents sideswaying and broken springs. Holds the drive shaft in position. The Presto Body Brace and Running Board Support makes the whole frame rigid and prevents running boards sagging and breaking away from fenders.



Easy To Install

Dealers: This is your opportunity to be first in your city with the best Body Brace on the market to-day.

Price in Canada $4.65

Write for catalog of 100 Presto Accessories of great merit.

METAL SPECIALTIES MFG. CO.

338-352 N. Kedzie Ave., Chicago, Ill.

ADAMS-JOHNSON LUMBER CO.
307 Beacon Bldg.
OAKLAND, CAL.

March 31st, 1916.

H. W. Johns-Manville Co.,
San Francisco, California.

Gentlemen:

Your letter of the 30th, asking in regard to the Regal roofing paper which we recently took off of the buildings at our yard at Chico, California, has been received, and in reply will say that your r-ply Regal roofing had been used and had been on the building for about five years.

It had never been coated or painted since laid. I had it taken off under my personal supervision, and found it to be in excellent condition. It did not crack or tear easily, and I had all of it relaid on our new lumber shed. I will be glad to show it to your man or anyone else who desires to look at it any time. We are recoating it and expect it to last for many years. I will also add that we took the old cleats off in such a way that we did not find it necessary to strip the edges, and out of 3,200 ft. removed we did not lose over 100 feet by torn spots, where the paper had cemented itself to the roof because of pitch boards and excess paint in the paper.

Yours very truly,
(Signed) S. J. JOHNSON,
Secy. and Treas.

"—on the building about five years—never coated or painted since laid"

So says Mr. Johnson in his letter about Regal Roofing, and Mr. Johnson's experience isn't unusual. Customers everywhere tell us of applications that are giving service equally as good. There's a big market for Regal Roofing and there's a good profit for the man that sells it. Ask our nearest branch for the complete story.

JOHNS-MANVILLE SERVICE
COVERS THE CONTINENT
© H-M CO

JOHNS-MANVILLE REGAL ROOFING

If interested, tear out this page and keep with letters to be answered.

Quiets Rattling Doors

Most auto doors get to rattling sooner or later—and motorists are sure buyers of a sure remedy. Here it is—a simple little affair of spring steel that can be screwed to the door jamb in a jiffy. Bye-bye rattles! Show it on our classy display card and it sells itself —at 25c a pair.

Order from Your Jobber



Fernald Auto Door Anti-Rattler

Made by

Fernald Mfg. Co.
North East, Pa.

"THE *defects* of a poor bicycle are remembered long after the *price* is forgotten."

That remark of a prominent Ontario bicycle dealer sums up the experience of many dealers.

C.C.M. Bicycles sell faster and easier each season, because riders remember their many good qualities and realize that the price is quite reasonable.

They help to build good-will for the dealer, besides yielding a good profit.

Desirable agencies are still open in a number of territories.



Russell-Maxim Spark Plugs

Improved design promises to be big sellers

The new *3-in-1 Terminal* greatly simplifies stock keeping and makes it easy to fit cars with the proper model.

See the C.C.M. salesman or write for wholesale prices and full particulars to

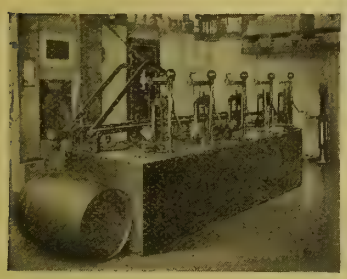
Canada Cycle & Motor Co., Ltd.

Montreal Toronto WESTON Winnipeg Vancouver

Study the Pictures



Loss—Danger—Inconvenience Without the BOWSER.



Profit—Safety—Convenience With the BOWSER.

No question about which is preferable

The two illustrations above are from actual photographs and vividly picture the advantages of a Bowser equipped oil room.

You can install this modern equipment and handle your paint oils with profit—safety—and convenience, and know that in the Bowser you get the best that money, expert workmanship and the experience of 32 years can produce.

Interesting literature will be sent on request. No obligation.

S. F. BOWSER & CO.
Incorporated
TORONTO, ONT.

Sales Offices In All Centres — Representatives Everywhere

BOWSER ESTABLISHED 1885

Paint Oil Storage Systems

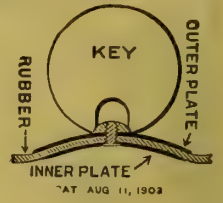
Feature These TRADE MARBLE'S MARK Specialties NOW!

—they're all good sellers to-day, to-morrow and every day throughout the year—but particularly good just now. Stock them—give them prominence in your show-case and window displays. They're real trade-builders that will create good-will and sales for you. Prices quoted are list—worth-while discounts to dealers.

Marble's Ezy-Quick Repairers



Mend anything of rubber, canvas or leather—boots, shoes, boats, tires, waders, rubber bags, etc. An absolutely air and waterproof patch. The illustration shows how to apply. Key draws plates together tightly. Won't hurt or irritate feet. 3 sizes in bulk or on self-selling card. List, 10c, 15c, 20c each.





Marble's Safety Axes

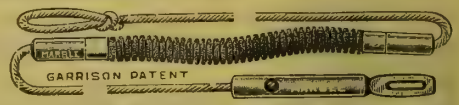
A quarter million now in use and sales growing stronger every day. Big sellers all the year round. Several styles—one shown here is No. 5.
No. 2—Steel handle. Weight, 20 oz. Length, 11". Solid tool steel blade, 2⅜ x 4". Price, $2.50.
No. 5—Hickory handle. Weight, 16 oz. Length, 11". Solid tool steel blade 2½ x 4½". Price, $1.50.



Marble's Hunting Knives

known the world over because advertised everywhere—popular the world over because they are quality knives that do the work for which they're intended.
A score of styles and sizes to meet every hunter's idea of what a knife ought to be. Knife illustrated is Marble's famous **Ideal.** List prices, $2.25 to $3.50, including sheath.

Marble's Anti-Rust Ropes



Prolong the life of a gun. Soak them with Nitro-Solvent Oil and draw them through the bore of the gun, when it is laid away. Keeps out dust and rust—keeps bore of gun like new. Ideal for revolvers or guns that are seldom used. Thousands in use. Feature them NOW. Made for all calibers and gauges.
For Rifles and Shotguns, 50c.
For Revolvers, 25c.

Trade Supplied By Jobbers

Write for catalog showing entire line of Marble's 60 Specialties for Sportsmen.

Marble Arms & Mfg. Company

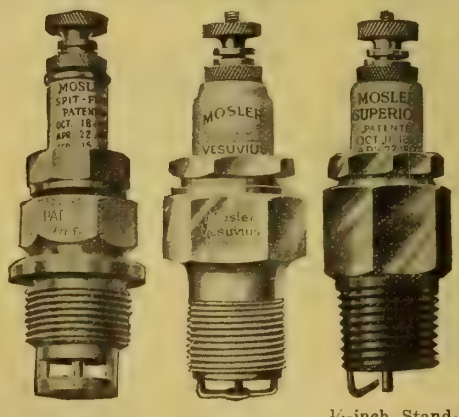
000 Delta Ave., Gladstone, Mich.

DEALERS IT WILL PAY YOU TO GET ACQUAINTED WITH US

The Hardware Dealer is the logical merchant to handle automobile supplies. It rests with you whether you will hold your farmer trade and increase both it and your local connections by selling a line of staple automobile supplies. Dealers all over the country are finding this to be true. We specialize in a few lines only of nationally known goods and represent the manufacturers exclusively in Canada. We are at your service with lowest prices. We are Canadian agents for

MOSLER SPARK PLUGS

19 Years on the Market



Spit Fire $2.00 — "Vesuvius" $1.25 — ½-inch Standard, the Ford Size "Superior" $0.75

Three Grades—a Type for Every Motor.

FRACTORS

The solution of the Headlight Problem

Fractors are made of clear, transparent glass in a cup-shaped form, with a series of prisms on the lower or outer surface. They fit directly under the lamp bulb, and, while they allow the light to pass through, and do not therefore obstruct or absorb it, the light rays are simply "bent" forward and thrown in a downward direction from both the upper and lower parts of the reflector, projecting practically all the light below a line 42 inches above the road level.
Photographs and tests show that they give the driver ample illumination on the roadway and at the roadside, and that the pedestrian in front of the lamps receives very little of the reflected light and will not be dazzled by the glare.
Fractors are made in one size only, which fits all lamps and can be quickly fitted by anyone in a few moments. The present lenses or headlight glasses are not displaced. They are sold at $3.85 per pair in Canada, and are being marketed by the Canada Sales Company, 183 Church Street, Toronto.



The simplest and most logical device to avoid glaring headlights. One size fits all lamps. A big selling line.

A Catalog for each line. **DEALER AGENTS WANTED.**

CANADA SALES COMPANY

183 Church Street, Toronto

Free information on Air Compressors, all types. "HANDY" Electrical Plugs, Switches, Connectors, Trouble Lamps, etc. Tungsten, Carbon, Nitrogen Bulbs, all types. Regular and Automobile. Ford Ignition and Spark Plug Wires, Lighting and Ignition Cables. Automobile and Electric Fuses. Electrical Supplies. Electric Fixtures and Glassware.

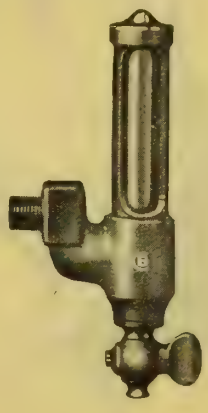
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AN OPPORTUNITY
For the Hardware Dealer

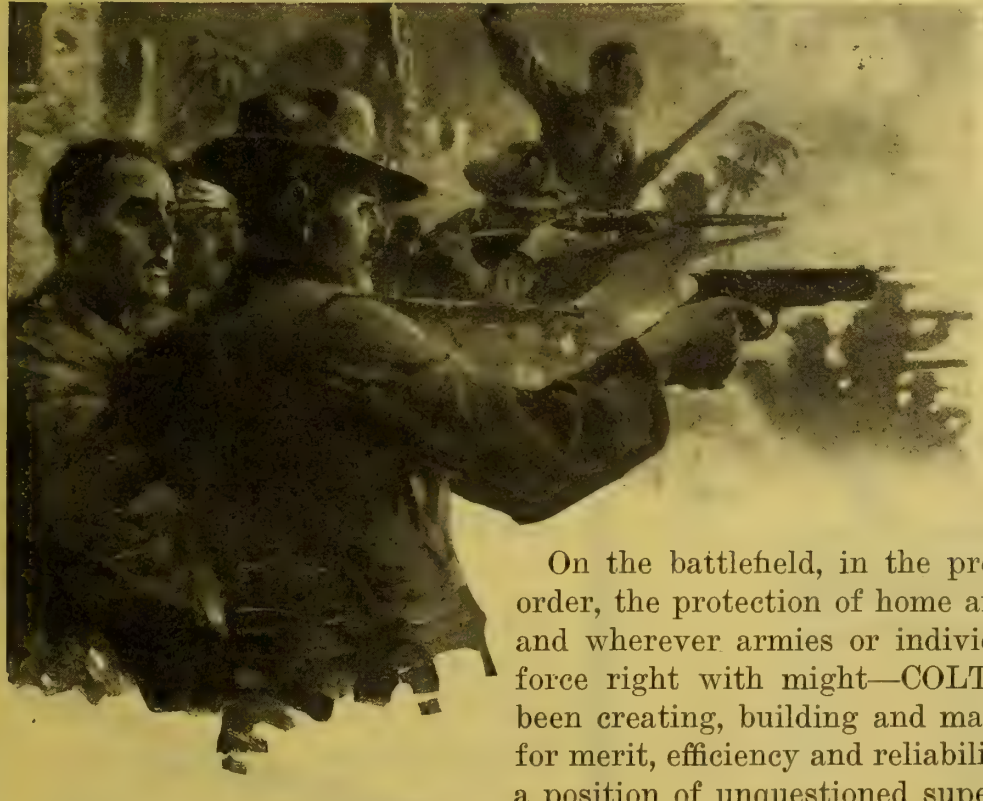
The CB oil gauge is a real necessity and every Ford owner is a prospect. The best and cheapest insurance against burnt-out bearings. Always indicates the exact oil level and banishes the danger and uncertainty of "guessing." Can't clog, leak or come apart. Record seller for four years. Retail or list price, 75c; dealer's price, 45c, plus duty. Handled by leading jobbers of United States and Canada. If your jobber cannot supply you, write us direct.

STOPPIT RADIATOR CEMENT



is a sure cure for leaky radiators, representing the best to be had in an efficient, yet popular priced radiator cement. Like a good detective, Stoppit never leaves the trail until the leak is found and stopped. Positively harmless. Stoppit presents a very attractive appearance, being packed in metal containers lithographed in three colors. Retail or list price, 50c; dealer's price, $3.00 per dozen, plus duty. If your jobber cannot supply you, write us direct.

CUMINGS BROTHERS
FLINT, MICH.



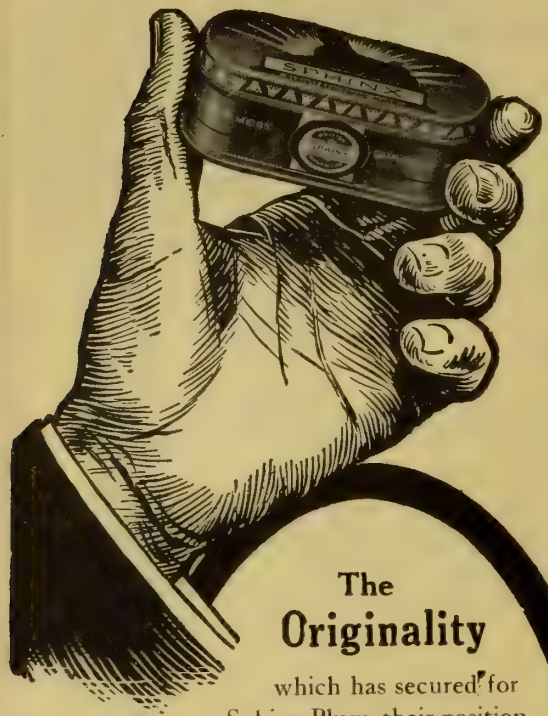
COLT
Firearms

"THE PROVEN BEST BY GOVERNMENT TEST."

On the battlefield, in the preservation of law and order, the protection of home and country—whenever and wherever armies or individuals have had to enforce right with might—COLT'S FIREARMS have been creating, building and maintaining a reputation for merit, efficiency and reliability that has resulted in a position of unquestioned superiority.

Colt's Patent Fire Arms Mfg. Co., Hartford, Conn., U.S.A. or A. MacFarlane & Co., Coristine Bldg., Montreal

If interested, tear out this page and keep with letters to be answered.



The Originality

which has secured for Sphinx Plugs their position of honour throughout the world also finds expression in the mode of their packing.

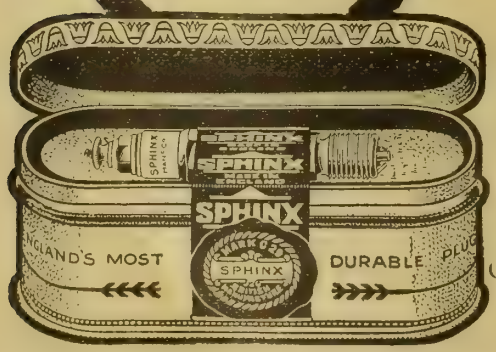
The arrangement is such that without breaking the seal which holds the

"SPHINX"

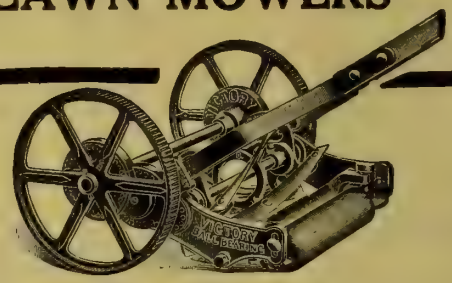
plug in the box, the lid may be lifted, revealing a removable card fully descriptive of the type of plug. Thus the obvious merit of sealing is coupled with the equally essential advantage of knowing precisely whether the plug under the seal is the pattern suitable for the purpose in view.

Sole Agent for the Dominion of Canada:

W. T. EVANS
1684 St. Urbain St.
MONTREAL



TOWNSEND'S
LAWN MOWERS



BUILT LIKE A WATCH

TOWNSEND MOWERS are superior in every feature of design and construction. In strength, durability and high character of work they do, they have no rivals.

No Noise but the Swish of the Blades

All Blades are of crucible steel, oil tempered. Ball Bearings originally adapted to lawn mowers by Mr. Townsend, insure easy, quiet operation. Triple Compound Gears permit of maximum strength with minimum weight. They are entirely enclosed and prevent dirt or grass clogging the pinions. Handsomely finished in colors and gold.

We manufacture a full line of mowers for use on Golf Courses. Send for complete illustrated catalogue and trade terms.

S. P. TOWNSEND & CO.
ORANGE **NEW JERSEY**



THIS hanger in every carton helps you sell the

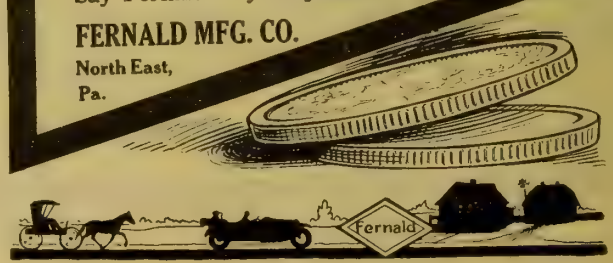
Fernald Quick-Shifts

—the device that stops buggy shaft noises and permits instant interchange of shaft and pole.

You'll say they're the quickest little purse openers that ever crossed your counter

Say Fernald to your Jobber.

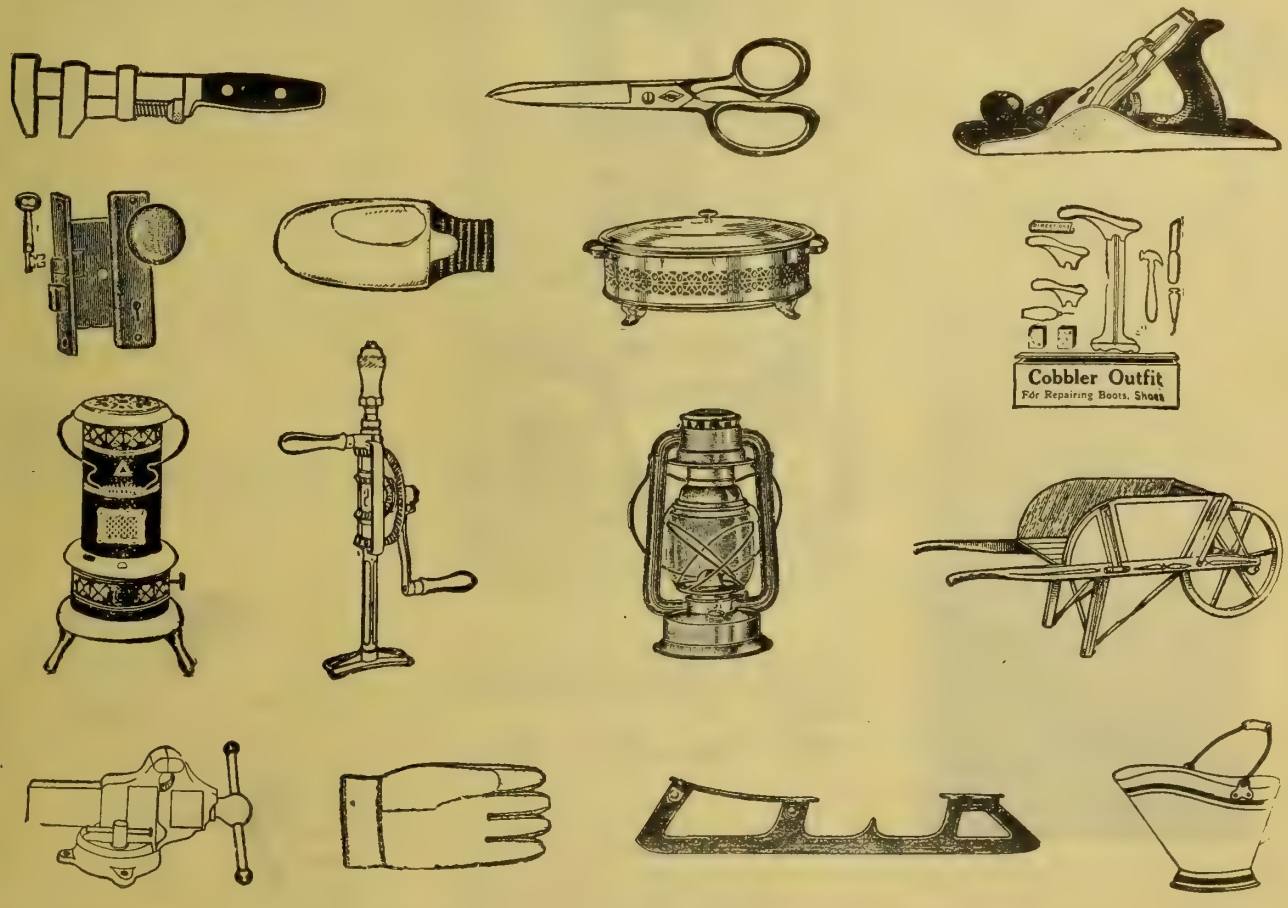
FERNALD MFG. CO.
North East,
Pa.



The Life of the Ad

THE retailers who are securing best results from their newspaper advertising are those who are using illustrations in their advertisements. Just as a mail order catalog would be dead without illustrations, so is the average consumer advertisement when illustrations are omitted.

Canadian retail hardware merchants can secure attractive illustrations through HARDWARE AND METAL'S Electro Service. Mounted electros are supplied at a cost of 20c each. Booklet showing 365 electros will be supplied on request. Address below.



HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

143-153 University Avenue, Toronto, Canada

If interested, tear out this page and keep with letters to be answered.

Sir Adam Beck says:

"In the near future a new rate would be given that would render it possible for the small householder to substitute electricity for gas."

Address before the Hydro-Electric Railway and Municipal Electric Association, Toronto, February Thirteenth.

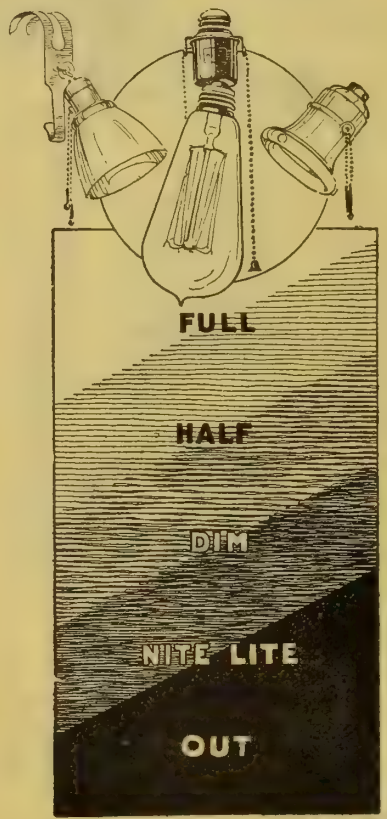
THIS is the time for action. Even to-day your customers are thinking *Electricity*—Electrical heating, cooking and lighting appliances—what about you? Are you ready now with a stock of

"BENJAMIN" DEVICES

that go to make Electricity a better servant in the home? Note these--

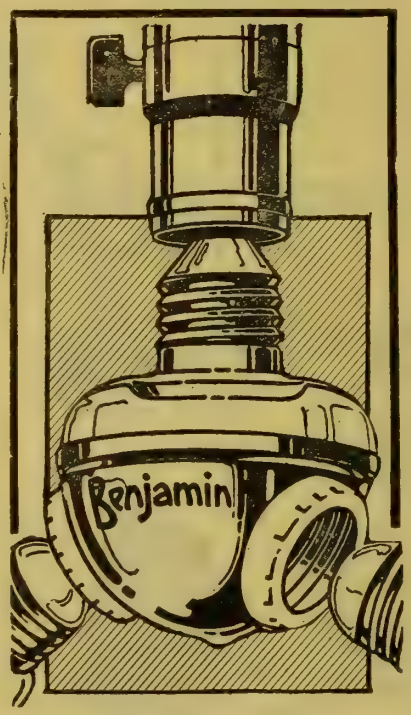
DIM-A-LITE

Enables you to turn Electric light up and down like gas.



—full-on, half-on, dim, down to a mere "speck" or entirely off—a great convenience and an economizer of electricity.

The "Dim-a-lite" comes in three forms: As an attachment to screw into the socket, as a permanent fixture, or as a portable with cord and plug.



Benjamin "92" Two-Way Plug

—just the thing to obtain an extra outlet for household electrical appliances from one socket.

Every electricity-using customer you have is a prospect for one or more of these plugs. With the Spring and Summer coming and the more general use of all kinds of heating, cooking and lighting appliances, the **Benjamin 92** "will have a big sale." Stock up now.

C-H Seventy Fifty SWITCH

Its place is on the cord of an iron, toaster, percolator, heater or any electrical appliance—just at the location desired—no reaching, no walking, to turn current on or off—no wasted current—because the *"Seventy Fifty Switch"* will always tell the operator when the iron is on or off. A new thing—comes in counter display box of ten. *Send trial order to-day.*



Counter and window displays of these articles will serve as a timely reminder.

The Benjamin Electric Mfg. Co. of Canada, Limited

11-17 Charlotte Street, Toronto

Write for new pamphlet telling "How to Make Electricity a Better Servant."

If interested, tear out this page and keep with letters to be answered.



Thousands of city men will be doing their bit on the farm this year

The Government's scheme for obtaining increased production goes into effect immediately. Men from classes not called to the colors and exemptees will be asked to volunter for farm work, thereby ensuring for the farmers much needed help. Wide-awake hardwaremen will stock

Carhartt Dollar Gloves

for this green labor certainly will need gloves. Here is the chance of a lifetime—with a full range of Carhartt Gloves and Mitts you are certain of good glove business.

CARHARTT GLOVES are unequalled for Driving, Motoring and all heavy work. The railway man, the mechanic and the farmer know and appreciate them. They bring you repeat business.

Write for styles, prices, terms.

Hamilton Carhartt Cotton Mills, Ltd.

TORONTO UNIT

Toronto, Montreal, Winnipeg, Vancouver, Liverpool

If interested, tear out this page and keep with letters to be answered.

Lighter Day High Oven Range

Four Models for 1918

This complete line in four styles of finish and a range of prices will make the Lighter Day a more attractive seller than ever. And that is saying something.

There is the Porcelain Enamel Range Model E.

The Model N with nickeled doors and panels.

A blue-polished steel finish Model P, and a low-priced Model L to meet the demands for a cheaper High Oven Range. All models are the same high grade construction and fully guaranteed.

NEW CATALOGUE showing complete line of Ranges, Heaters, Turnovers and Hot Water Systems, is now on the press. Write for a copy.

Clare Bros. & Co., Limited

PRESTON :-: WINNIPEG

If interested, tear out this page and keep with letters to be answered.



"Fixtures Are Everything"

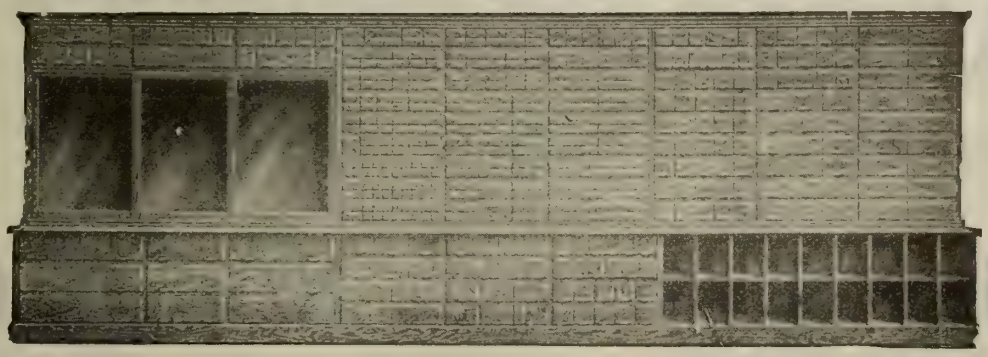
—MAY BROTHERS

THE above illustrated store interior shows the east side of May Brothers' hardware store in West Toronto. It can be readily seen that the equipment is more than ordinarily attractive and that besides being attractive is arranged to facilitate service.

This is the second May Brothers' store equipped with Cameron & Campbell fixtures (evidence of the excellence of this service).

Cameron & Campbell fixtures — shelving, display, counters, screw cases, etc., encourage salesmen to be systematic and neat. They eliminate waste of goods and time. **Write for descriptive matter.**

This is a hardware wallfixture showing Cameron & Campbell's metalshelf boxes and display case.



This fixture can be supplied in any finish. Send roughplan of your requirements and we will quote on same.

CAMERON & CAMPBELL - TORONTO

Sole Manufacturers

If interested, tear out this page and keep with letters to be answered.

For Your Spring Drive

You Will Require

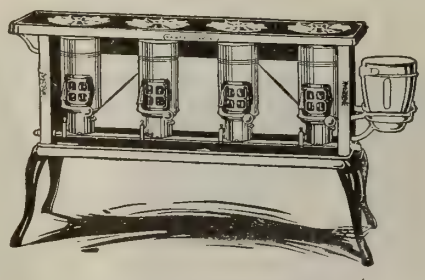
"U. S." Poultry Netting



NETTING is as strong as its weakest wire. All wires in "U.S." netting are No. 19 gauge. Examine most other makes and you will find some all No. 20 gauge, others with cross wire No. 20 gauge. It is the cross wires that break.

BLACK SCREEN CLOTH
GALVANIZED SCREEN CLOTH
BRONZE SCREEN CLOTH
GARDEN RAKES
SPADING FORKS
GARDEN TROWELS
GRASS SHEARS
SCREEN DOORS
SCREEN WINDOWS
SPRING HINGES
SCREEN DOOR SETS
LAWN MOWERS
LAWN ROLLERS, ETC., ETC.

PERFECTION OIL HEATERS



STOVES AND OVENS

Oil Heaters, No's.....	520	525	530	630
Oil Stoves, No's	32	33	34	
Oil Stove Ovens	21G	22G		

Rice Lewis & Son, Ltd.

Victoria Street - - Toronto

If interested, tear out this page and keep with letters to be answered.

The New Military Outfit



---the razor you
need never hesitate
to recommend to your
customers—the razor that
you can sell without taking
your customer's money until he is
satisfied that the exceptionally good
service given warrants the investment.
In other words—we authorize every dealer
to place AUTOSTROP RAZORS ON
THIRTY DAYS' TRIAL. You or your
patrons take no chance whatever—customer
is guaranteed service—you are guaran-
teed against loss. Reap the benefit
of our extensive consumer adver-
tising by using our attractive
displays in your windows.
Write for your Auto
Strop window dis-
play material
to-day.

Made in Canada. ***Stocked by all Jobbers.***

AUTOSTROP SAFETY RAZOR CO., LIMITED, 83-7 DUKE ST., TORONTO

If interested, tear out this page and keep with letters to be answered.

If you were asked for a Bacon Truck—?

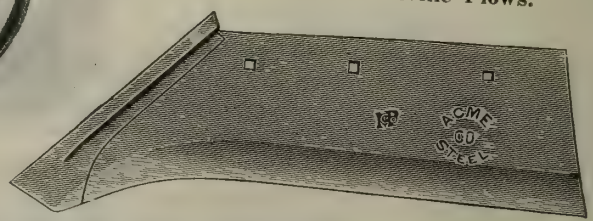
Suppose a manufacturer in your town stepped in to your store and asked for a certain style of truck peculiar to his business.



Would you say, "I may be able to get one"? Or, would you say, "Yes, I can get you a Watson Truck just built for you. I'll show you an illustration"? And your manufacturer would catch something of your enthusiasm and confidence, and entrust his order with you.

If you have the Watson Truck Catalogue and study what it contains, you are prepared to capture all the truck business in your locality. There is a Watson Truck for every ordinary purpose and you can always get quotations on any special truck, or on any rough sketch you submit.

We carry a stock of shares for Moline and Janesville Plows.







John Watson Mfg. Co. LIMITED

311 CHAMBERS ST. WINNIPEG

The American Hone Co.

make more patterns of Razor Hones than any other plant in the world. Special shapes, sizes, brands and packages supplied to jobbers.

Here are a few hones that should be on your shelves:

VELVET EDGE	BLACK EAGLE	AMALGAMITE
LIZONE	CRESCENT	THREE LINE
1915 CARBO	PINAN'S	MORAINE
	LITTLE JOHNNY	LITHO STROP

Facts about the American Line OF RAZOR HONES

We are exclusive makers of Cushion Strop-Back Hones (the Hone and Strop combined) and Hone Handle Strops.

American Hone Co., Olean, N.Y.

C. C. CRAIG CO., WINNIPEG

Western Representatives

If interested, tear out this page and keep with letters to be answered.



Polar Cub Electric Fan

REG. U.S. PAT. OFF.

Polar Cub Warns You!

He remembers how, last summer, stores everywhere sold every Polar Cub Electric Fan they had on hand—and were wiring the factory for more. But they couldn't all get them—'twas too late. So while hundreds of thousands were sold, thousands of more sales were lost.

Don't lose those profits this summer.

Be prepared for the hot-weather demand. Be prepared to cash in on the big sales-making 1918 Polar Cub advertising campaign. Place your order early. Guard against last-minute delays.

1918 Features:

Motor—Beautifully nickel-plated.
Blades—Black Japan.
Mica filled Commutator.
Two speeds and stop.
Die-cast frame.
Bearings are integral part of die-casting.
Cannot get out of alignment.
Fan adjustable to any angle.
Equipped with 8-ft. cord and plug.
Many other refinements.

All exclusive features above for retail price of $8.50 on the 6" Fan.

Polar Cub Nine-inch Fan

with same exclusive features, only larger motor and stand, retail price $12.00.

The A. C. Gilbert-Menzies Company, Limited
439 King St. West
Toronto, Ontario

$8.50



It Will Pay You to Investigate



Mayhew Punch 490 Series
ASSORTMENT

This display case contains 2 dozen of Mayhew's new embossed, hand forged, electrically tempered, patented, SOLID CENTRE, PRICK and PIN PUNCHES in ½" and 13/32" Body.

PRICE $4.50 per assortment.

Extra Punches may be obtained separately.



Sportsman's Balances
Brass, Nickel Plated

Length overall, 3¾", exclusive of hooks.

Put up six on attractive Display Cards. Weighs from ¼ to 15 lbs. and is indispensable for Housewives, Sportsmen, Physicians, etc.

PRICE $4.50 per dozen.



White Mop Wringers

give complete satisfaction.

Size No. 0.....$2.75 each
Size No. 1.....$2.00 each
Size No. 3.....$1.80 each



Stilson Wrenches

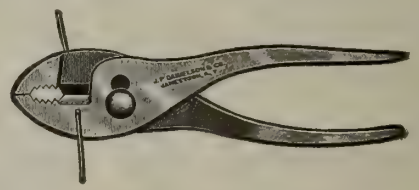
Size	Genuine	Stilson Pattern
8	$1.30	$1.00
10	$1.45	$1.12½
14	$2.00	$1.60
18	$2.85	$2.25

The Genuine Stilson Wrench needs no recommendation. Our Stilson Pattern Wrench carries our full guarantee.



Crescent Adjustable Auto Wrenches

Stock will be complete in course of a few days—prices on application.



Combination Plier

6" full Nickel ..... $6.00 doz.
6" Black ..... $2.25 doz.

Prompt delivery on all orders

Lyons & Marks

38 Yonge Street, Toronto, Ont.

If interested, tear out this page and keep with letters to be answered.



We solicit your enquiries and orders for all glass required for buildings, pictures, etc.

We offer attractive prices and ensure prompt delivery.

In the face of the difficulties in shortage of production and railroad transportation due to war conditions, we have succeeded in keeping on hand a fully assorted stock of glass for building, including our

"Red S" Brand Window Glass

Plate, Figured, Stained, Wired, Bent, Mirror and Ornamental Glass

SEND YOUR ORDER TO-DAY TO ENSURE AGAINST DELAY IN TRANSPORTATION.

THE TORONTO PLATE GLASS IMPORTING CO.

Glass Benders to the Trade

DON ROADWAY **Limited** **TORONTO**

If interested, tear out this page and keep with letters to be answered.

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

Acme Waste Mfg. Co.

Cotton and Wool Waste Manufacturers

482 Wellington Street West, Toronto, Ont.
5 Queen Street, Montreal, Que.

Western Representatives:
P. A. C. McINTYRE & CO.
206 Scott Block, Winnipeg, Man.

Write to any one of these places when in need of waste.

C. KLOPFER, LIMITED

Edward Halloran, Manager
44-50 Wellington Street East, TORONTO
And at Guelph

IRON and STEEL
HEAVY HARDWARE
AUTOMOBILE ACCESSORIES

Arctic Metal

QUALITY

should be the first consideration when purchasing Babbitt Metal. Order Arctic Metal and satisfaction is assured.

"We guarantee what we make"

Tallman Brass & Metal Co.
HAMILTON, ONT.

LACE LEATHER

in
Sides, Backs and Cut;
Raw-Hide and Tanned

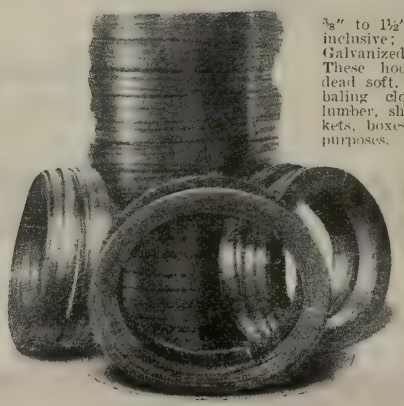
W. TAYLOR
TANNER
PARRY SOUND, ONT.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

COLD ROLLED STEEL HOOPS



⅜" to 1½" wide, No. 23 to 29 gauges, inclusive; Blue, Black, Painted or Galvanized, in coils, or cut to length. These hoops are box band quality, dead soft, suitable for packing hoops, baling cloth, waste, etc.; bundling lumber, shingles, etc.; reinforcing baskets, boxes and hampers, and kindred purposes.

Also

Box Strapping, Bale Tie Buckles, Lead Seals, Corr. Fasteners, etc., etc.

J. N. WARMINTON & CO.
MONTREAL

If interested, tear out this page and keep with letters to be answered.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our
CUTLERY
By seeing that this exact mark is on each blade

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

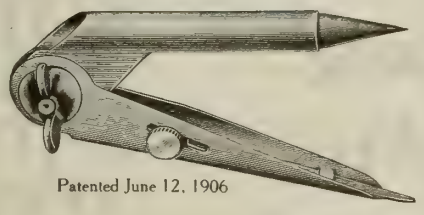
Look for the full name
Russell Jennings
stamped on the round of our
Auger Bits
The original double twist auger bit, patented by Mr. Russell Jennings in 1855
Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

Mr. Manufacturer, We Get Results in the West



This organization includes a bunch of live salesmen who are calling regularly on both the wholesale and retail trade throughout Western Canada. We are getting good business for our clients because we know our field thoroughly and cover it often. If yours is a good line we certainly can get business for you. Get in touch with us.

Geo. W. Griffiths & Co., Ltd.
Winnipeg



Patented June 12, 1906

The Improved "GEM SCRIBER"

The handiest tool a carpenter has in his kit. He uses it almost constantly.
Mr. Dealer—Have you any in stock? If not, better get in touch with your jobber, or write us direct.

F. BRAIS & COMPANY
1349 E. 90th Street CLEVELAND, OHIO

BRANTFORD
The Superior All Round
GLUE

You'll find that Glue sold in packages meets with much favor with the consumer—that's "Brantford" Glue. Very economical. Put up in ¼, ½ and 1 lb. packages.
Buy from your jobber.

CANADA GLUE CO., Limited - - Brantford, Ontario.

Gipe-Hazard Service—



Prevents errors, saves time and labor—and is therefore better than any other system.

It's this way: Our Carrier Service and System are as good as we say they are. We say that together they beat any other service all hollow, and soon save your investment. We have a circular that tells our side of the story. Why not drop a post card to ask for it—to-day, please.

Level, Grade and Perpendicular Wire Cash Carriers, Parcel Carriers, Cable Carriers and Pneumatic Tubes.

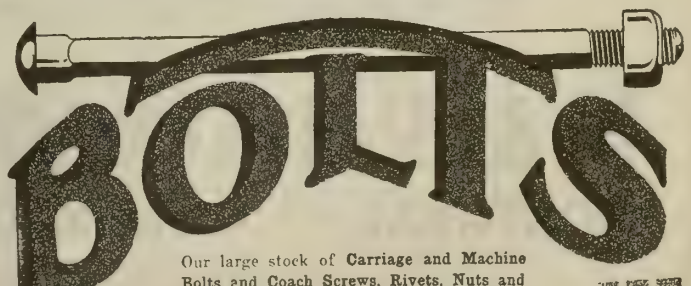
GIPE-HAZARD STORE SERVICE CO., LTD.
113 Sumach St., Toronto, Can.

Crank Holders

Slip a $2.00 bill in an envelope for a dozen of these necessary accessories.
We will pay delivery charges.
Not much money involved and they will help to tingle cash.

SPECIAL PROPOSITION TO JOBBERS

G. L. GRIFFITH & SON
STRATFORD, ONT.



BOLTS

Our large stock of **Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers**, assures quickly filled orders and prompt shipment. **Our quality and price please everybody.**

LONDON BOLT & HINGE WORKS
LONDON, CANADA

APOLLO KEYSTONE
COPPER STEEL SHEETS



Working Quality Unsurpassed

Durability and Strength Combined

FROM
UNITED STATES STEEL
PRODUCTS COMPANY
NEW YORK, U.S.A.

THERE IS ECONOMY IN EXCELLENCE

Keystone Quality is worth more when resistance to rust is the influencing factor. To understand why the copper-steel alloy gives longer life to sheet-metal products, it is only necessary to inaugurate a few simple service tests of your own—that is if you will not accept our exhaustive definite proofs. You will ultimately convince yourself of the excellence of **Keystone Copper Steel.**

B. & S. H. THOMPSON & CO., LTD.

MONTREAL TORONTO NEW GLASGOW, N.S.

Sales Agents for Eastern Canada

United States Steel Products Company, New York

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WE SOLICIT YOUR ENQUIRIES

METALS	CHEMICALS, Etc.
Sheet Steel	Lithopone
Tinplate	Barytes
Canada Plates	Red Lead
Spelter	Orange Mineral
Lead	Blue Vitriol
Ingot Tin	Whiting
Copper and Brass (Sheet and Tubing)	Litharge
Sheet Zinc	Nitrate of Lead

Also Castor Oil, China Wood Oil, Glycerine, Borax, Gold Leaf, Metal Leaf, Fancy Glass, Wired Glass, Clippers, Chamois Skins, Harris Goods, Soft Soap, Etc.

B. & S. H. THOMPSON & CO., LTD.

MONTREAL TORONTO NEW GLASGOW, N.S.

Sales Agents for Eastern Canada

United States Steel Products Company, New York

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TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

STEEL FIGURES

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.



BLUE LABEL LAMPS

ALWAYS SATISFY
Made by
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

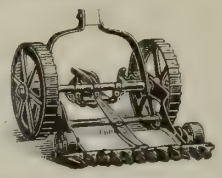
BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

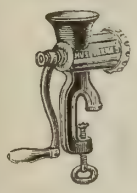
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

HE CLIPPER

There are three things that destroy your lawn. Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilies. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO. Dixon, Ill.



FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

For Quick Sales

Recently a hardware dealer in Western Canada became overstocked with shotguns. He placed a want ad. in Hardware & Metal. We learned eventually that he not only disposed of his stock, but received several orders that he could not fill. If this man had kept this stock away, it would not only have deteriorated in value, but he would have had to pay taxes, insurance, etc. on it. If you have anything on hand which you wish to dispose of quickly advertise it in our want column. The quick results will make the first cost negligible.

TRADE SAWYER MARK Registered

STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG



NORCROSS
Garden Cultivator-hoes

"Used the World Over"
Send for Catalog
C.S. Norcross & Sons, Bushnell, Ill.

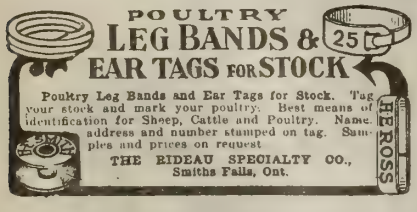
CANADIAN CANOES

All Wood and Canvas Covered
Catalogue "H" on request
THE CANADIAN CANOE COMPANY LIMITED
216 RINK STREET PETERBOROUGH ONT.

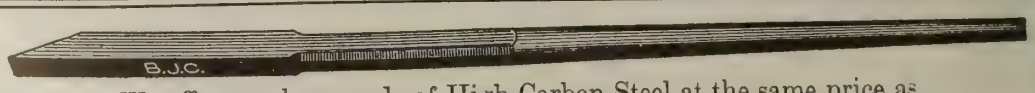
The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.





CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

If interested, tear out this page and keep with letters to be answered.



Every Hardwareman from coast to coast should sell "Star" brand soles and lifts

Up! Up! Up! go shoes. There seems to be no limit—there's a very good reason though for these advances, but that doesn't help out the cost of living.

Every hardware man in the country has customers who would welcome the suggestion to keep a pair of soles and lifts on hand for a rush job when it's impossible to get to the repair man.

"Star" Brand Soles and Lifts will give perfect satisfaction.

Order from your jobber or direct.

BEARDMORE & CO.
TORONTO AND MONTREAL
CANADA

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Canadian B. K. Morton Co., Montreal.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Ware Mfg. Co., Oakville, Ont.

Ammunition
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Auto Accessories
Adamson Mfg. Co., Hamilton, Ont.
Boston Varnish Co., Everett Station, Boston, Mass.
Canadian Carbon Co., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Cummings Bros., Flint, Mich.
Cushman Motor Works, Ltd., Winnipeg, Man.
Great West Electric Co., Ltd., Winnipeg, Man.
Geo. W. Griffiths & Son., Stratford, Ont.
Hyslop Bros., Toronto.
C. Kloepper, Limited, Toronto, Ont.
Leeks & Potts, Hamilton, Ont.
Line, Hansen & Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Chain Co., St. Catharines.
New Era Spring Specialty Co., Grand Rapids, Mich.
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Reeder Weeks Mfg. Co., Hamilton, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Thermoid Rubber Co., Trenton, N.J.
Samuel Trees & Co., Toronto.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Uneeda Ford Demountable Wheel Co., Toronto.
Vernald Mfg. Co., North East, Pa.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Toronto.
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Empire Mfg. Co., London, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Newell Mfg. Co., Prescott, Ont.

Bends, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Bibbs, Basin and Bath Cocks, Fuller
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brass Goods
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets and Rods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

Bolts and Nuts
Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
C. Kloepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boiler Tubes
Baines & Peckover, Toronto.

Boilers, Heating and Range
Empire Mfg. Co., London, Ont.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Bone Grinders
Toronto Lock Mfg. Co., Toronto.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Accessories
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Builders' Hardware
J. Brais & Co., Cleveland, Ohio.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Cans
A. R. Whittall Can Co., Montreal, Que.

Cans, Gasoline, Oil
Cannon Oiler Co., Keithsburg, Ill.

Canoes
Canadian Canoe Co., Peterboro, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

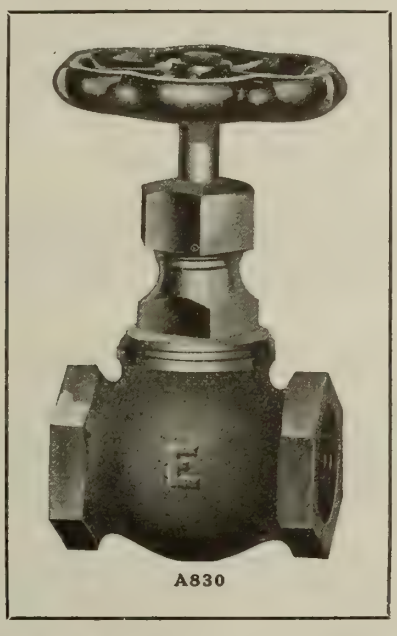
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Walter Woods & Co., Hamilton.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.
Reeder-Weekes Mfg. Co., Ltd., Hamilton, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
Vol-Peek Mfg. Co., Montreal.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Faultless Caster Co., Evansville, Ind.
Landers, Frary & Clark, New Britain, Conn.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clocks
Western Clock Co., La Salle, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clippers
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

C
Canadian Woodenware Co., St. Thomas, Ont.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
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Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Concrete, Reinforcing Steel
Baines & Peckover, Toronto.

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Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.

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Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., Toronto.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
J. E. Gilson Mfg. Co., Port Washington, Ill.
C. S. Norcross & Sons, Bushnell, Ill.

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Thos Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
J. Wiss & Sons.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.

Dish Washers
Home Helps Sales Co., Montreal.

Display Racks and Stands
Cameron & Cameron, Toronto.
National Mfg. Co., Sterling, Ill.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.

Doors, Screen
Kasement Skreene Dore Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
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Door Checks
Canadian Yale & Towne, St. Catharines.
G. W. Mallory Co., Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
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Door Hangers
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
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Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

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Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

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Jas. Morrison Brass Mfg. Co., Toronto.

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Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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Great West Electric Co., Ltd., Winnipeg, Man.

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Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

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Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man
Toronto Lock Mfg. Co., Toronto.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
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Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Faco ory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.

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Toronto Lock Mfg. Co., Toronto.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.

Enamelled Ware
McClary Mfg. Co., London, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright Co., Hamilton, Can.

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Emery Glass and Papers
John Oakey & Sons, London, Eng.

Eveners
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Auckland & Son, Ltd., Winnipeg, Man.

Expansion Tanks
Pease Foundry Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont

Extinguishers, Fire
Booth-Coulter Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fanning Mills
Cushman Motor Works, Ltd., Winnipeg, Man.

Fasteners, Storm, Sash and Screen
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Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
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Northern Electric Co., Montreal.

Faucets, Petroleum
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Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.

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Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

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Empire Mfg. Co., London, Ont.

Fibre Ware
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Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
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Fillers
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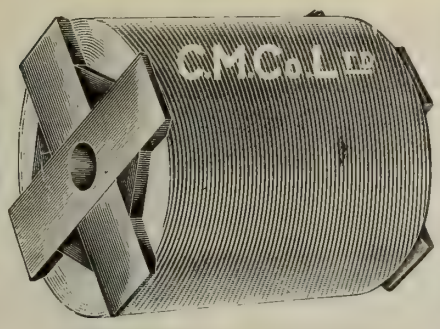
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Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

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Toronto Lock Mfg. Co., Toronto.

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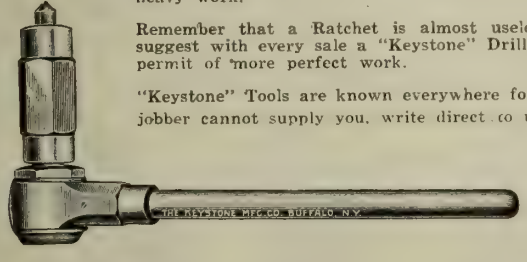
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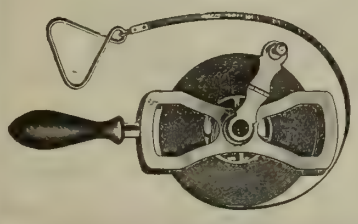
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Pedlar People Ltd., Oshawa, Ont.

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Jas. Morrison Brass Mfg. Co., Toronto.

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Prairie City Oil Co., Winnipeg.

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Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

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A. Shaw & Son, London, Eng.

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Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

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Victor Saw Works, Ltd., Hamilton, Ont.

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North Bros. Mfg. Co., Philadelphia, Pa

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National Mfg. Co., Sterling Ill.

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St. Mary's Wood Specialty Co., St. Mary's, Ont.

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D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ice Scrapers
James Bros. Co., Perth, Ont.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Enamels
Boston Varnish Co., Everett Station, Boston, Mass.

Iron Boards
J. E. Beauchamp & Co., Montreal.

Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.

Iron and Steel, Structural
Baines & Peckover, Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.



Again in Demand

The wooden tub is back—the high cost of the metal tub is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue.

The Wm. Cane & Sons Company, Ltd.

Manufacturers NEWMARKET, ONTARIO

Milbradt Ladders

help to overcome the handicap due to shortage of labor. They are big time savers, save wear and tear on your fixtures and enable you to wait on more trade.



100,000 NOW IN USE

Easy to operate and noiseless. Give stores an up-to-date appearance and help to prove the fact that you are honestly trying to give the best of service.

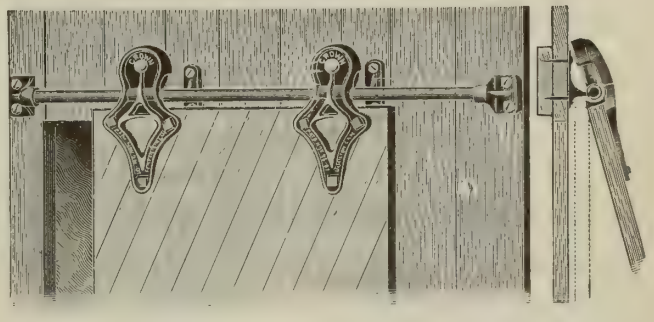
Write for catalog showing a large number of styles suitable for all kinds of shelving.

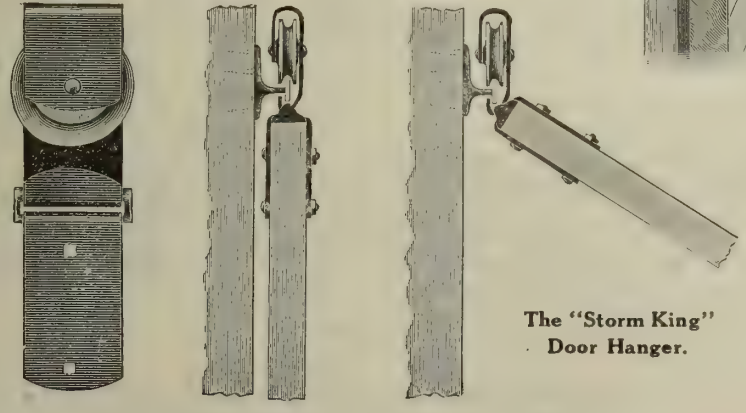
Milbradt Mfg. Company

2410 N. 10th Street, St. Louis, Mo.

SPEED UP YOUR DOOR HANGER BUSINESS

Greater production will mean a bigger harvest of business for the hardware dealer this Spring and Summer. It means barns and sheds to be built. It means door hanger business. Here are two big sellers:





The "Storm King" Door Hanger.

THE "CROWN" BARN DOOR HANGER

Crown is a heavy malleable ball-bearing hanger to run on round track, which track is fitted with easily adjusted loose brackets.

THE "STORM KING" BARN DOOR HANGER

Storm King is an all-steel ball-bearing flexible hanger to run on 1¼" flat track.

SOLD BY LEADING JOBBERS.

SAFETY DOOR HANGER COMPANY, LIMITED

HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

Jack Planes
National Machinery & Supply Co., Hamilton.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extention, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Milbradt Mfg. Co., St. Louis, Mo.
Evan L. Reed Mfg. Co., Sterling, Ill.

Lath, Metallic
Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
Basters Jackson Co., Toronto.
The Canadian Laco-Philips Co., Toronto.
Churton & Taylor, Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago, Ill.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Milbradt Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lead, Black
John Oakey & Sons, London, Eng.

Leather Belting and Soles
Beardmore & Co., Toronto.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.

Lace Leather
Wm. Taylor, Parry Sound, Ont.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
McKee Glass Co., Buffalo, N.Y.
Stopglaze Co., Hamilton, Can.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.

Mantles, Gas
Hamilton Gas Mantle Co., Hamilton, Can.

Marine Brass Work
Empire Mfg. Co., London, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Expanded
Baines & Peckover, Toronto, Ont.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Leeks & Potts, Ltd., Hamilton, Ont.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Motor Trucks
Ford Motor Co., Ford Ont.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville

Packings
Consumers Cordage Co., Montreal.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg



SILBERTS
PLUM COULEE
RAWHIDE HALTER

Registered Trade Mark

It can't be done. If it can, then—

HERE'S WHAT WE DO:- IF A HORSE CAN BREAK THE LEATHER IN OUR DOUBLE-PLY LACE HALTER INSIDE OF TWELVE MONTHS I WILL REPLACE IT WITH A NEW HALTER FREE, WITHOUT ANY EXPENSE TO YOU, ON RECEIPT OF THE BROKEN HALTER.

SILBERT'S PLUM COULEE HALTERS

Some competitors are trying to imitate them by using Moose hides, but a test will readily prove the superiority of the Silbert's halters. Silbert's halters have a red tag guarantee attached. Look for this.

FREE—A beautiful card in four colors, 9¼ in. by 14 in., brings prominently before your customers Silbert's Rawhide Halters, and will prove an active sales agent. Write to-day.

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Wholesale Jobber of Rawhide Leather
Office: 286 BANNATYNE AVE., Winnipeg

Steel Rules, Gauges, Etc.

CHESTERMAN'S

MEASURING TAPES Linen and Steel

TRADE J C MARKS

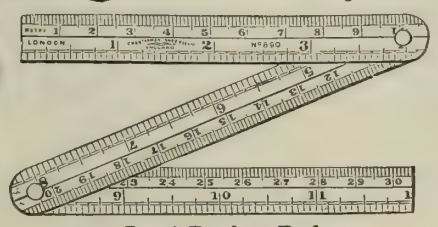
CONSTANTIA J C

TREBLE



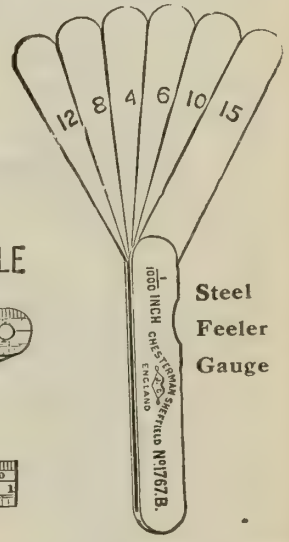
For Prices, Catalogues, etc., apply to

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Steel Pocket Rule

Engineers' Small Tools



Steel Feeler Gauge



The Peterboro Lock Mfg. Company, Limited

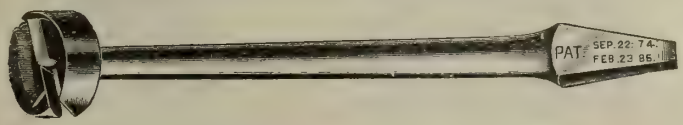
Peterboro, Canada

Established 1885

MANUFACTURERS OF

BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto

Pipe, Galvanized, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Tools
Empire Mfg. Co., London, Ont.

Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Plates, Plain and Chequererd
Baines & Peckover, Toronto.

Polishes
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Poultry Netting
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Empire Mfg. Co., London, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto

Rakes
Doust Specialty Co., Toronto.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester Mass.

Rivets
Parmenter Bulloch Co., Gananoque, Ont.

Roadlighters
C. A. Shaler Co.

Roofing, Ready
Bird & Son, Hamilton, Can.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Screw and Bolt Cases
Duluth Show Case Co., Duluth, Minn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
Baines & Peckover, Toronto.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
M. & L. Samuel Benjamin Co., Toronto.
B. & S. H. Thompson, Montreal, Que.

Show Cases
Duluth Show Case Co., Duluth, Minn.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Solder
Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Montreal
Northern Electric Co., Ltd., Toronto
Sharp Spark Plug Co., Cleveland, Ohio.

Spades
Canadian Shovel & Tool Co., Hamilton, Can.
Erie Iron Works, Ltd., St. Thomas, Ont.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Store Fixtures
Cameron & Campbell, Toronto.
Milbradt Mfg. Co., Sterling, Ill.
Walker Bin & Store Fixture Co., Kitchener, Ont.

Stoves
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros., Carleton Place
Gurney Foundry Co., Toronto
Hoosier Stove Co., Marion, Ind.
McClary Mfg. Co., London, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton

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Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Baines & Peckover, Toronto, Ont.
Dominion Sheet Metal Co., Ltd., Hamilton

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Hamilton Stamp & Stencil Co., Hamilton

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Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
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Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
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Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
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Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
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Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Standard Paint & Varnish Co., Windsor Ont.
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

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Laidlaw Bale-Tie Co., Ltd., Hamilton
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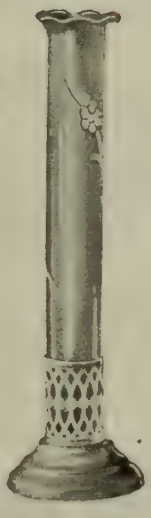
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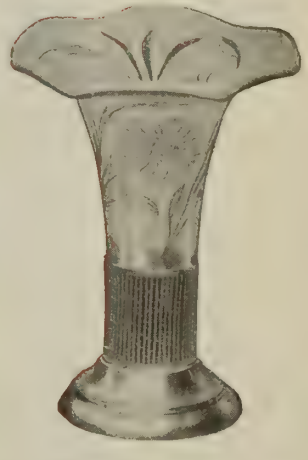
Bud Vase (above), No. 180



Bud Vase (to right), No. 601



Cut Flower Vase, No. 604



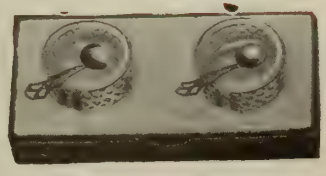
Cut Flower Vase, No. 715



Marmalade with Silver Spoon, No. 1803



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Two Open Salts with Silver Spoon, in lined box, No. 2075



Mustard, Salt and Pepper with Glass Spoon, No. 304

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Wells Bros. Co. of Canada, Galt, Ont.
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Goodell-Pratt Co., Greenfield, Mass.
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Gutta Percha & Rubber Co., Toronto.
McGraw Tire & Rubber Co., East Palestine, O.
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Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
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Ward & Payne, Sheffield, Eng.
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Ward & Payne, Sheffield, Eng.
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D. Ackland & Son, Winnipeg.
Tools, Machinists'
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Oneida Community, Ltd., Niagara Falls, Ont.
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Northern Electric Co., Montreal
C. A. Shaler Co., Waupun, Wis.
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Gregg Mfg. Co., Ltd., Winnipeg, Man.
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Woodstock Wagon Mfg. Co., Woodstock, Ont.
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Chicago Flexible Shaft Co., Chicago, Ill.
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Swan Mfg. Co., Winnipeg
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Carter White Lead Co., Montreal
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Bridgeport Hardware Co., Bridgeport, Conn.
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Spielman Agencies, Montreal
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Canadian Tube & Iron Co., Ltd., Montreal
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Canadian Tube & Iron Co., Ltd., Montreal
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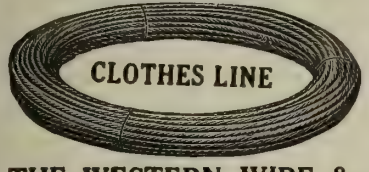
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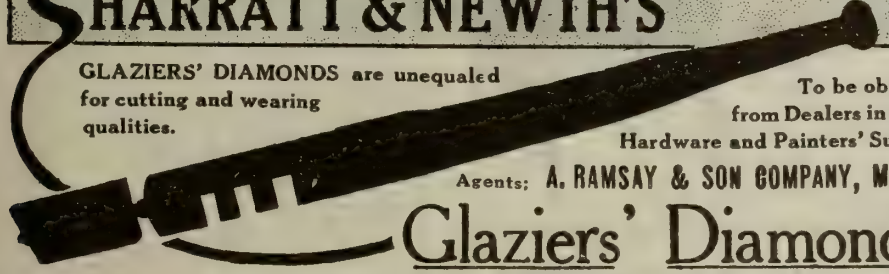
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With the beautiful, four-color

Home Helps Dish Washer

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Rinses with clear water by pressing a button. That's all there is to it.

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Be the Sole Agent for your locality

Write quickly for our proposition.

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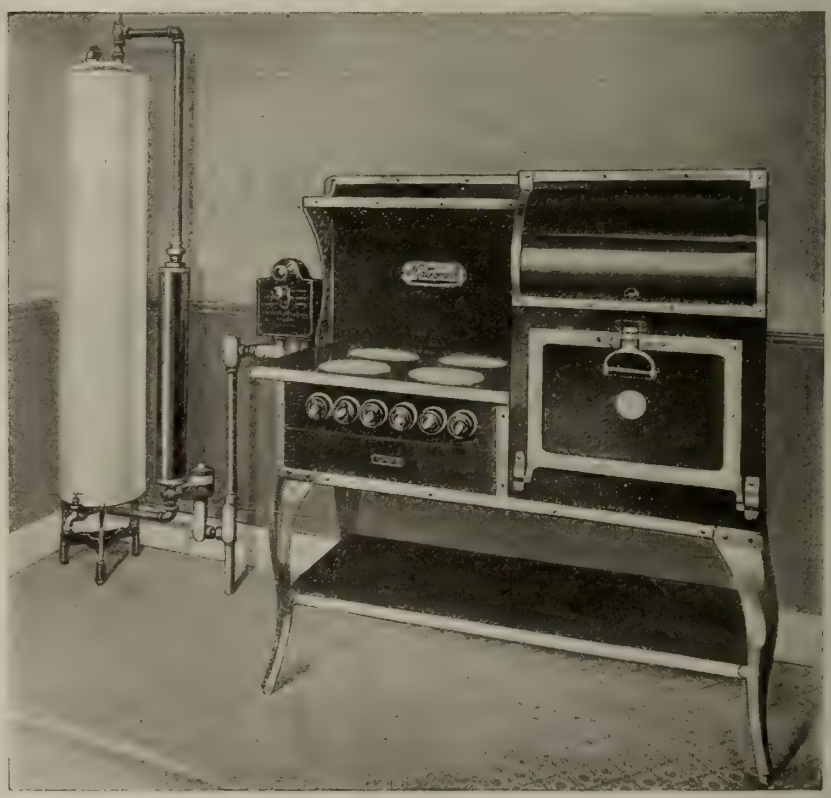
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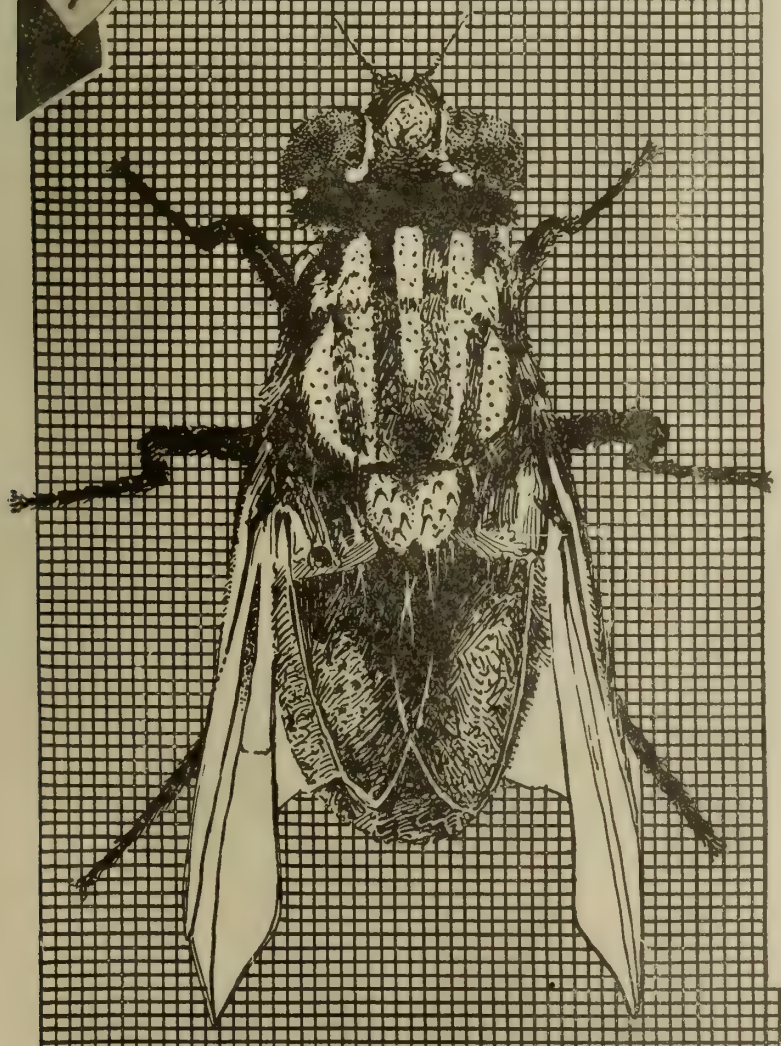
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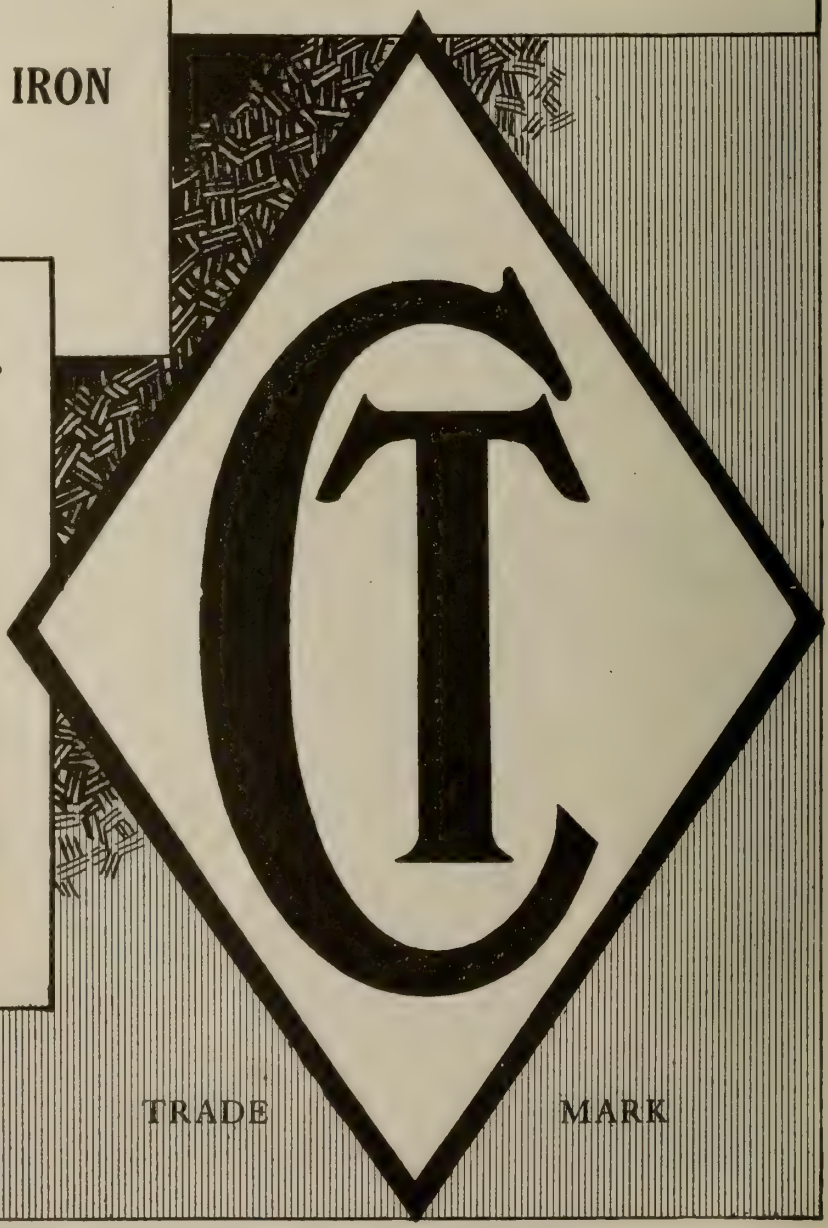
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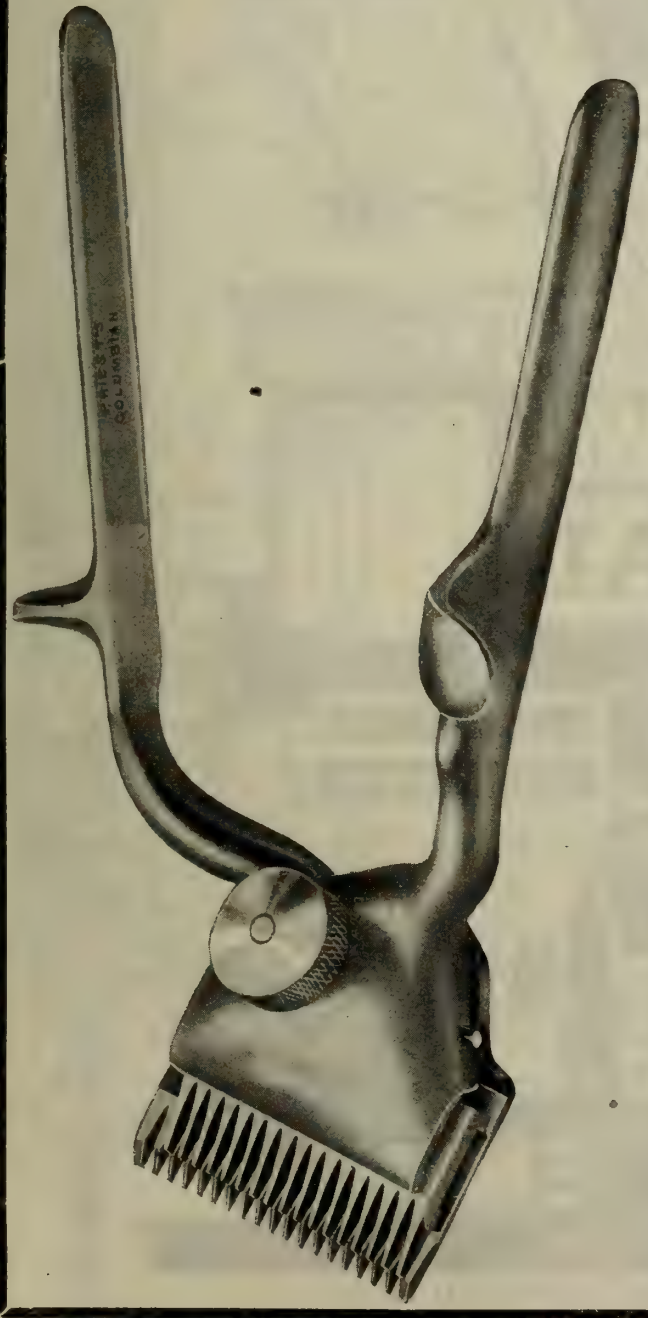
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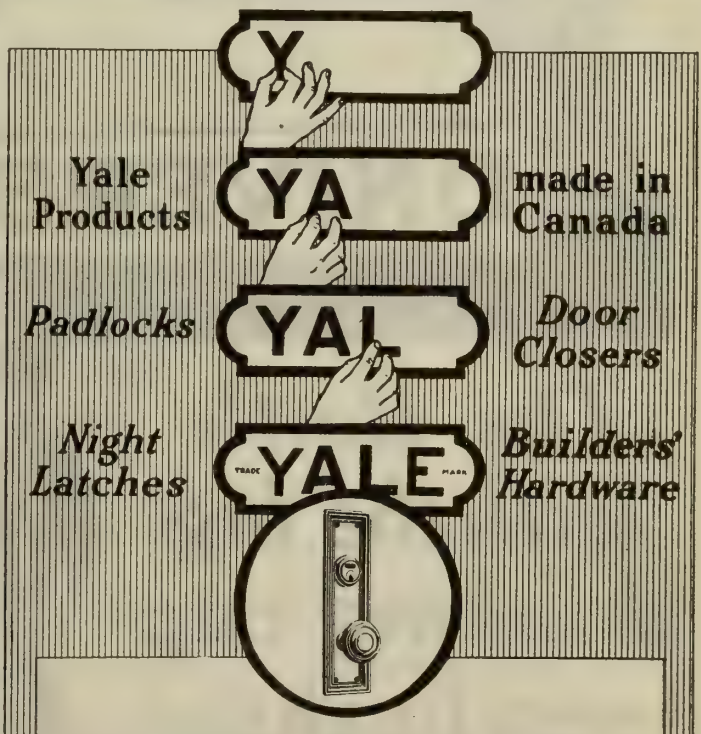
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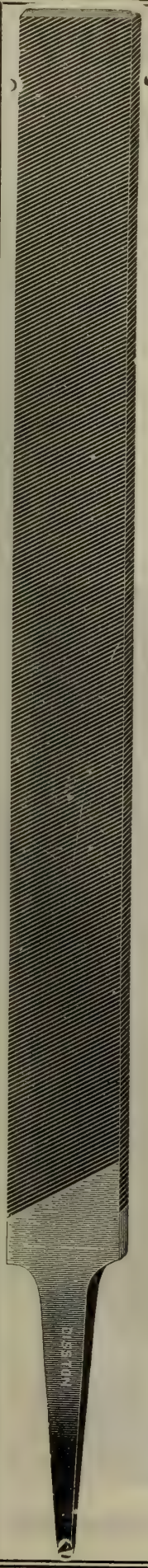
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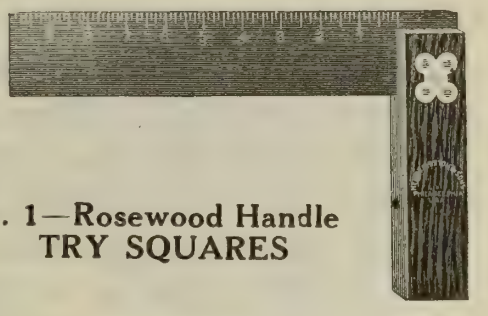
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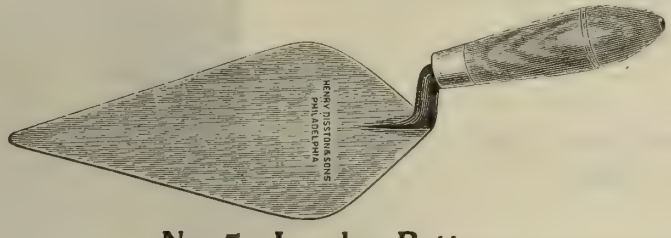
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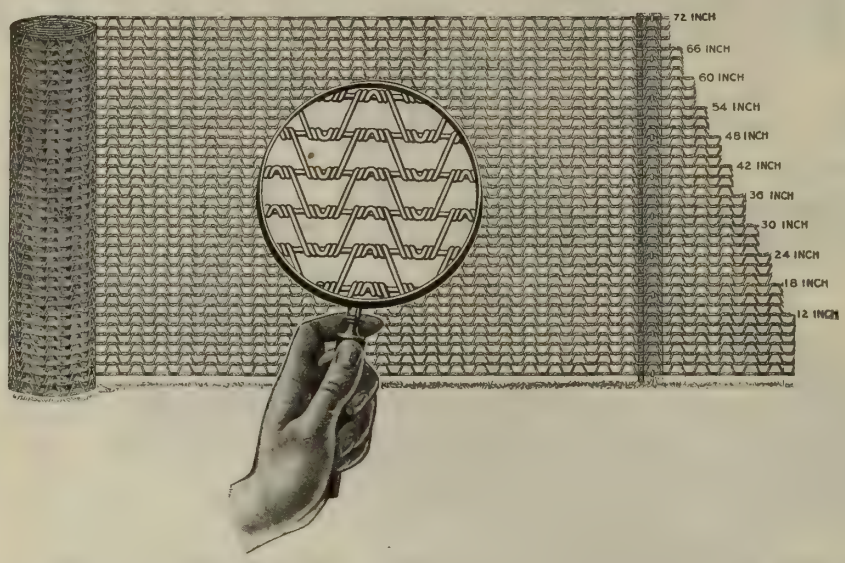
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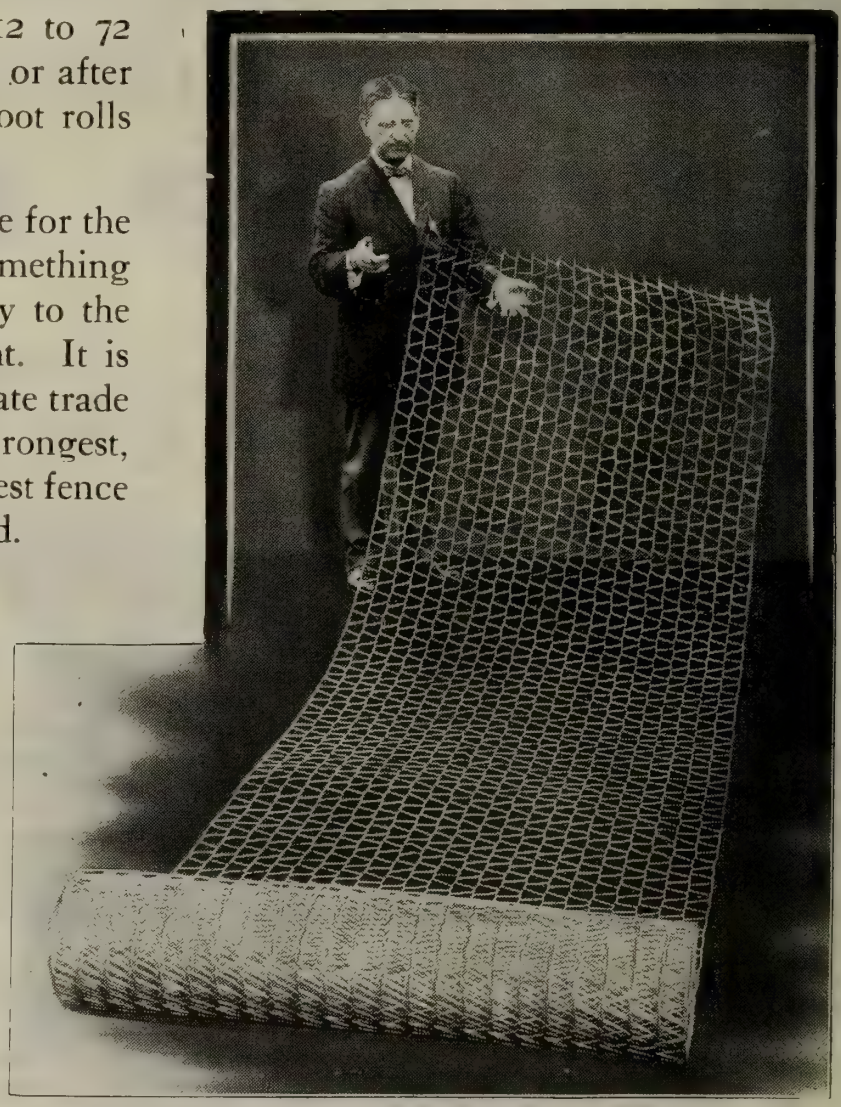
U.S. Poultry Fence

It's so stiff and satisfactory that it does not require top rail and base board or so many posts as the old style netting.

Guaranteed 5 or 6 times as strong and at least 100 per cent. better in every way. All parallel wires are of even length and all meshes of uniform size. They can't be otherwise the way it's made.

Made in heights from 12 to 72 inches. Galvanized before or after weaving. Put up in 150 foot rolls and sold by the square foot.

It's not merely a substitute for the old style netting. It's something much better for less money to the consumer and sells on sight. It is handled only by the legitimate trade —*the dealers*. It's the strongest, cheapest, most sightly and best fence for the purpose yet invented.



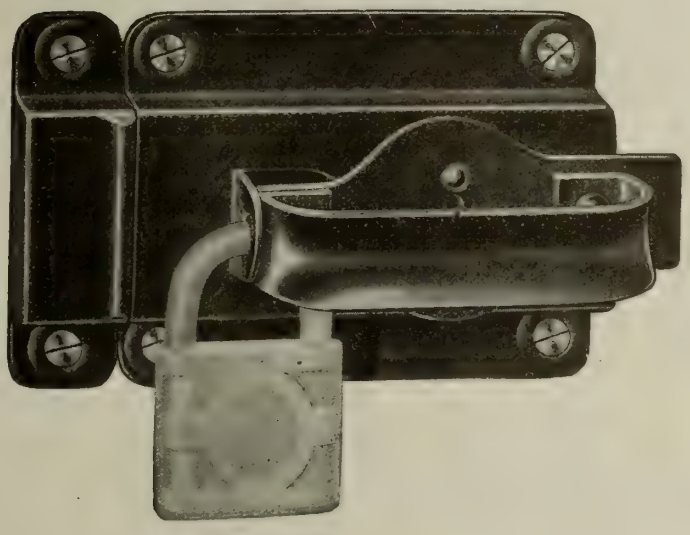
Rolls out flat and even, does not buckle or bulge.

Wholesale distributors:

CAVERHILL LEARMONT & COMPANY

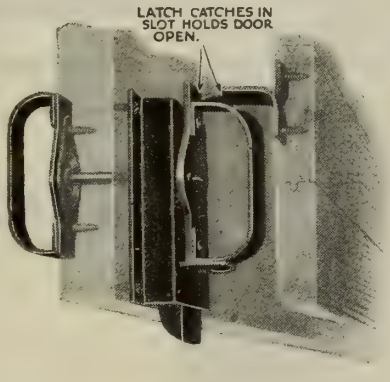
MONTREAL

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A Popular type of Latch for swinging doors

If you want to sell real latch satisfaction, here it is. No more bruised and scraped knuckles when opening the door—the handle is placed back of centre of case, away from the jamb, preventing any injury to the hand. No more flattened or broken handles by banging against building—the little catch holds the door open. A positive lock is guaranteed by the wide opening in the strike, even if the door should sag. Can be locked with padlock, as illustration shows.



No. 25 is entirely of steel with exception of spring, which is of unbreakable solid brass that will not rust. Bolt is large, is sherardized, and has rounding face, which works easily on the roller-shaped edge of the strike. It is adjustable for doors 3/4 inch to 2 1/4-inch thick. Installed by simply boring a half-inch hole for handle, and inserting screws.

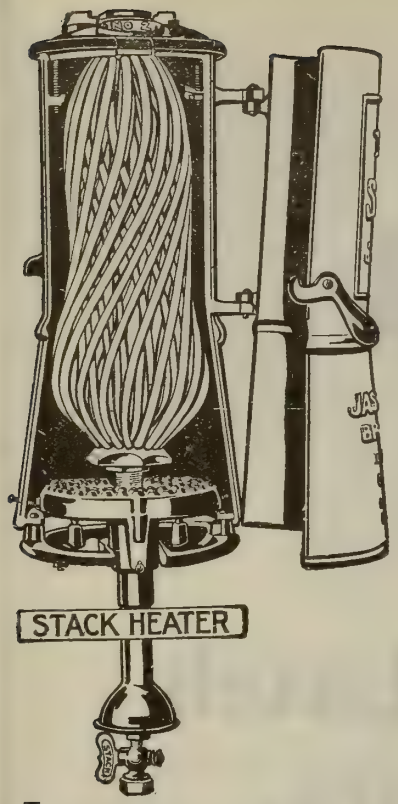
Packed the "National" way, one in a box with screws and catch to hold door open. Five dozen in a case, weight per dozen 20 pounds.

Did you get your copy of our 1918 Catalogue?

National Manufacturing Co.

STERLING, ILLINOIS

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The simple natural law

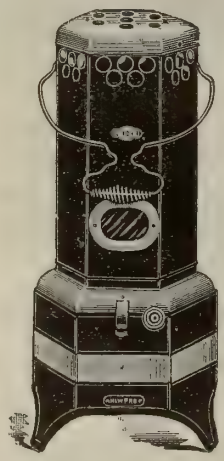
that water has a tendency to rise on being heated is taken into account in the construction of the Stack Gas Water Heater. The copper water pipes rise almost perpendicular from the base of the heater where the gas flame comes into contact with them. This means rapid circulation and quickly heated water. It is the reason why the Stack Heater will heat small quantities of water with less gas than any other heater.

It is a convincing fact to intending purchasers.

James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, TORONTO

"New Process" Oil Heaters



No. 108—With Brass Fount.
No. 208—With Terne Plate Fount.
Height, 27½ in. Width, 12 in. Depth, 12 in.
Code Word—No. 108, Oyster; No. 208, Oyer.
Shipping Weight—14 lbs.
Capacity of Fount—1 gal.
Uses No. 21 Wick (8 in.).

(Seamless Wick Sleeve Attached)

Sold by

The Thos. Davidson Mfg. Co., Limited

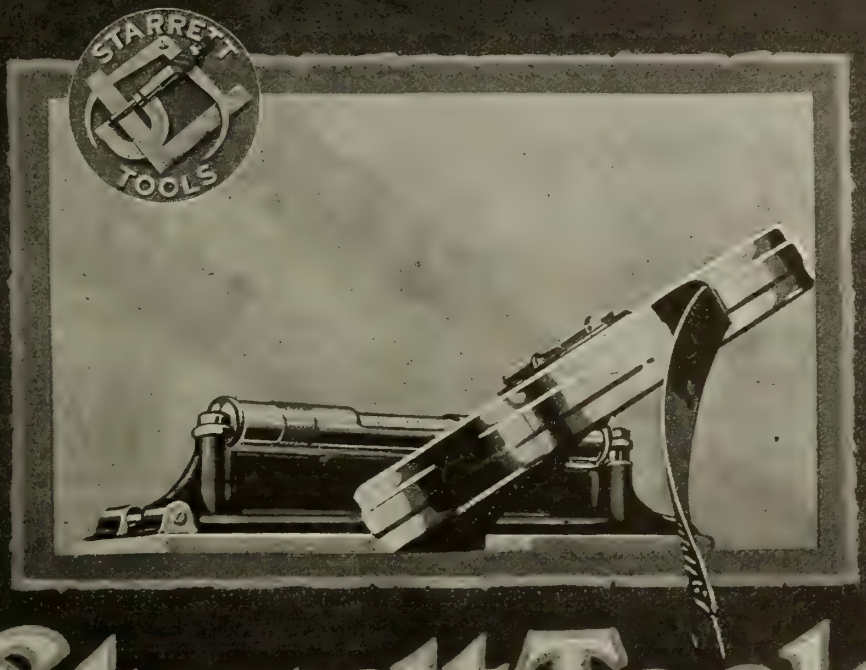
We have a good stock of these on hand and shipments can be made promptly.

Write for Prices and Full Particulars

The Thos. Davidson Mfg. Co., Limited,

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Perfect confidence in the accuracy of a rule, tape or level is vital. Such assurance comes through the name Starrett and the knowledge that every tool bearing that name is warranted.

A wide variety of styles and sizes of tools are described in Catalog No. 21 MA, which is sent free on request.

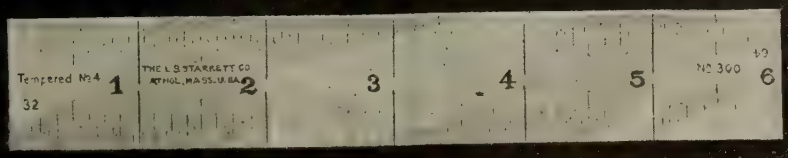
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Your Jobber Can Supply

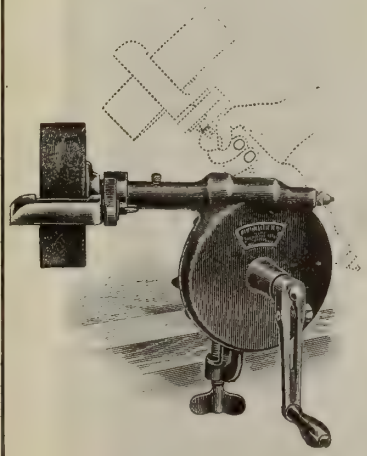
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Leading jobbers catalogue and sell them.

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If interested, tear out this page and keep with letters to be answered.

Success and Your Associates

ALWAYS associate with men who are earning more money than you are. Such is the advice given by a man whose name is known the world over for his own success and the business which he created. It is good advice of a certainty, but we are not urging that it is the best advice. At the same time it is wise to associate with better or bigger men than you are yourself, because you are likely to be lifted up to their levels.

Most of us would probably like to be the intimates of J. P. Morgan, or of John D, or of Charlie Schwab, or Canny Andrew. If we had a speaking acquaintance with John Wanamaker, or Lord Beaverbrook, or Lord Shaughnessy, and with other distinguished and successful men, we would take comfort from the fact.

And most of us would feel rather small and uncomfortable if we were placed beside President Woodrow Wilson at a dinner table, or beside Sir Robt. Borden, Sir Herbert Holt or Thomas Findley. And the reason would probably be that we know so little of the knowledge that really counts. If these great men engaged us in conversation we would probably find ourselves knowing very little about the things that matter.

This will illustrate the point:

Here's a true story. A Toronto manufacturer found himself on a train going to Albany in company with a number of distinguished Americans about to attend the inaugural ceremonies of a State Governor. A washout led to a delay, and the Canadian was thrown into close association with senators and congressmen and prominent lawyers. They bantered the little Canadian about Canada. He had the pluck of a bigger man. He had been a constant reader of THE FINANCIAL POST, and had absorbed many facts about Canada. He surprised his American traveling companions with his positive, well-informed and wide knowledge of Canada. When the company reached Albany, the Canadian was persuaded to attend the ceremonies, and was introduced as the man who knew all about Canada. The Governor was interested in Canada, and said so, and the little Canadian found himself telling the story of Canada very ardently to a very attentive listener, much to the amusement of his friends who introduced him.

This man made a hit on that journey, and many friends. One of the company gave him a stock market tip worth a fortune.

The point of this story is: You, as a Canadian, can make yourself informed very fully and intelligently if you become a regular reader of THE FINANCIAL POST. You can make yourself a worthy companion and intimate of presidents and magnates. The world likes to listen to men who know something well, and who can talk interestingly and informingly on the subject of their study.

You can become worth listening to if you know your Canada well. And you can get the kind and amount of knowledge concerning Canada which will make you interesting to others if you will read THE FINANCIAL POST regularly each week.

IF you read THE FINANCIAL POST REGULARLY you will find yourself keeping company with the highest paid staff of editors engaged on any publication in Canada—trained men who know how to make others know what they know and learn.

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What is it that keeps you and THE POST separated? It cannot be its subscription price of $3. Probably it is because you are not very well acquainted with this paper.

We are going to put it to you this way: If you have the desire to be worthy of association with big men, then prepare yourself for such association by reading THE POST, and to make acquaintance easy, we provide the coupon below. It offers you THE POST for four months for a dollar bill.

The MacLean Publishing Company, Limited,

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Send $\frac{\text{me}}{\text{us}}$ THE FINANCIAL POST for four months for One Dollar. Money $\frac{\text{enclosed}}{\text{to be remitted}}$

(Signed)

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H.M. .....

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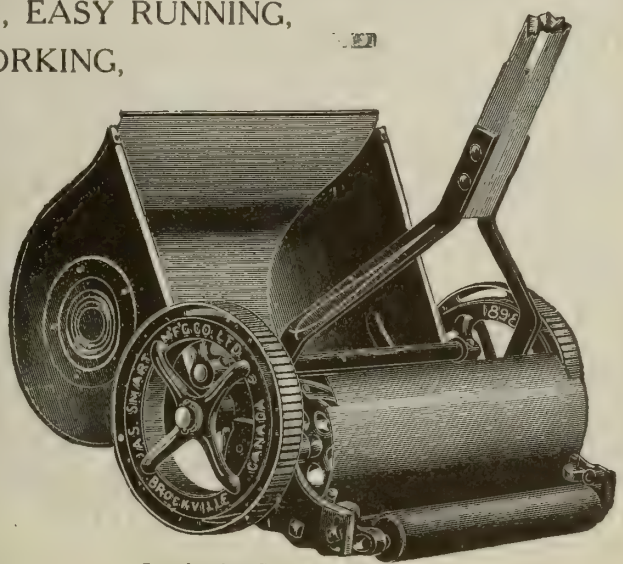
ORIGINAL PRODUCERS AND DISTRIBUTORS

"BROCKVILLE" LAWN MOWERS

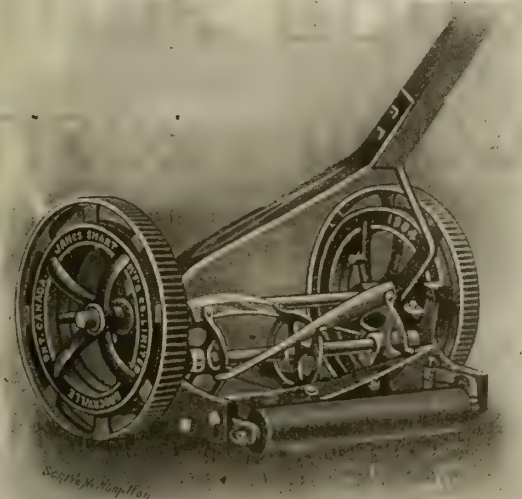
ARE LIGHT, DURABLE, EASY RUNNING,
PERFECT WORKING,



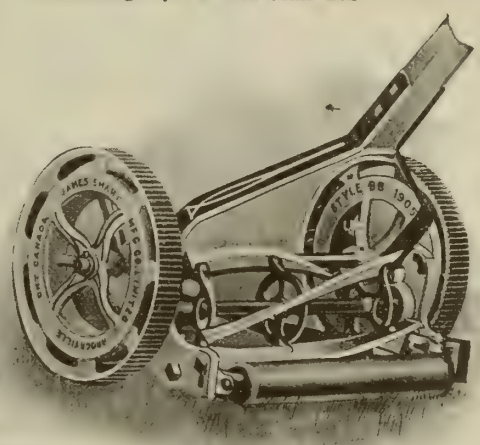
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Cut showing Style K with Grass Box



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Style BB With Ball Bearings

Steel Spindles, Malleable Centres, Hardwood Handles and Rollers. Thoroughly made in every particular of best materials, and every machine guaranteed.

Handsomely finished, being painted in attractive colors. They are the best money can buy.

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THE JAMES SMART PLANT

BROCKVILLE, ONT. - WINNIPEG, MAN.

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for selling "standard-grade" tools, and you'll get the trade of every good mechanic in your locality.

The "standard grade" for files is the

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Specify them when ordering from your jobber.

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Prompt Shipment

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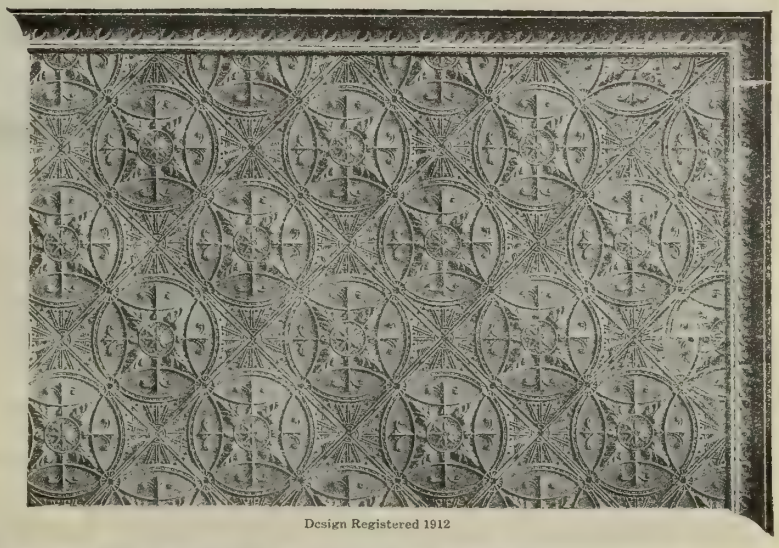
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All we need is a little co-operation to build up a profitable Metallic connection for *you*. Write us to-day.

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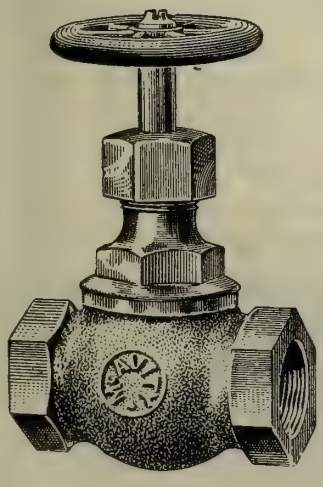


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Every Valve packed and tested before leaving factory.

Let us quote you a quantity price. Prompt shipment from stock.

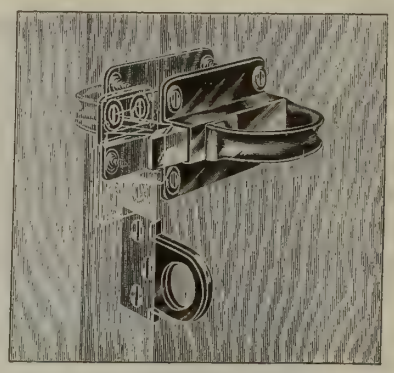
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The Spring is made of Piano Wire and Sheradized; positively cannot rust.



Made entirely of Steel and all parts heavily japanned except lock bolt which is tinned.

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¶ These are packed in attractive display boxes.

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MENDETS
A PATENT PATCH

discovers for herself that they are the most effective repairers she has ever known. Consequently she is pleased that you recommend them and will come again to your store. "Mendets" do such effective work that they make friends for you everywhere.

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Beautiful Club Houses in Chicago's Most Exclusive Suburb

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Jobbers Everywhere Sell Toncan Metal Sheets.

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Our book, "Corrosion—The Cause—The Effect—The Remedy," is a veritable handbook for the sheet metal man. If you have not received your copy, write for it at once.

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AND ASSOCIATED COMPANIES

Extra Service

The service to be gained from any rubber product depends largely upon the quality of the material and the excellence of the workmanship. That is why Dominion Rubber System products are outstanding. Only the best in material and workmanship is incorporated in the making of those products. That ensures long service and life and proves a matter of no little economy to the buyer.

Over half a century of continuous manufacturing has taught the Dominion Rubber System how to produce qualities that will "stand up" under any circumstance, and, as a result, the products that carry the name and brand of the Dominion Rubber System are looked upon as the standard by which to judge qualities and values throughout Canada.

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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, MARCH 30, 1918 No. 13

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O-Cedar Polish Mop eliminates all stooping and bending. Revives the lustre of varnished, painted or enameled surfaces. Brightens the patterns of linoleums and oilcloth. The surface can be washed and re-treated with O-Cedar Polish.

The O-Cedar Dusting Mop is excellent for dusting wall paper, tapestries, waxed floors and other places where the O-Cedar Polish Mop is not practical.

O-Cedar Polish cleans, polishes and preserves—all in one operation. Used the O-Cedar way, with water, it is most economical. No hard rubbing required to produce a high, hard, dry, clean surface, gleaming like glass. You can use and recommend O-Cedar Polish on the finest automobile, piano and furniture.

Now is the time to put in a window display of O-Cedar Products. We can supply you with signs, and cut-outs. Get the benefit of the great Spring O-Cedar Demand.

Ask your jobber for prices and special assortment of O-Cedar Products.







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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, MARCH 30, 1918 No. 13

Must Obliterate Wine Measure

Goods That Still Remain in Stock and Measured According to United States Measure Must Not Carry Designation of Amount Contained—Only Dominion Measure is Legal in Canada

CONSIDERABLE interest has been aroused in the retail trade over the announcement that it is illegal to sell commodities according to the United States wine measure. There are a goodly number of varnishes and paints which are put up in the United States and are labeled as half pints, pints, and quarts. The point has been raised as to where the retailer stands who happens to have a stock of these goods on hand. HARDWARE AND METAL has been advised by J. J. McConvey, chief inspector of weights and measures for the Central Ontario Division, that the spirit of the law will be complied with if the words denoting the wine measure are obliterated. In other words, where paint and varnish is manufactured in the United States the containers of which hold only wine measure, they can still be sold if they are not designated as containing a certain measurement according to the wine measure.

The act indicates that these goods may still be sold but the contents must be indicated by weight in pounds or in ounces or in some other way besides referring to them as containing "pints, half pints, quarts," and other forms of designation. If any reference whatsoever is made to the contents by measure it must be in Dominion measure only.

Goods of Wine Measure

The point has furthermore been raised as to whether or not it is illegal to sell goods such as saucepans, fruit jars and similar articles which may have been made in the United States according to the wine measure standard. Questioned on this point Mr. McConvey stated the act made no provision on this point. The test of legality would seem to be whether or not such utensil were used as a measure. If commodities were measured out in such utensils and sold according to that measurement the party so doing would be liable under the act provided the amount so sold did not correspond with the Dominion or Imperial measure.

A concrete instance of this might be cited. A glass jar which would hold only the wine quart measure could be sold and the act would not be violated. But should the retailer fill that jar with coal oil or syrup or some other commodity and sell it for a quart the amount contained therein would only be equivalent to the wine measure and he would thereby come under the law. The test for the legality would seem to lie in the fact that such a jar would be used as a measuring instrument. If it were used as a measuring instrument and contained only the amount of the United States wine measure it constitutes an illegal act.

Act Bearing on This Point

The points in the act which bear on the above matters are shown in the instructions sent out to the various inspectors of weights and measures throughout Canada as follows:

Ottawa, December 6, 1917.

WINE MEASURE

Sir.—For many years complaints have been made as to the sale in Canada by wine measure of bottled and tinned goods—e.g. ink, essences, extracts for cold drinks, etc., pickles, olives, condiments, oils, paints, varnish, ets., the same being put up by American houses on the United States wine measure unit.

The United States unit gallon is roughly 20 per cent. smaller than the Dominion unit gallon, so that United States houses quoting on a basis of pints, quarts, etc., has an improper advantage over Canadian houses engaged in the same business.

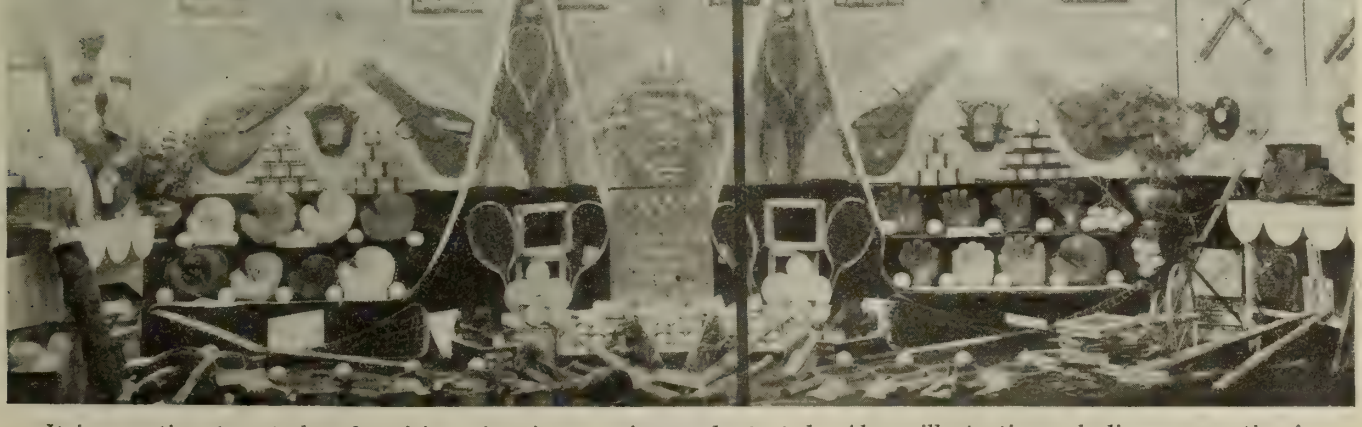
Inspectors, dealers, manufacturers and all others concerned, are therefore advised:—

That the sale of anything in Canada by wine measure is illegal.

That the offering for sale of any goods of which the contents are clearly marked in some unit of United States measure is illegal e.g., "1 Pint U.S.A. Standard.".

That representing unmarked container goods as pints, quarts, etc. When their contents are actually United States measure (wine measure) is illegal.

Packages and container goods may be put up and sold without any reference to the measure of the contents, or the contents may



It is now time to get the advertising of spring sporting goods started. Above illustration embodies a suggestion for a window display.

be indicated by weight in pounds or in ounces, but if any reference whatsoever is made to the contents by measure **it must be in Dominion measure** only.

PENALTIES

Secs. 24 and 60 of chap. 52, R.S. 1906, "Weights and Measures Act" provide as follows:—

24. Every contract, bargain, sale or dealing made or had in Canada, in respect of any work, goods, wares, or merchandise, or other thing which has been or is to be done, sold, delivered, carried or agreed for by weight or measure, **shall be** deemed to be **made** and had **according** to one of the **Dominion weights or measures** ascertained by this Act, or to some multiple or part thereof, and if not made or had, shall be void, except when made according to the Metric System.

60. Every person who sells by any denomination of weight or measure other than one of the Dominion Weights or Measures, or some multiple or part thereof.....shall be liable to a penalty not exceeding **twenty dollars for every such sale.**

Inspectors will distribute this circular to all dealers, importers, and other parties concerned.

J. U. VINCENT,
Deputy Minister.

To Inspectors of Weights and Measures.

According to the above instructions it will therefore be seen that the sale of articles such as fruit jars, saucepans, and similar articles of the wine measure is apparently not illegal. It is only when such articles are used as a means of measuring that the seller becomes liable. In other words, it is not the container against which the law is leveled, but against the amount of goods in the container. "That the sale of anything in Canada by wine measure is illegal," is the terms in which the act provides for the same.

Can Sell by Weight

The section providing for the sale of goods which have already been placed in containers holding only the wine measure is as follows:

"Packages and container goods may be put up and sold without any reference to the measure of the contents or the contents may be indicated by weight in pounds or in ounces, but if any reference is made to the contents by measure it must be in Dominion measure only." Where paint or varnish is sold in cans which contain only the wine measure and the words "Half pint, pint or quart" are not obliterated the dealer is liable under the law to a penalty not exceeding twenty dollars for every such sale. To be on the safe side, therefore, every dealer who may have a stock of paints, enamels or varnishes or any other commodity put up according to the wine measure had better go over his stock and obliterate all terms designating them by measure. Some wholesalers are getting over the situation by referring to such containers as No. 1 size, No. 2 size, No. 3 size, and so on, without making any reference whatever to the amount of the goods by measure.

Manufacturers Should Take Heed

Manufacturers who have been accustomed to placing their goods in the wine measure containers and so designating them will need to take cognizance of the law, for they will be held liable under the provisions of the act as the retailer who in turn sells to the consumer. Concerns in the United States doing business in Canada will either have to conform to the Imperial or Dominion measure or they will have to find some other means of designating their containers. As pointed out above, these manufacturers would come within the scope of the law if they still continued to sell the same size tins or containers, but the contents would need to be designated as being so many pounds or ounces.

Care Should be Taken

Care should be taken by merchants to see that their transactions come within the bounds of the act. While the containers themselves might be sold without making the seller liable, just as soon as some contents are placed therein and offered for sale according to the wine measure the seller becomes liable.

Taxable Articles in a Hardware Store

Medicated Stock Foods Subject to Tax—But Unmedicated Stock and Poultry Foods Not Subject—Branded Articles Call for Tax—Test is Whether Commodities Are Used as a Cure or Remedy for Some Disease

THE question has been raised by a hardwareman as to whether wood alcohol in bottles, arsenate of lead in tins, Paris green, saltpetre, poultry and stock foods in packages are subject to the war tax stamp duty. The question has also been asked as to what other articles are sold in a regular hardware store that are subject to the tax. Information secured from the Inland Revenue Department at Toronto was to the effect that wood alcohol in bottles, Paris green and saltpetre do not require the tax. Poultry and stock foods do not require a tax if they are unmedicated, that is, if they have some medicinal properties they are taxable, but when simply used as foods they are not taxable. Arsenate of lead in tins, if sold under the label of an article for the destruction or cure of some disease or for an insecticide would come under the inland revenue tax. If it is simply labeled "arsenate of lead" without any qualifying sentence or words to show what it is used for the Inland Revenue Department states that it is not taxable, for then it would simply come under the classification of a pharmaceutical article.

What Constitutes Taxable Articles

Generally speaking the point of differentiation between taxable and non-taxable articles lies in the fact of whether or not they are a cure or remedy for some particular ailment or ill. If they are sold for such as a cure and are so labeled they are taxable. The question was asked as to where Paris green would come under this classification, for it seemed that it was a cure for potato bugs and other parasites. The information forthcoming was that "Paris green does not cure: it kills." Furthermore, it is what is known as a pharmaceutical preparation. In other words there are certain commodities which are recognized by the British and United States Pharmacopoeias and by the French Codex as being kept in stock without special preparation or compounding. The section in the act relating to the definition of a proprietary or patent medicine is as follows:

(iv) "Proprietary or patent medicine" includes pills, powders, tinctures, troches or lozenges, syrups, cordials, bitters, anodynes, tonics, plasters, liniments, salves, ointments, pastes, drops, waters (except mineral waters in the natural state or carbonized), essences, oils, and all other medicinal preparations or compositions bottled or packed ready for sale in respect of which the person making or preparing the same has or claims to have any formula or secret or occult art for the making or preparing thereof, or has or claims to have any exclusive right or title to such making or preparing, or which are prepared or made under any letters patent or which are designated by a trade mark, or which if prepared in accordance with any formula published or unpublished are recommended to the public by the makers, vendors or proprietors thereof as remedies or specifics for any diseases or affection whatsoever affecting the human or animal body, but does not include any medicinal preparation or composition recogized by the British or the United States Pharmacopoeias or the French Codex as official."

Other Classifications Included

In addition to the proprietary articles as described above, the tax stamp must be affixed to perfumery, non-sparkling wine of the grape, champagne or sparkling wine. Anyone failing to affix an adhesive stamp as required shall incur a penalty not less than fifty dollars and not exceeding two hundred and fifty dollars. It will therefore be seen that the penalty for non-compliance with this act is a heavy one. Every retailer should take pains to make sure that he is not selling any of the commodities forbidden to be sold without the necessary stamp. Retailers are required by the act to affix the stamp themselves. They may or may not add the amount of the stamp to the price of their goods, as this becomes a business proposition as between themselves and their customers. By re-

tail price is meant the actual amount of money exchanged in the sale of the article.

When Stock Foods Carry Tax

The section in the act referring to the payment of tax on stock foods is as follows:

"Condition powders, veterinary liniments, medicated stock foods, cough drops, talcum powders, animal poisons, camphorated chalk, styptic pencils, headache powders and wafers, carbolic salves, liquid rennet, eyebrow pencils, grease paints, green soap, antikamnia tablets, are subject to the war tax. Animal foods, unless medicated and advertised as such, are not subject to the tax. Disinfecting fluids and powders, if used as remedies or specifics for any disease or affection affecting the human body, are subject to the war tax."

It will be seen from the above that stock and poultry foods which are not medicated are not subject to the war tax. However, if they are sold under a brand name even though they are unmedicated they are subject to the war tax stamp duty. As most of the stock and poultry foods are sold under a brand name and are advertised as having medicinal properties they are effectually brought under the scope of the act and are, therefore, taxable in the majority of instances.

Where Trade Marked Articles Not Taxed

As stated previously articles which are included in the preparations or compositions recognized by the British or United States Pharmacopoeias or the French Codex are not subject to the tax. Under this classification would come such articles as Paris green, saltpetre, alcohol. However, if any of these preparations are sold under a special trade mark or as the product of some special individual firm they become subject to the tax. The section making provision for this is as follows:

"If a preparation recognized by the British or American Pharmacopoeias or the French Codex is sold under a special trade mark or as the product of some special individual or firm same is subject to the tax.

"The only exception to this rule is when the label of such preparation gives the name under which same is actually recognized by the Pharmacopoeias or the Codex, and further, gives the information that it is prepared in accordance with the formula of same given in the Pharmacopoeias or the Codex.

"For instance: Jones' glycerin is subject to the tax unless the label contains the following information: This preparation is prepared in accordance with the formula given of 'Glycerin' in the Pharmacopoeia."

The above rule would apply to any commodity which a hardwareman might handle in his stock.

Medicated Soaps and Sheep Dip

According to the provisions of the act all medicated soaps are subject to the tax. "Soaps of all kinds whether in solid, liquid, powder, or paste form, if not medicated, are exempt." In a previous citation from the act it was shown that green soap is subject to the tax. This soap would come under the classification of a medicated soap. Some hardwaremen carry medicated soaps as part of their stock. As sheep dip usually comes under the classification of a trade marked or branded article it becomes subject to the tax.

General Rule Governing Tax

Briefly stated the general rule governing the tax on various articles sold in a hardware store is as follows: (1) Remedies or specifics for any disease or affection whatsoever affecting the human or animal body; (2) Trade marked articles carrying the name of some special individual or firm; (3) An exception is made in rule 2 when it applies to certain pharmaceutical articles and the label of which states that the commodity is made according to the formula of the same given in the Pharmacopoeias or the Codex.

List of Exempt Articles

Following is a list of some of the preparations which are recognized by the British or United States Pharmacopoeias and the French Codex, and as such are exempt from the provisions of the Special War Revenue Act. The majority of these articles are of course handled in the drug store. Some however are handled in a hardware store and it is for the purpose of allowing the hardwareman to decide for himself what articles are exempt from the act that the list is here given:

Acacia Bark
Acetone
Acid Acetic
Acid Acetylsalicylic
Acid Boric
Acid Carbolic
Acid Phosphoric
Acid Sulphuric
Acid Tartaric
Adhesive Plaster
Aloin
Alum
Ammoniacum
Antipyrine
Belladonna Plaster
Benzine
Bismuth
Blaud's Capsules
Borax (purified)
Caffeine
Calomel
Camphor
Caraway Fruit
Cascara Sagrada
Castor Oil
Chlorine Water
Chloroform
Cloves
Cocaine
Cod Liver Oil
Collodion
Cotton Seed Oil
Cream of Tartar
Creosote
Emulsion of Cod Liver Oil
Epsom Salts
Ether
Eucalyptol
Extract of Malt
Fluid Extract of Cascara Sagrada
Gelatin
Glucose
Glycerin
Hops
Iodine
Iodoform
Iron
Lemon Juice
Lime
Liniment of Camphor
Linseed
Linseed Oil
Liquorice Root
Magnesia
Malt
Menthol
Menthol Plaster
Mercury
Milk of Sulphur
Morphine Acetate
Morphine Hydrochloride
Morphine Tartrate
Nux Vomica
Olive Oil
Opium
Pancreatin
Paraffin, Hard
Paraffin, Soft
Paraffin, Liquid
Pepsin
Permanganate of Potash
Phenacetin
Phosphorus
Pills (aloes)
Potassium
Quinine (sulphate, etc.)
Rosin
Senna Leaves
Starch
Strychnine
Sulphonal
Sulphur (washed)
Suppositories (phenol)
Suppositories (tannic acid)
Suppositories (belladonna)
Suppositories (glycerin)
Suppositories (iodoform)
Suppositories (morphine)
Suppositories (compound lead)
Tar
Tincture of Benzoin
Tincture of Iodine
Tincture of Myrrh
Turpentine (Canada)
Vaseline
Virol
Zinc Ointment

Other Exempted Articles

The following is a list of some preparations which are also exempt from the provisions of the act:

Absorba Corn Pad
Angustura Bitters
Animal Food (unmedicated)
Aspirin
Baby Foods
Beef, Iron and Wine (if sold as defined in Pharmacopœia)
Belladonna Plasters (sold as such under no special maker's name)
Bird Seed
Blue Ointment
Bona Fide Flavoring
Bunion-reducer
Bunion-right
Camphorated Oil
Cements
Charcoal Pepsin
Court Plasters
Dyes
Filling, Gold and Silver (not being proprietary medicine used by dentists)
Flavoring Extracts
Fluid Magnetic
Foods, such as:
Horlick's Malted Milk
Nestle's Food
Saskett's Food
Fruit Syrups
Ginger Tablets
Ginger Wines
Grape Juice
Herbageum
Hoof Oil
Hydrogen Peroxide
Imperial Granum
Italian Castor Oil
Lifebuoy Soap
Lime Juice
Lime Juice Cordial
Liquid Peptonoids
Louse Killers
Lozenges (linseed, liquorice, chlorodyne)
Lythia Tablets
Malt Extracts
Malzinose
Moth Balls
Olive Oils
Opaline
Pedico Foot Soap
Petrolatum
Petroleum Jelly
Phenol
Plasters (adhesive, bunion, corn, court)
Precipitated Sulphur
Seidlitz Powders
Soda Bicarbonate
Soda Phosphate
Spirit of Nitre
Sugar Milk
Toe Right
Toe Flex
Tooth Soap
Vermouth Wines
Water Glass

LAW PROVIDING FOR AMOUNT OF TAX

Following is complete section of War Tax Stamp Duty Act providing for amount of tax. Articles carried by a hardware store would quite generally come under sections (a) and (b).

Article.	Stamp of the value of
(a) A proprietary or patent medicine,	
(b) Perfumery, the retail price for each bottle or package thereof being—	
Twenty-five cents or less	$0 01
more than twenty-five cents for each twenty-five cents and in addition for any fractional part of twenty-five cents	0 01
(c) Wine of the grape, non-sparkling, each bottle or package containing—	
one pint or less	0 03
one quart or less, but more than one pint	0 05
a quantity greater than one quart for each quart and in addition for any fractional part of a quart	0 05
(d) Champagne and sparkling wine, each bottle or package containing—	
one half pint or less	0 13
one pint or less, but more than one-half pint	0 25
a quantity greater than one pint— for each pint and in addition for any fractional part of a pint	0 25

George B. Ball, Toronto representative of A. C. Leslie & Co., Ltd., has been invalided home from the front, and is at present in Toronto. Mr. Ball was quartermaster-sergeant of the 43rd Battery, and it is hoped that he may be able to resume his duties with the Leslie Company again in the near future.

Undeveloped Field for Water Systems

Rural Communities and Small Towns and Villages Offer Excellent Field For Hardwareman to Increase His Trade—Bathroom and Water System Has Become a Necessity—Evidence That People Look Upon Water Supply as Essential

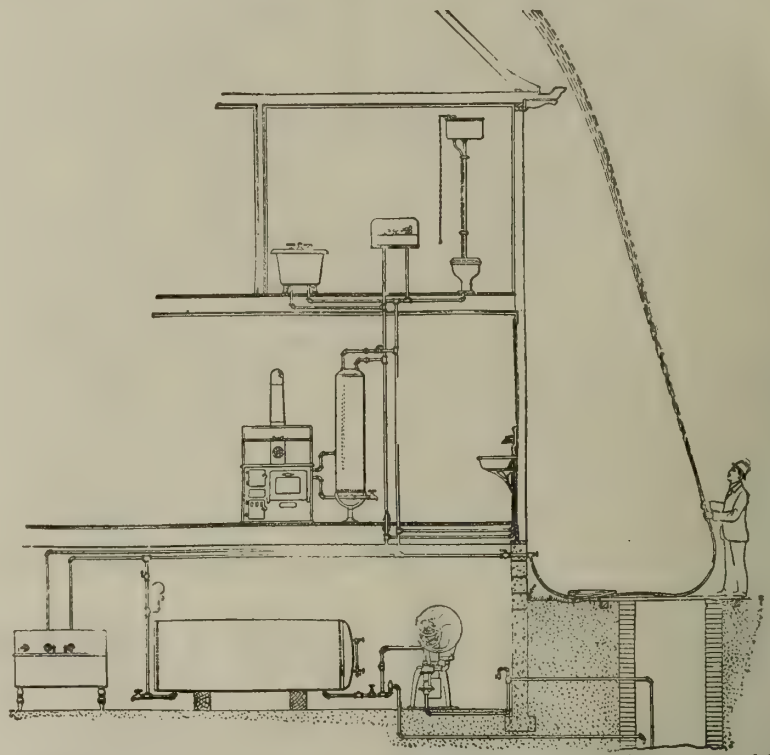
WITH the desire for more conveniences in the homes of the farming community and in the smaller towns and villages, a water supply in the home is becoming more and more a real necessity. It is no longer a luxury to have hot and cold water in the home. It is no longer a luxury to have a bathroom. These thinks are everyday conveniences. They contribute as much to the health of a family as any other factor in the arrangement of the household. Hardwaremen in rural communities have but recently realized the possibility for trade in this line. Quite a number of them in consequence have taken on this line and are finding a rich source of profit and an ever expanding field of trade. The principle as applied to the water system is what is known as the pneumatic system as contrasted with the overhead tank system. In the instance of the pneumatic system the tank can be placed in the basement and water can be forced to the top of the dwelling. With an overhead tank system the water is pumped to the top of the building and the force is secured through gravity or fall of the water.

Principle of Pneumatic Systems

The pneumatic water systems are designated on the principle of the syphon bottle. By pressing the valve on a syphon bottle water is released with sufficient force to carry it a considerable distance. The force which causes this water to be carried is compressed air in the upper part of the bottle. The water is forced into the bottle against the resistance of the contained air and power is thereby stored up which will eject the water when the time comes to release the stopper. With a syphon bottle it will be remembered that a tube runs down from the neck of the bottle to somewhere near the bottom of the bottle. The compressed air in the top of the bottle forces the water up through this tube. If a tube were placed in the side of the bottle at the bottom and carried vertically outside it would operate in the same manner. If a tap were placed at a considerable distance from the top of the bottle and at the top of the tube the water would be discharged at the top of the tube when the tap is released.

Same Principle as Syphon Bottle

From this description of the working of the syphon bottle it will be understood how water may be had on tap in any room in a dwelling when such a pneumatic tank is placed in the basement. The airtight tank in the basement acts the same as the syphon bottle. Water is pumped into it against the air contained in the tank either from a stream, a well or a spring. This pumping of the water into the tank generates sufficient force by compressing the air to carry it to the top of the building. Or again, it can be forced through a line of pipe to greenhouses outside, to hydrants on the lawn or in the garden, to the farm, to the garage, to the poultry house.



Above diagram shows the location of pneumatic water tank in basement with complete water system—Hose attachment for watering lawns and garden is also possible—City conveniences can be had in country through such a system.

Methods of Operation

There are various methods of operating these pneumatic water systems, namely, by hand, gasoline engine or electric motor. The hand pump and tank for a small dwelling can be supplied for as low as $75, while the power pumps range all the way from those with quarter horsepower motors to those capable of giving a water supply for a town with a population running up to as much as ten thousand people. The electric power tank can be made the most convenient in that the pump is started and stopped automatically according as the pressure rises and falls. When the pressure gets down to a certain level it automatically throws on an electric switch which starts the pump in operation. When the water has reached a certain pressure in the tank it is automatically shut off. A small one-quarter horsepower motor is capable of pumping water for a 125-gallon tank. The cost of the operation is estimated to be very small in the instance of electricity. With the hand pump the only cost of operation is the time spent in working the lever.

Farmers Should be Purchasers

With prosperous conditions on the farm for the past two years and with the possibility of still greater prosperity during the present year there should be a fine field for the sale of these articles in the rural communities. The city water service is not a thing which need be restricted to those living in the city. It is possible to give the same excellent service to the isolated farm home or to the home in the village and small town. A bath with running water has come to be considered as much a necessity as it is to have water to drink. The hardwareman should endeavor to develop this trade in his neighborhood. There are hundreds of homes throughout the country which should have the conveniences of the city in this respect in order to make life a little more pleasant.

Wherein Production is Aided

The reason so many of the young men and young women have left the farms in the past is because of the meagre conveniences to be found in the average farm home. Once the convenience and comfort to be found in a house with running water and bath have been enjoyed on the short stay in the city, the young people have in a measure been wooed away from the old homes which lack these conveniences. They are the little

things which go to make life more livable. Those who have enjoyed them once are seldom content to go back to the old homes without bath and running water. With such conveniences available for the rural communities the young people will again be tempted to remain on the farm and take up with farm life as a permanent calling. Such conveniences as this may not be the deciding factor entirely in causing young men and young women to remain on the farms and to attract town dwellers to the rural communities, but they are indeed a very powerful factor. Electric light and electric power, together with the convenience of the automobile, are other telling factors. But these latter considerations would not in themselves be sufficient if the modern convenience of water systems were omitted. Hardwaremen who recognize this fact can take advantage of the situation and press for trade with the farming community with excellent chance for success. One of the reasons for the falling production on the farm has been the lack of the right kind of help. The young men and the young women have been lured away by reason of the attractions of the city and their places have been taken by less efficient farm help. This has resulted in a less efficient class being left on the farms and the production has naturally declined.

Advisable to Get Good System

There are of course water systems and water systems, the same as there are different grades and qualities in almost every other line or commodity. Some trouble has been caused through poor installation of sytems and the systems in certain cases have been faulty in construction in the first place. It remains for the hardwareman to make sure that he selects the best system possible. Some concerns stand behind their goods with the guarantee that each and every part entering into the system are the very best. They furthermore guarantee them to work perfectly and perform the service for which they are recommended. For this reason it should be a prime care of the hardwareman who intends to embark on the handling of these goods to secure a system that is properly built. It is not well to choose a system because it happens to be two or three dollars lower in price than the one which it is felt sure will give good satisfaction. Such a difference in cost is usually taken out of the system. For instance, it would be very easy to put a lighter material in the tank which lighter material would not give the wear of heavier material. The thinner steel would in all probability rust and pit through in a comparatively short time, while the tank costing a trifle more would perhaps give service for a lifetime.

Easy to Install

Some hardwaremen might be at a loss to know whether it is a difficult matter to have these systems installed, provided they were to start dealing in them. One manufacturer is authority for the statement that with a system which is already assembled and tested prior to being shipped that it is a very simple matter to instal the tank, motor, switch or engine, if gasoline motive power is used. All the tools really needed to install such a system that has previously been assembled is a pipe wrench. If the instructions sent by the manufacturers are followed there should be no difficulty in erecting the system to operate without the least trouble.

One of the effectual methods of getting after this trade is to instal a tank on the floor of the hardware store or in some other conspicuous place where the farmer will be able to see how it operates. There is no better advertisement for such a system than to have it in view so that its workings are plainly visible. Those living in rural communities delight above all things to have an opportunity to size up an article. Whether it be the purchase of a shovel or a fork, or any other article, they like to have the chance to see how it "handles." When they have tried it out and secured the one that fits they are much easier to sell. The same principle holds true in the salesmanship of water systems and tanks. If the would-be purchaser can see for himself the certainty with which it operates and the pressure secured to force the water, a long stride has been made toward making a sale. The tank equipped with the automatic electric switch and electric motor makes a very fine demonstration. When water is run off the tank the pressure is lowered and when it reaches a certain point the switch is thrown on. This starts the motor to operate and water is then pumped into the tank until it reaches the required pressure, at which point the switch is thrown off and current disconnected, thereby stopping the motor.

Farmers Not the Only Prospects

Farmers are not the only class who would be interested in this proposition of a water system for their homes. There are many dwellers in the small towns who would be glad to know they could get such a convenient arrangement to supply water to their homes. Doctors, storekeepers, manufacturers and even workers in a town or village would be interested in seeing the operation of such a system. If the local hardwareman has a tank in operation they will be able to see it as well as the dwellers in the rural communities.

Would Increase Sale of Other Lines

When people become interested in a water system to the extent of being ready to buy they are promising candidates for sales in other commodities such as bath tubs, kitchen sinks, septic tanks, toilets, wash basins, bathroom fixtures. Once it becomes apparent to the prospective customer that all these conveniences can be installed in his home he immediately becomes a much better sales prospect. The hardwareman should endeavor to point out through his advertising either in the local newspaper or in his store demonstrations that these articles have become a real necessity in the modern home. The convenience feature is the one big appeal that can be made. The hardwareman who takes up the sale of this line will find that there is a big field to develop and that the returns will mean good profits.



War's Cost.

Hardware Logical Place for Wallpaper

Many Hardwaremen Are Finding This a Profitable Line—Helps Sales of Paints and Brushes—Clean and Convenient to Handle—Some Suggestions Outlined as to Best Methods of Display

THE hardware dealer with his sense of vigilance kept fresh and who is alert to the advantages of changing conditions is always ready to consider departments that can be shown profitable. And it is in these times, when one knows less from day to day what will be possible next month or even next week, that timely suggestions must be considered. In checking over the possibilities of carrying a stock of wall paper in the hardware store, HARDWARE AND METAL was impressed with the enthusiasm possessed for this line on the part of dealers who have been carrying it for several years. In nearly every instance it was established that this department had become so well established that it would in no wise be discontinued.

The Advantages of Wallpaper

"We have added wallpaper since the war broke out to make up for the decreased business that was sure to result from curtailed building operations," said C. Leger of La Croix & Leger, Limited, Mount Royal Avenue, Montreal, to a representative of HARDWARE AND METAL recently. "And one of the best features of this newly-added line is that we find its sale larger each year."

The hardware store is the place that is invariably thought of when one wants a brush. There may be stores elsewhere carrying two or three sizes of brushes but in the hardware store to-day a large assortment can be seen and a better selection made. This applies to even the smaller stores in which the writer has seen large and well chosen stocks. These are carefully kept and the hardware merchant is in a good position to select the brushes that will best suit the needs of painting and of kalsomining and paperhanging.

Therefore the average customer comes to the hardware store for brushes. In many instances this will be a woman. She is the logical buyer of anything that is to be used in the decoration of her house and can be appealed to much more readily regarding such a line as wallpaper than would be possible, for instance, with her husband. And it must always be remembered, that while the desire of the modern hardwareman will be to sell paint suited to the needs of the house inside and outside, he will find a great many that must have wallpaper and will have it from such sources as it can be obtained. Why should the hardwareman not sell it himself?

The sale of wallpaper, paint and brushes are interdependent and they are certainly so closely allied that little argument can be maintained against stocking of the first-mentioned.

The Amount Involved

One's stock will have to be governed by the extent of his trade or by the territory he can serve. In this respect it is difficult to even make suggestions.

In speaking recently with Alfred Goyette of 124 Mount Royal Avenue, Montreal, Mr. Goyette stated that he carried 267 patterns. This is a large variety indeed, but the trade that Mr. Goyette has been able to create and maintain for wallpaper is the best evidence possible that it pays to carry a large assortment.

"I have had customers from all over the city and from several of the outlying suburbs," continued Mr. Goyette, "and this I attribute to the fact that I have the stock and can supply the desired patterns that may be wanted. These I have at all prices and in all grades at from five cents per single roll to a dollar and a half. As a matter of fact I believe that two-thirds of my customers are from outside my own district."

The Goyette Stock

Mr. Goyette has taken hold of the wallpaper business in a thorough manner and to his credit he has a large and well-kept stock. One of the most noticeable features here was that of neatness and order and the facility of treating with a customer and showing the various patterns. This is arranged through the adoption of the "easel" system and the only feature that has been found awkward here is that of careless prospects tearing the samples as they are leafed over.

But the real advantage of the display is carried out through the adoption of the "panel" idea. A frame holds a large section of the heavy wall board that is used so extensively these days and this panel is about 30 inches wide and 54 inches high. On this is pasted in the regular way the sample that one desires to show and this is furnished with the corresponding border.



Two sizes of these panels have been used here but Mr. Goyette states that the larger one as just described is much better and repays for the room it occupies—a space about 3 feet by 8 feet. Because of the larger surface it is possible for the purchaser to get a more effective impression of what the wall will look like when the paper is applied.

How Panels Are Arranged

The fixture holding these panels sits on the floor and is made of tubular iron. This is usually of copperized finish. Having a "T" base at each end the equilibrium of the set of panels is always maintained as these are turned backward and forward in showing the various patterns. Of course both sides of the panel are used to show a pattern of paper, together with the border.

When not in use the panel rack takes up very little room, as the panels work on a free end, being attached to the connecting bars of the fixture at the extreme back corners so that they can be swung back against each other.

In addition to the regular stock of papers and borders, Mr. Goyette carries an extra stock of borders—these being asked for from time to time for special work where paper is not used.

Watch Stock Carefully

It is very essential that stock be checked up carefully so that too many lines are not allowed to accumulate which have become unsaleable or slow. In watching the trend of the many buyers that come in for paper one can keep stock moving and prevent the greater accumulation of these lines that are slow. If necessary they may be disposed of at a price.

Then there is the care of stock. In handling wallpaper this is very necessary. A wall space is essential as the patterns must have their individual sections and these have to be numbered to correspond with the patterns displayed on the panels above referred to.

In the Goyette store one whole side of the store is used and the sections have been carfully divisioned and extend from the floor to the ceiling. The space occupied is 12 feet high and 60 feet long.

The provision for stocking papers is simple. Racks are made of wood strips and these are about three inches wide or even narrower, and ¾ inches thick. The idea is to make sections of suitable dimensions to take care of the number of individual patterns that one wishes to carry and to handle the number of

rolls of each that are needed. They are made just wide enough to accommodate the width of the roll, with perhaps two inches to spare. This gives the stock a neat appearance.

What Are Sellers?

"What patterns sell best?" was asked of Mr. Goyette. "Well, there is a call for all kinds but speaking generally I would say that the largest call for papers from my trade is for the less expensive patterns, up to 12½c or 15c per roll."

The hardwareman who contemplates the purchase of a stock of paper will naturally have to weigh the circumstances surrounding his own business and the probabilities of the extent of territory he can hope to cover.

In another store visited HARDWARE AND METAL found that 150 patterns were being shown and the manager of the store said: "I think that the hardware store is the real place for this line. It works in well with brushes and paint."

Window Displays, etc

The Goyette store has a large frontage. This is made use of in the best possible manner and the window displays are kept as fresh and attractive as weather conditions will permit.

The east window is used for the display of papers and has been found effective in drawing trade. At certain seasons of the year the wallpaper department of the store is one of the busiest and is so located as to give the housewife an opportunity of selecting her patterns with the minimum of delay. There is very little possibility of detraction and this is an important consideration.

Suggestions Can Be Made

If the dealer be wide awake to his opportunity many sales of other requisites can be effected. Paste is needed to apply the paper with. In the Goyette store this is carried in barrels, ready prepared for immediate use. And then there are glues for sizing purposes and the many styles of brushes that are required. The same may be carried out in paints, enamels, varnish remover and a dozen kindred commodities.

Pig Iron and Scrap Steel Reduced $1

President Wilson Orders Retention of Other Prices on Ore, Coke, Steel and Steel Products Recommended Previously and in Effect up to April 1

Prices on ore, coke, steel and steel products, recommended previously by the price-fixing committee of the War Industrial Board, subject to revision on April 1, were ordered by President Wilson to be continued in effect until July 1, according to a dispatch from Washington on Tuesday of this week.

From April 1 to July 1, however, the maximum price of basic pig iron was ordered reduced from $33 to $32 per gross ton, and of scrap steel from $30 to $29 per gross ton.

It is provided that new contracts calling for delivery of these products on or after July 1 are not to specify a price, except with the understanding that it is subject to revision by any authorized Government agency.

The announcement was made after approval by the President of a recommendation made to him by the price-fixing committee and all manufacturers and producers are expected to observe the maximum prices.

Action Foreshadowed

It has been regarded as practically settled, stated the New York Metal Market, that there would be no general scaling down, and it is thought that upon due consideration it will be held inadvisable to attempt any readjustments. After all, the majority opinion is that the prices are about as well related to each other, in the general structure, as could be expected. The chief uncertainty was as to the period of time for which the prices would be made. The producers were anxious that the extension be to the end of the year. It is pointed out that the fixing of prices for three months at a time thus far has represented simply a convenience in the particular circumstances existing, and did not represent the adoption of a settled policy.

Coal Now Plentiful

Opinion is divided as to whether buyers have been holding off from making purchases on account of the price issue pending, but in the highest quarters the opinion expressed is that buyers have not been disposed to wait on this account, as they are protected against reductions in any event. The market is quiet, generally speaking, because buyers already have a great deal of material due them. There is heavy inquiry for a few lines, including oil country goods, small spikes and a few specialties.

Shell discard steel has had a sharp advance to $2 to $3 a ton in the past few days and is now bringing substantially the full billet prices, and usually with carbon extras in addition. There is slightly better demand, while offerings have decreased.

Coal is now almost plentiful, and coke supplies are increasing steadily. A moderate amount of foundry coke can now be picked up in the open market.

WASHINGTON, March 23rd.—Price fixing and ships are the subjects consuming the chief interest in Washington at the present time. Industrial leaders are interested in reported movements to further fix prices and claim that unless definite action is taken shortly business will become so unsettled as to be disorganized.

With the German drive under way America is confronted with the problem of ships, for it is admitted that the part the United States can play in repelling the present drive and in further drives depends entirely upon the amount of tonnage which can be made available.

There is more optimism over the shipping problem to-day than there has been for some weeks. This is partially occasioned by the fact that the taking over of Dutch vessels in American ports has given sufficient shipping space to clear docks and warehouses of large amounts of supplies which have been held for weeks awaiting transportation to European points.

A Better Showing

Moreover there is a decided indication of speeding up in the shipbuilding work. Several vessels launched on the Atlantic coast this week have given definite promise that the shipbuilding program of the United States is going forward despite pessimistic predictions of failure. Investigations conducted by the Senate Commerce Committee have acted as a prod and shipbuilders and shipworkers have both turned to with a better spirit and as a result work is going forward with more impetus than at any time since the great program was undertaken.

The labor questions have been ironed out. The Shipping Board has announced that a satisfactory wage scale for Atlantic coast shipbuilders has been reached and this removes a very dangerous obstacle in the path of the shipbuilding program.

Pacific coast shipbuilders have assured the Government that they will surpass their program. Present estimates of the capacity of finished ships from the Pacific coast ports for the year 1918 are 65 steel vessels with a tonnage of 554,900 and 18 wooden vessels with a tonnage of 622,000.

Japan is also reported to have made an attempt to reopen negotiations whereby a considerable portion of the Japanese tonnage in the Pacific would be diverted to the use of the United States and the Allies in the Atlantic. This plan was taken up last summer at the time when the Japanese mission was in this country, but no agreement was reached. Japan, however, is reported to be in need of larger steel supplies to carry on her war program and as a result she is willing to release some of her vessels to the United States in return for a greater supply of steel.

Chairman Hurley has announced that several experiments are being tried now which will test the possibility of furthering the shipping of the United States. He announces that contracts have been let for three vessels of a tonnage of 15,500. These are the largest vessels yet undertaken by the United States Shipping Board and if they prove successful more contracts of this nature will also be let. The Shipping Board has also widened the scope of its efforts to defeat the U-boat by attempting to secure a non-sinkable vessel. At the present time tests are being made of a vessel of this description, invented by Hudson Maxim, inventor of the Maxim silencer for guns.

EDITORIAL COMMENT

MAKE THE HENS DO THEIR SHARE

ENCOURAGEMENT of the sale of incubators by hardwaremen will materially help to increase the food supply. If any abundance of poultry is raised this spring and summer it should mean that all the greater supplies of beef and bacon will be available for the troops and the needy abroad. We at home should be able to get along on chicken dinners—especially if the cost is within the length of our cable-tow.

An abundance of spring chickens raised in incubators would add greatly to the meat supply. This is not a time when hardwaremen who have excellent means at their disposal for encouraging production should sit back and wait for interested purchasers to come to them and inquire if they have certain articles.

Hardware merchants can be leaders in helping the production movement. How many lines do you have in your store that will assist in this necessary increase in food products? You should consider it your duty to your country and to yourself to carry on an aggressive sales campaign in order to get those articles to work.

STEEL PRICES TO HOLD

AT the time of writing nothing official has been given out anent the new schedule on steel prices in the United States. On March 21 as a result of the deliberations between representatives of the steel trade and the price-fixing committee of the War Industries Board there was a virtual agreement as to the prices that should prevail for several months starting from April 1.

The new schedules have been passed along to the President for his approval before announcement is made. It is understood that there will be no material modification in the current prices. Furthermore, it is asserted the steel men obtained some important concessions from the Government on certain points which will necessitate some readjustments, and the intimation is made that higher prices may result in some instances.

The smaller manufacturers of iron and steel have made a vigorous claim for higher prices. They asserted they could not carry along their business in a good many instances unless higher prices were made. They contended that in the interest of production they should be given a margin of profit sufficient to induce them to continue in the business.

The large steel corporations of the country have the advantage over the smaller concerns in that they have their own sources of supply of raw materials, whereas the small mill must enter the market and buy at whatever price and wherever he can get it. Recently he has had to pay much higher prices for the raw materials than the cost to his big competitor.

GET OUT THE SEEDS

HARDWAREMEN can help along the production plan by getting their stocks of seeds prominently before the people of their town. There is nothing like a case of seeds in full view to start the gardener thinking of his garden plot. Seed packages with their brightly colored pictures of the vegetables have a way of luring the unsuspecting ones into buying.

Window displays, counter displays, special display tables, actual plants in process of growth placed in the window—all these are excellent ways of getting the seeds before the people. Some catchy cards drawing attention to the necessity of getting seeds in hand preparatory to planting will help along this movement.

Any aggressive business methods which the hardwareman can put forth will do a good service in the interest of a larger food supply. Incidentally it will be good business on his part to get the seeds started. When the seeds are purchased garden tools will also be needed. When the incentive is of such a powerful twofold nature what hardwareman will hold back?

DAYLIGHT SAVING ON THE WAY

GOOD news came from Ottawa during the week to the effect that the Daylight Saving Bill had been practically passed. The only detail that has been left in abeyance is the time when it shall become operative.

There is one thing in favor of a short announcement, namely, that it will take up very few seconds to make the change through Canada once the announcement is made that it is to become effective. Thanks to the efficiency of the press as a publicity means it can be flashed across the Dominion within a very short space of time. It seems highly probable that hardwaremen will have the best opportunity they have ever had to talk garden tools and other instruments and equipment that will help along production.

Current Events in Photograph—No. 13



TRAFALGAR SQUARE, LONDON, IN WAR TIME

THOSE who have visited London, England, will hardly recognize Trafalgar Square. The bronze lions are almost the only familiar object. This was how the Square looked on the occasion of the campaign to raise £100,000,000. In the foreground is the giant Italian aeroplane which made the record flight from Turin, Italy, to London.

MAY LIMIT USE OF AUTOS

Some regulation to provide for Government control of the importation of automobiles into Canada may, it is said, be promulgated in the near future, according to a dispatch from Ottawa during the week. It was, however, stated to-night that the Government had not decided to prohibit such importation entirely. Manufacturers of motor vehicles and the selling agents of companies in the United States have of late had conferences with the Canadian War Trade Board on the subject of the control of importations. They will, it is announced, interview that board again to-morrow.

Cut of 30 Per Cent. in U. S.

Production of pleasure automobiles will be cut 30 per cent. during the present fiscal year as a war measure, according to a decision reached by the National Automobile Chamber of Commerce of the United States, at a recent meeting in New York. The reduction applies to the entire uncompleted schedule for the year.

Full details concerning the action of the Chamber of Commerce were not made public, but in a statement issued regarding the decision to curtail production, it was said that representatives of some of the largest manufacturing concerns were summoned to Washington recently by the War Industries Board and the Fuel Administration to discuss the situation.

"The arrangements for a curtailment of production," the statement continues, "are entirely satisfactory to the War Industries Board, the Fuel Administration and the manufacturers themselves, permitting the latter to adjust their affairs to meet the Government's program without unnecessary business and financial disturbance."

COST OF CAR UPKEEP

Automobile owners will be interested in the figures contained in the offer made by Charles R. Pepper, Duke Street, Toronto, to supply the city for the various departments with a Ford car service for $900 per year per car, the service to include gasoline, tires and the cost of the general upkeep, the cars to be run five hours per day, without a driver, and not to be run at night or on Sundays. The estimated time would be 300 days a year.

In sending on the figures, Property Commissioner Chisholm points out that it costs the city about $825 per year to operate a Ford car. This is made up as follows: Gasoline, $250; tubes and tires, $150; general repairs, $150; proportion of rental of garage, $100; depreciation, $175.

CANADA TO HAVE SHIP PLATE MILLS

Canada is arranging to manufacture her own supply of plates for steel shipbuilding, according to a despatch from Ottawa. The Government has just completed arrangements with the Dominion Iron & Steel Company of Sydney to begin immediate construction of a steel plate rolling plant with an output of 150,000 tons per year, or sufficient for the national shipbuilding requirements for some years to come. The cost of a new plant will be from three to five million dollars. It is expected to be in operation by the autumn of next year. The Government is giving no direct financial aid to the company, but is guaranteeing sufficient government orders to insure a return on the investment.

TO ERECT OIL STORAGE STATION

The Imperial Oil Company have been granted a permit to erect, at an estimated cost of $104,200, a bulk storage station for petroleum products, on the south side of Keating street, Toronto.

Auto and Accessory Dealers to Hold Convention

Ontario Dealers Are to Get Together in Preliminary Meeting On April 1, 2 and 3—To Consider Subjects That Will Mean Better Business Methods

THE first convention of the Ontario automobile and accessory dealers has been called to take place in Toronto on Monday, Tuesday and Wednesday, April 1, 2 and 3. The opening meeting will commence on Tuesday morning at 10 o'clock, when those attending will be welcomed by his worship Mayor T. L. Church and the president of the Ontario Provincial Board, B. W. Ziemann of Preston, Ont. The convention is to be held in the assembly hall of the Retail Merchants' Association of Canada, 2 College Street. Quite an extensive programme has been arranged, with some speakers provided who are authorities on particular lines connected with the automobile and accessory business. One of the matters that will most likely come up for discussion and action is the legislation which there is a possibility of being introduced at the present session of the Dominion Parliament and which is considered injurious to many branches of the trade. The third day has been set aside for joint consideration between manufacturers, wholesalers and retailers of matters which have a vital bearing on the industry. It is hoped this convention will mark the beginning of better conditions in the automobile trade. There are in the neighborhood of one thousand dealers, retailers and manufacturers in Ontario and it is expected there will be a good attendance. A comprehensive programme has been prepared as follows:

MONDAY

10.00 a.m. Registration of Delegates.
2.00 p.m.—Meeting Reception Committee.
3.00 p.m.—Nomination of Committee.
4.00 p.m.—Committee meetings convene. Evening open for entertainment.

TUESDAY

9.30 a.m.—Registration of Delegates.
10.15 a.m. Official welcome and reception. Mayor T. L. Church, Controller C. A. Maguire, Controller John O'Neill, Alderman Geo. Ramsden, B. W. Ziemann, Esq., president, Ontario Provincial Board Retail Merchants' Association. And trade representatives.
10.45 a.m. Opening Session.
Chairman's Address.
Address, B. W. Ziemann, Esq., president R.M.A.
Address, W. C. Miller, Esq., secretary R.M.A.
11.15 a.m.—Receiving Resolutions.
"15 Minute Talks by the following speakers:—
"Organization—W. M. Gladdish, Esq., editor Motor World.
"Times—Past, Present and Future"—A. A. Briggs, Esq., advertising manager, Dunlop Tire Co.
J. F. Shatford, Esq., Imperial Oil Co.
12.00 noon —Adjournment.
2.00 p.m.—Consideration of Resolutions.
3.00 p.m. —"15 Minute Talks" by the following speakers:—
"Automobile Insurance"—John E. Gossett, Esq., Travellers Insurance Co.
"Present Day Problems"—F. W. Evans, Esq, Canadian Fairbanks-Morse Co.
"Coal Oil Equipment" John A. Yarker, Esq., secretary-treasurer, Kero Coal Oil Carburetor Co.
"Tires"—Wm. Allan, Esq., manager, Marathon Tire & Rubber Co.
4.00 p.m.—Consideration of Resolution.—Continued.
4.30 p.m. "15 Minute Talks" by the following speakers:—
Donald Johnston, Stewart Products, Ltd.
H. C. Lower, general sales manager, Goodyear Tire & Rubber Co., of Canada.
Mr. Edgar, Canadian General Electric Co.
John Millen & Sons, Limited.
5.30 p.m. Adjournment.
Evening open for entertainment.

WEDNESDAY

9.00 a.m.—General Session—Business resumed.
Opening of "Question Box" and discussion thereon.
9.45 a.m. -Election of Officers—Installation.
10.00 a.m. Address, John C. Kirkwood, Esq., business counsel "Ascertaining and Recovering the Cost of Doing Business," "Making a Net Profit of Thousands Per Year," "Salary for the Boss," "Selling Enough, or the Matter of Turnover." Queries and discussion on the above subjects.
11.15 a.m. Address, Hon. F. G. McDiarmid, Minister Public Works and Highways.
11.45 a.m. "15 Minute Talks" by the following speakers:—
Hyslop Bros., Ltd.
"Advantages and Disadvantages of a Non-Skid Tire," Mr. Stanyon, president, K & S Tire Co.
12.15 p.m.—Adjournment.
2.00 p.m.—General Business Resumed.
Conference with automobile and accessory manufacturers and wholesale jobbers.'
3.00 p.m.—Address: "That Second-hand Car."
4.00 p.m. Reports of Committees.
4.30 p.m. "15 Minute Talks" on the following subjects:
"Salesmanship."
"Service."
"Credits."
"Advertising."
5.30 p.m.—Resumption of General Business until completed.

Puts Business on Cash Basis

T. A. Squire, of Brantford, Makes Important Change With the New Year—Telling His Customers Why

IT takes courage to pass the dead-line, to make the first break, to put one's business on the cash basis. Particularly is this the case with a store which has built up a good line of credit business, a line where the percentage of good payers is large, where the business carried is of considerable volume.

T. A. Squire in Brantford is one of the hardwaremen to break away from the ranks of the credit stores — the stores where a good customer is taken care of until the month is up, though every effort is made at all times to secure cash business. T. A. Squire has been in the hardware business for ten years. When, after thoroughly going over the situation, he decided to break from credit to cash, he took the public into his confidence in an advertisement which did not lack for individuality, however much the phrasing may be out of the ordinary.

It has been the custom of Mr. Squire to run a 3-column ad in the local papers on Fridays, giving special Saturday bargains. Recently one column of the ad was given over to the announcemnt, that he has made the break for cash sales as against credit. The announcement which was headed "Important Notice," with a sub-head "We Are Going to Sell Merchandise for Cash," follows:

This is a plain statement and we mean every word of it. The reasons are too many to enumerate, but just a few will suffice. We started in business about ten years ago, with little capital, little credit, and an abundance of good honorable intentions. We have lived, still have a little capital (principally book accounts, inactive), but as time goes on, age creeps upon us, we find our nerve is not what it should be. However, we still have our initial and most valuable asset—honorable intentions. We have confidence in people, we trust them with our capital to the limit but to go further would be to trust them with our honor, and that we will not do, because if a man gets in a condition he cannot pay us, the result to us is as bad as if he would not pay, so our honor is too sacred and valuable an asset to be peddled about. Hence we have reached the limit in this credit business, so there is just one thing left for us to do and that is—sell for cash. You are going to pay some time. Why not now? You can buy for less if you pay cash. Hereafter cash prices will prevail on everything in this store. Try the cash plan. Keep out of debt. Save money, and be happy. We believe the cash plan is as nearly necessary to the happiness and welfare of the people as the Christian religion.

USE OF MOTORCYCLES IN WAR

From the arrival of the British Expeditionary Force in Belgium in the late summer of 1914 down to the present time, the motorcycle has steadily gained in importance in different branches of the military service. Its use has not been restricted to the allied armies. The best authorities place the number of motorcycles employed by the armies of the central powers at the time of the Battle of the Marne at 18,000. The British had at least 40,000 in service in the spring of 1915, while the French had about 11,000. The Italian forces, up to the present, have 10,000, according to recent estimates.

It has been figured that more than 750,000 motorcycles have been in use for military purposes by the belligerent powers since July, 1914. This does not include those at present in the United States Army services, for prior to our entrance in the great war the American army did not have more than perhaps 150 machines in all.

Profit in Catering to the Golfer

Spread of Golf Spells Profit to Merchant—Municipal Links Are Becoming More Popular Each Year—Game Fascinating and Popular — Fitting Out the Beginner—Golf Accessories Also Hold Possibilities For Trade

THERE is one branch of the sporting goods line of trade which offers an opportunity for considerable profit and which should not be lost sight of by the wideawake hardwareman, that is the sale of golf clubs and accessories. Golf is becoming very general all over Canada and although at present, perhaps, it is more or less confined to the more wealthy class, it is rapidly losing this limitation and is fast becoming a game of the people. In many cities in Canada municipal golf links are now established where it is possible to play round the course for the modest sum of 25c or even less, and this brings the game well within reach of even the most modest pocket.

Interest the Municipal Authorities

In some cities the municipal authorities have not yet recognized the added attraction a city gains by the possession of a public golf course. In such cases it is safe to say that the city fathers themselves are not acquainted with the game. They belong to that still numerous class who "cannot understand what anybody can see in knocking a ball about from one spot to another."

Fascination Follows First Game of Golf

It is a somewhat extraordinary thing that among those who have never played the game you will rarely come across anyone who will plead guilty to seeing that there can possibly be any attraction in golf. And yet among those who have played it you will rarely find one who has not succumbed to the fascination of the game. The writer has known many men who have been experts in other branches of sport to take up golf and adopt it to the exclusion of their former and every other game, but he has never yet come across one man who having played golf, that is to say, having played it so as to have a fair knowledge of the game, has ever given it up and gone back to any other form of amusement.

Golf Growing in Popularity

There undoubtedly is a fascination about the game which can only be understood by those who have experienced it and this added to our knowledge of the hold it has already taken upon the general public both in Great Britain and the United States leaves us no room for doubt but that it is destined to play a prominent part in the future in the public games of Canada.

This being so, the hardwareman who wishes to keep abreast of the times should be watchful for any signs of the game becoming popular in his own particular district and on the principle of "first come, first served," he should not leave it to his competitors to get ahead of him but should lose no time in making himself acquainted with the various items which go to make up the stock in trade of the successful caterer to the golf enthusiast.

Careful Study of Game Means Results

Let it here be said that the trade in golf accessories is not a simple one, it involves the necessity for some knowledge of the game on the part of either the hardwareman or of one of his clerks, and to keep an adequate stock of clubs involves some little outlay, but the profits to be obtained make the fulfilment of these conditions well worth while.

It will not suffice to order half a dozen or a dozen clubs of the different varieties and a dozen or so balls and place them in the window and expect in that way to work up a trade. As men vary in height so do the clubs they require vary, and a complete stock must therefore include clubs of each variety suited to every size man from the diminutive five footer to the giant of over six feet.

Be a Member of the Local Club

But let us get away from generalities as to what cannot be done and arrive at some definite conclusions as to what it is necessary to do to successfully engage in the business.

First of all either the hardwareman himself or one of his clerks must join the local golf club, and gain some knowledge of the game. A very short time will suffice to make him acquainted with the uses of the various clubs and from the personal experience he will gain of those suited to his own use he will be able to advise others.

Make Use of Professional If Available

Where a professional is engaged by the club an advantageous arrangement is sometimes made by which he agrees to spend his spare time in the store and is allowed a substantial commission on all goods he sells. As at some time or other most of the members receive some tuition at his hands and look to him for advice as to suitable clubs, an arrangement of this kind is very satisfactory to all parties.

Fitting Out the Beginner

It is supposed then that either such an arrangement has been made with the club professional or that the sporting goods clerk has acquired a fair knowledge of the game; it is now necessary to consider what stock is required. Assuming you are catering for the beginner he will require at first five clubs, viz., driver, brassie, cleek, mashie and putter. Later on as he progresses he will want a niblick and probably a jigger or other fancy iron clubs but for the present the above mentioned five will suffice. The beginner who is desirous of limiting his initial expense could even dispense with the driver and mashie at the start. Three each then of three different sizes of clubs as before mentioned will probably suffice as a start. It may be mentioned for the benefit of the uninitiated that a club cannot be cut down to suit a shorter person than one for whom it was intended as by so doing the balance would be destroyed. The merchant, however, who has a stock of three of each, medium lengths, would probably be able to satisfy his first few customers and in the event of one of them being very short or very tall he would have a reasonable excuse for asking him to wait a day or two till he could send for clubs of suitable length.

Then in addition to his stock of clubs the merchant will require a supply of balls, bags, rubber tees, gloves and the many other conveniences of various kinds which tend to make smooth the way of the golfer. A repair department, too, may be made a source of no small profit. The enthusiast of the "royal" game will as a rule not think of expense if he can save from the discard a club to which he has grown accustomed, and the business of repairing clubs and repainting balls soon becomes well worth while. As he gains further acquaintance from experience of the requirement of his customers he will be able to increase his stock to the advantage of his trade and having regard to the substantial profits obtainable on the various items and to the way the golf habit spreads once it takes hold of a community he will have no cause to regret having been the first to go for the business in prospect.

TO OBSERVE "BICYCLE WEEK"

All manufacturers, jobbers and retailers of bicycles in the Dominion will observe the "Third Annual Bicycle Week" from May 4 to 11, inclusive, and many preparations are being made by the trade to present the bicycle to the people of the country literally.

The bicycle week idea originated in Canada, but this year the trade celebration will be staged on the above dates all over the United States as well as in Canada. The main features of bicycle week consist of co-operative newspaper advertising, window displays, decorated stores, bicycle parades, races, poster displays, slides in moving picture theatres, stunts, and other factors which tend to create enthusiasm and interest.

EVENTS IN THE TRADE

BUSINESS CHANGES

Enchant, Alta.—M. Hill, hardware, has sold out.

Sceptre, Sask.—Shields Bros., hardware, have sold to F. Newby.

Ottawa, Ont.—Star Hardware Company is discontinuing business on May 1.

Montreal, Que.—H. Coutlee & Fils, hardware, paints, etc., have dissolved partnership.

Tompkins, Sask.—Mrs J. Bradley, hardware, has been succeeded by Mrs. M. McDonald.

PERSONAL

Lionel Lumb, chief accountant, Canada Foundries and Forgings, Ltd., head office Brockville, Ont., spent a few days of the past week visiting the Winnipeg branch, being operated under the name of the James Smart Manufacturing Co., Ltd., with W. P. Millar as manager. Winnipeg branch is now taking care of the business of Canada Foundries & Forgings Ltd., from the head of the Great Lakes to the Pacific coast.

INDUSTRIAL NOTES

The Town Council of Lindsay has authorized a committee of its number to proceed with securing plans for the installing of a sewage disposal system in that town.

MONTREAL NEWS NOTES

R. P. Dickson, of the Sumner Company, Moncton, N.B., was a visitor to Montreal this week.

Mr. Huston, of the Peterborough Lock Manufacturing Company, was a caller on the Montreal trade this week.

Paul L. Rinck, with Stevens & Co., accessory distributors, Broadway, New York, was in Montreal this week calling on the trade.

Mr. Rose, representing the Carborundum Company of Niagara Falls, N.Y., was a visitor to Montreal in the interests of his firm.

Chester W. Boynton, representing the Motor Car Equipment Company of New York has been calling on the Montreal trade the past week.

G. W. Angerine, with the Turner & Seymour Manufacturing Company, of Torrington, Conn., upholstery manufacturers, called on the Montreal trade the past week.

Fire and water gutted an automobile repair shop at 322 Craig Street West on Tuesday morning last. Considerable damage was done before the blaze was under control.

H. C. Martin, of the firm of Martin, Finlayson & Mather, Ltd., hardware merchants, of Vancouver, B.C., was a Montreal visitor this week, and spent his time here combining business with pleasure.

The Gladstone Brush Manufacturing Company, Ltd., were represented in Montreal this week by T. A. Marshall. E. T. Ramsay, with headquarters in the New Birk Building, has been appointed to look after their Montreal interests.

The Jas. Walker Hardware Company, Ltd., Montreal, have a moving display in their window, showing the manner in which graphite is used in the differential



The Second Great Spring Drive

and other working parts of the modern automobile. It is naturally quite an attraction. The Walker Company is also making alterations, which will increase the space in their accessory department very materially.

FIRE EXPLODES CARTRIDGES

A dispatch from St. John, N.B., on Tuesday of this week stated that the upper portion of the large hardware store of W. M. Thorne and Company took fire this morning. Many cartridges were in stock, and when they exploded it sounded like a miniature battle. Senator Thorne is head of the business.

The fire broke out about noon and an hour and a half later appeared to be under control. There was a great explosion at the outset, followed by several smaller ones while the cartridges exploded for about an hour. The cause of the fire is unknown.

NEW BRUNSWICK NEWS NOTES

The Maritime Art Glass Works, Ltd., of St. John, may remove to Halifax, owing to the exceptional conditions existing there as a result of the explosion disaster.

Committees representing the master plumbers and journeymen of St. John are now meeting in an effort to settle the strike which has been in progress since last May.

Members of the New Brunswick Provincial Victory Loan Committee have presented to Senator Thorne of W. H. Thorne & Co. Ltd., a handsome silver cigar box in appreciation of his services as chairman of the committee.

Plans for steel shipbuilding in St. John, of which mention has been made in these columns, have at last matured and the St. John Shipbuilding Co., Ltd., is preparing to proceed with the erection of modern facilities. Frank D. Chase, an engineer who has laid out several of the largest new yards in the United States, has arrived in St. John to take charge of the work. The plans call for yards capable of accommodating three or four steamers at the same time.

The wholesale and retail merchants of New Brunswick are nearing an agreement regarding the provisions of the bulk sales bill which will be introduced at this session of the provincial legislature if the final details can be agreed upon.

Howard P. Robinson, Richard Sullivan and Thomas Bell have been incorporated as the Thompson Machinery Co., Ltd., with capital stock of $49,000 to carry on the business of the Thompson foundry and machine shops at Grand Bay, near St. John.

A bill of great interest to practically all employers, especially those in manufacturing lines, has been introduced in the New Brunswick legislature to provide for a new workmen's Compensation Act. In order to protect all workmen the bill makes insurance compulsory and gives a compensation commission power to collect assessment from the employers and carry insurance on behalf of the province if desired. This feature has met with some opposition from employers, although approval is expressed of the formation of a commission to act as an intermediary between employers, liability insurance companies and the workmen.

PRESENTATION TO GUY H. SIMPSON

It is not often that a business firm has the pleasure of celebrating such a unique event as that which took place Friday evening, March 22 at Hessel Grove, the residence of Mr. and Mrs. W. H. Wiggs, when the employees, some 50 in number, of the firm of the Mechanics' Supply Co., Limited, Quebec, celebrated the twenty-fifth anniversary of Guy H. Simpson's connection with the firm. After full justice had been done to a splendid menu the host invited those present to drink to the toast of the King, followed by that to Canada "Terre de nos aieux," to which O. A. Paquet eloquently replied and feelingly alluded to the three sons of their patron who were overseas doing their bit in defence of the land all loved so well. Mr. Wiggs then proposed the toast to the guest of the evening, and in doing so alluded to the faithful services that Mr. Simpson, the vice-president and manager of the company, had so conscientiously given him. He also recounted some amusing instances of their early attempts to gain a footing in the business world. He produced some interesting souvenirs, the first price list, showing a comparative fraction of goods as now handled by this firm, mentioning some of the small purchases of plumbing articles bought by the half dozen, where now as many carloads take their place. Mr. Wiggs also alluded to the remarkable growth of their electric business from buying a few yards of wire, electric bells, etc., to the present extensive purchases in that department. He produced some of the old invoices from firms that they are still doing business with, and as Mr. Wiggs has always been a great believer in printers' ink he showed samples of their first advertising matter together with an invoice for same from John J. Foote, proprietor of the "Morning Chronicle."

After Mr. Simpson had feelingly replied to the toast in his honor he recounted some of the early reminiscences of his service as office boy just away from school, and how in answer to an advertisement he had received a letter from Mr. Wiggs asking him to call and report for duty, at the same time producing the very letter he had received, dated February 20, 1893, little dreaming that 25 years after its receipt he would be able to produce it on such a happy occasion as the present. Before resuming his seat he thanked his host and hostess for this unexpected testimonial to him and Mrs. Simpson, who had been also alluded to in the president's remarks.

At this juncture Mr. Wiggs took the opportunity of presenting Mr. Simpson with a souvenir (a gold watch suitably engraved) that he hoped both he and his sons after him would keep as a memento of the occasion. Mr. Walter Wilkinson then proposed a toast to "the firm," telling of his long connection with it, the happy relationship that existed among all the employees and trusted that they would all continue to rally round Mr. Simpson and the other directors at the head of the business. A final toast was proposed by W. C. Teakle, the secretary and treasurer of the firm, with some kind and befitting allusions to the ladies, and especially to those present from the office staff. The happy event broke up after an enthusiastic toast had been drunk to Mr. and Mrs. Wiggs, and the singing of the National anthem.

HARDWARE LETTER BOX

Steel Manufacturers

S. Bourgeois & Cie., St. Hyacinthe, Que.—Would you oblige us by giving the names of Canadian steel manufacturers?

Montreal Rolling Mills, Montreal; London Rolling Mills, London, Ont.; The Algoma Steel Co., Sault Ste. Marie, Ont.; The Steel Company of Canada, Hamilton, Ont.; Nova Scotia Steel & Coal Co., Limited, New Glasgow, N.S.—Ed.

Hose Fixtures

Cameron & Hutt, Verwood, Sask.—Could you put us in touch with dealers in hose fixtures such as racks and hangers to show the different kinds of hose?

Gutta Percha & Rubber Co., Toronto, Ont.; Dunlop Tire & Rubber Co., Toronto, Ont.—Ed.

CATALOGUES and BOOKLETS

Catalogue of Stoves and Ranges

A splendidly illustrated catalogue featuring Hoosier stoves and ranges has been issued by the Hoosier Stove Company, Marion, Ind., U.S. The catalogue No. 31 shows and describes an extensive line of ingot iron, steel and cast ranges, cast cook stoves and heating stoves, wood heaters, etc. Copies of the catalogue with prices, etc., will be supplied upon request.

F. E. Myers & Bro., Ashland, Ohio, have issued spray pump catalogue No. SP18, showing this company's line of spray pumps, including the hand or bucket pumps, also the larger barrel outfits and power spray rigs, together with a line of nozzles, hose and spray accessories. In the back of the catalogue is an article on spraying, together with formulae and spraying chart. Copies of this catalogue, which consists of 64 pages, will be supplied to the trade on request.

Hints to Shavers

The American Hone Co., represented by C. C. Craig Company, Winnipeg, Man., have issued a little 2-page pamphlet for distribution through the retail trade giving hints for the cutlery buyers and hints to shavers. The booklet is very interesting and one that supplies some very important information which should be in the hands of all salesmen. Copies will be supplied upon request.

Dealer Helps for 1918

An exceptionally attractive 42-page booklet in colors has been issued by A. Ramsay & Son Co., Montreal, showing "Dealer Helps for 1918." The booklet shows dealer helps for use by retailers, and also advertising which will appear in Canada's leading papers and magazines. Window displays and posters to help the dealers are also attractively illustrated in the booklet along with advertising prepared with the idea of helping the retailer to make his store more attractive. An exceptionally wide range of dealer helps is shown in this booklet which is gotten up in attractive style and is profusely illustrated. Copies of the booklet will be supplied upon request.

Catalougue on Spark Plugs

The Sharp Spark Plug Company, of Cleveland, O., has issued a very handsome 24-page Catalogue No. 12 of their various lines of spark plugs. The catalogue is finely illustrated and is printed in black and blue on a highly calendered paper. The last two pages are given up to a practical discussion on "Ignition Troubles and Their Causes." The various sizes of spark plugs are also enumerated.

New Era for Motor Requisites

The New Era Spring & Specialty Co., Grand Rapids, Mich., have issued a 20-page catalogue featuring motor accessory lines, including springs, spring bumpers, tire carriers, shock absorbers, sparking points, foot accelerator, and other lines. The booklet is well illustrated and contains information of practical value to the trade dealing in motor accessories. Copy will be supplied free upon request.

The British Empire at War

Cammell. Laird & Co.. Ltd., Sheffield, and Birkenhead, England, has issued a very attractive blotting book which is entitled "The British Empire at War." The front cover carries a fine photograph of Sir Douglas Haig. There are in turn fine illustrations of the British Navy, British troops entering Peronne, a fleet of aeroplanes ready to leave for France, and an interior view of one of the great British shell-filling factories. which covers an area of nine and one-half acres. There is a striking map of the Empire and illustrations showing the comparative size of the army, navy and industrial forces of the Empire in 1914 and at 1917. The book is issued under the sanction of the War Board. Rice Lewis & Son, Toronto, is distributing a number of copies on behalf of Cammell, Laird & Co.

BOILER TUBE SHIPMENTS

Pipe shipments from the plant of the Reading Iron Company are moving more freely, the outbound cargoes including pipes of all sizes, especially tubing for boilers. There is also a more liberal receipt of metal supplies at the various factories, this being notable at the shops of the Reading Railway Company.

THE CLERKS DEPARTMENT

COLONEL HOUSE--A MAN OF MYSTERY

Some Intimate Pages of th Life History of the Little Known Personality Bearing a Well Known Name

SOME men are pitchforked into big jobs. Others do not land in the limelight after a whole lifetime of effort. Occasionally there are some who soft pedal along the path, and the first thing the world knows they are well up toward the top of the heap. Apparently that describes fairly accurately the case of Colonel House. He is prominent because Woodrow Wilson is president of the United States. Were some other man in the presidential chair, Colonel House would probably slide back in the lesser groove, and once more be a plain citizen of Austin, Texas. Edwin Wildman in the "Forum" refers to him as "The Man of Mystery."

Colonel House is a name known the world over, but only a small group of intimates know the man—the man who has just been selected by the President to gather data preparatory to the conference that must come when the world shall lay down arms and take up the discussion of permanent peace—a position of vast potential influence and international power—a position so great that one is appalled at the responsibilities that may fall upon the shoulders of the man who will have the data in his hands to determine responsibility, a segment of which is reflected in the data just issued showing Belgium's property damage at $1,500,000,000—a sum that will have to be met by the destroyers.

Peace is not in sight, but Colonel House is the first man officially designated to prepare the way. He may even be a precursor of that happy day. May we with propriety lift the veil and glance at his personality? It concerns us immensely, vitally and hopefully. To begin with, he is a noiseless mil*lionaire*, *a rara avis* in these days of publicity-seeking, quick-rich egotists. That is a hopeful sign. He has achieved far-reaching political results, noiselessly, for his achievements are in closet, the achievements of alert judgment and calm thought.

There has frequently, in the history of our government, been a man, or mind, behind the "throne." There was Hanna in the days of McKinley, when you had to "see Hanna." There was Wood, when Roosevelt ruled. Wood was his most intimate "chum." You didn't "have to see" Wood, but a word from him was a prized token that reached Roosevelt's ear direct. There was Hay, when Harrison was in power—afterward Consul-General at London, the most valued prize, financially, in the executive gift box. And there was Hornblower in the Cleveland days.

Was Hardly Known Outside of Texas

In 1912 Col. E. M. House of Austin, Texas, was scarcely known outside the Lone Star State. By February, 1913, the name of Colonel House had appeared in practically every newspaper in the country!

"Who is he?" was asked.

"A man from Texas," was the answer.

"Yes, but what has he done?"

"Nothing, except dabble in state politics."

"Ah, a politician. What offices has he held? What office does he hold?"

"He holds no political office, he never has held political office, he says he will never accept any political office—and what he says goes!"

"Well, then," comes the puzzled plaint, "how did he get into print?"

And the only reply was then as it is now, "He is the closest friend of Woodrow Wilson. We believe he is a political adviser of the President. The President admires him probably more than any other man. Doubtless Colonel House's suggestions in regard to the cabinet and to scores of other things we know not of, nor will ever know, have been followed."

Now comes the politician's leading question:

"But what does he get out of it?"

It's a natural question—from the standpoint of politics. And the reply is one that few veteran politicians can understand:

"He gets nothing out of it except the satisfaction of honestly believing that he is serving his country and his party. He is a believer in measures but not of individuals."

Then the army of keen newspaper men got after him. He wouldn't talk beyond the simple statement that he was a private citizen of Austin, Texas, that he was not in politics and that he merely had the honor of being regarded by Mr. Wilson as a friend.

He Starts to Sprout

At the convention that nominated Mr. Wilson for the presidency in 1912 Colonel House was first heard of outside of Texas politics. This was in the summer. Within six months, such items as these appeared in the newspapers throughout the country:

"Colonel House entertained President Wilson at his home, East Thirty-fifth street."—N. Y. Evening Post.

"Colonel House to Have Say in Selecting Cabinet."—N. Y. Herald.

"Col. E. M. House of New York-Texas has come to be regarded as the closest friend of the President."—N. Y. World.

"Colonel House is so intimate with both the President-elect and Mr. Bryan that it is not necessary for either of them to give him directions. He knows the desires of both."—N. Y. American.

"Mr. Wilson said that Colonel House was 'one of the best-poised men I ever met. He can hold a thing at arm's length and discuss it without ever getting mixed up in it.'"—N. Y. Times.

"Trenton, February 19th.—President-elect Wilson refrained from making any statement for publication to-day respecting his long conference with Col. E. M. House in New York last night, but he was enthusiastic in his tribute to the judgment and political acumen of his friend."—N. Y. Sun.

Who Is He?

Colonel House was fifty-nine years old on the 26th of last July. He is the son of T. W. House, a successful Texas banker. The colonel was born in Houston, but made his home in Austin. His father sent him to the Hopkins Grammar School in New Haven and then to Cornell, where he was graduated in 1881. He married Miss Loulie Hunter of Austin the same year, and has two daughters, both now married.

He inherited some money, but made the larger part of his fortune in agriculture, investments and similar ways. He became a director in some banks and railroads, but only in corporations where he could take an active part. He never believed in being a director unless one can actually help direct. The late Henry B. Hyde got him a directorship in the Equitable Trust Company, but when he found that he could not attend all the meetings and take an active part, he promptly gave it up.

Aside from his banking and railroad interests he made much money with his many farms and ranches. He owns many of these and they all pay him well. No one knows the extent of his wealth. It isn't great as so many multi-millionaires are ranked, but all sorts of guesses from one to twenty millions have been made. The favorite "guess" and the one probably approaching the nearest to correctness, is $2,000,000.

He has said that he has enough money. He doesn't care to make any more. He has explained that he has more than he can use, enough for his children, and that he sees no reason to struggle for more. He has a business office in Austin, one small room, with an old-fashioned flat-top desk that has seen better days, a few filing cases, some chairs, a small, old-fashioned safe, and upon the glass door, this lettering: "Mr. Edward M. House."

No "Copy" In Him

Texas newspaper men got tired, years ago, of trying to "make copy" out of Colonel House. But of course outside newspaper men knew nothing of the reticence that seemed to amount to bashfulness on the part of this Texan, and when he went in and worked so successfully for Mr. Wilson's nomination in 1912 the newspaper men flocked to him. It was then that he made, for him, a record-breaking statement.

"We want a Sunday feature story about you. We want to quote you for a column or so in this story," he was told. The colonel almost shouted his reply, he was so aghast at the idea. He started with his old favorite:

"Please do not. I am only just a plain Texan who wants to see Woodrow Wilson elected. Please don't."

Then, in explanation of this, he made his record-breaking statement:

"To a man such as I am publicity is not only annoying, but injurious. I am not seeking anything for myself and I am not seeking anything for anybody else; I am simply trying to do the best I can for the measures I favor. I am for measures, not men. To say that I have been able to accomplish anything would only be to draw upon me attention which would be most distasteful. I am not working for any influence that might be obtained or favors that might be granted; I am just a plain citizen and determined to remain one."

A Real Mystery Man

Ther is no denying that Colonel House is a man of mystery. The mystery of this man took origin down in Texas. He went into politics in his state about 1892, but he didn't make a splash or a ripple in going in. He didn't go in for fun, or to get anything for himself. He wanted Hogg elected, so began quietly to work for him. Hogg was nominated and elected, and since then about all of the Texas governors have had Colonel House back of them.

For a brief moment Colonel House almost held an office. Someone made him chairman of the executive committee that put Governor Lanham in office.

"I can't for the life of me see why I took this; I'll resign," said the colonel, and he did.

About the first we heard of Colonel House outside of Texas was when word went around that the Texas delegation to the National Democratic Convention was being quietly arranged for Wilson instead of Harmon.

"What about this?" was the wire that was sent to the political powers in Texas.

A Pen Picture

"See House," was the reply flashed back. Colonel House was stopping at the Gotham Hotel in New York. Someone was sent to see this man House, not because they believed he had any particular weight, because no one here had heard of him, but merely to act on the advice wired from Texas. The New York *Sun* told the story at the time, explaining that the local politician stood near the clerk and by prearranged signal the clerk pinched his arm when the colonel should appear. The local politician got the pinch, the clerk looked toward the man entering, and the *Sun* writer gave this description:

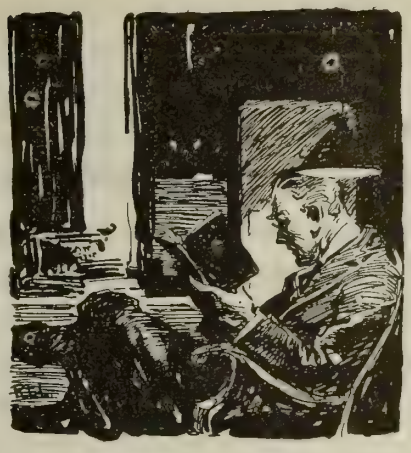
"A slender, middle-aged man with a gray, close-cropped mustache, well dressed, calm looking, was coming quietly in, with an accent on the 'quiet.' He was not pussyfooting in or slinking in or gliding in, but while he walked firmly he walked quietly. He went up to the desk and asked the man presiding a question in a quiet tone. He did not hiss the question nor did he whisper it; he asked it quietly, and when he got his answer he bowed courteously and walked quietly to the elevator, which, catching the infection, shot quietly out of sight."

A Man Who Does Things

That is just about the sort of a man that Edward Mandell House (the "Colonel" is his by Southern courtesy) has been found to be, and that is about as close a description of him or knowledge of him as the average person will ever get.

He is strictly temperate in all his habits. He gives liberally to charity, but investigates it first. His chief pleasure in charitable work is putting men on their feet after they have had reverses, and in putting deserving young men in the way of achieving success—but he merely puts them in the way of it, they must do the achieving.

By this time everyone knows that Colonel House actually does things in politics, but exactly how or just when, is so well kept under cover that few know.



Naturally it was something of a jolt to a great many veteran, dyed-in-the-wool politicians to find that this unknown Texan was suddenly in President Wilson's confidence, that even before the election the President-elect was frequently in consultation with him. To the Democratic leaders it was a rude jolt that the President-elect should take this comparative stranger so thoroughly into his confidence when they —the leaders—were standing around simply awaiting the oportunity to advise and suggest and "help" their leader.

Predicted Wilson's Election

Long before anyone "up in this neck of the woods," as they say down in Texas, had the least idea that Governor Wilson of New Jersey was presidential timber, Colonel House down in Austin quietly made the prediction that "that college-professor-governor of New Jersey will be the Democratic nominee for president." That was before Colonel House was acquainted with Mr. Wilson.

"He is a puzzle and a mystery to the masses of his own party, the Democrats, here in his own state," said the Houston *Post*, "how much more of a mystery must he be to the masses outside of his own state!"

It is said that not one hundred politicians in all Texas know Colonel House to speak to him—and not a politician of any sort, size, weight, influence or importance, but knows who he is and what he can do.

Without question he could have been a member of President Wilson's cabinet—Secretary of State or any other portfolio he might have preferred—and without qeustion he wouldn't accept it.

If there's any greater man of mystery than one who would refuse that, then he has not been discovered.

TRADE INQUIRIES

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1506. **Pig iron, steel plates for shipbuilding, marine oil engines, etc.**—A Genoa firm who are contractors to the Royal Italian Government, and to the leading shipyards, engineering companies, and shipowners in Italy, are prepared to open negotiations, for after-the-war trade, with Canadian concerns who manufacture the following: Pig iron, metals, steel plates and sections for shipbuilding, auxiliary machinery, marine oil engines and other materials used directly or indirectly in the shipbuilding and engineering trades.

1507. **Electrical equipment.**—An importing house in Genoa, Italy, which is thoroughly conversant with the electrical needs of the Italian market, wishes to correspond immediately with Canadian manufacturers of electric motors, transformers, dynamos, turbines, and electrical cable.

1511. **Machinery and metals.**—An important firm of merchants and representatives in Italy, with head offices in Genoa, and branches in Milan and Naples, would welcome Canadian agencies in metals and machinery, etc., such as agricultural machinery, pumps, railway supplies, machine tools, wrenches, pliers, diesel and semi-diesel twin motors, 100 to 400 horse-power.

1513. **Metals, ferrous and non-ferrous, etc.**—An agent in Milan, Italy, would like to open negotiations with Canadian manufacturers of ferrous and non-ferrous metals, and of metal, woodworking and machine shop tools.

1517. **Wood pulp.**—A Plymouth firm desires the agency for a good concern able to export wood pulp suitable for news and writing paper.

1520. **Iron ore.**—A Plymouth firm desires to import iron ore.

1521. **Ochre.**—Ochre is wanted by a Plymouth firm.

1522. **Minerals.**—A Plymouth concern is prepared to import minerals of all kinds.

1523. **Pastry boards.**—A Plymouth firm desires to purchase pastry boards. They must be clean, well jointed, tongued, and must not shrink. Sizes required: 18 inches by 20 inches, 20 inches by 14 inches, 22 inches by 15 inches, 24 inches by 18 inches, 27 inches by 19 inches, 30 inches by 18 inches.

1524. **Chopping boards.**—Hardwood chopping boards are required by a Plymouth firm. They must not be rimmed and in the following sizes: 12 inches by 10 inches, 16 inches by 14 inches.

1525. **Washboards.**—Canadian manufacturers of washboards are asked to communicate with a Plymouth firm. Washboards should be 12 inches wide and 24 inches long, have dovetailed sides, and be made of hardwood with cross-bar at back, with corrugated, perforated and arched zinc fronts.

1526. **Carpet sweepers.**—A Plymouth firm desires to get in touch with Canadian exporters of the above.

1527. **Clothes pegs.**—A concern in Plymouth is prepared to purchase spring-clip clothes pegs.

1528. **Broom stocks and handles.**—A Plymouth firm would be glad to get into communication with a Canadian exporter of broom handles of spruce or alder in the following sizes: 50 inches by 1 inch, 50 inches by 1 1-16 inch, 50 inches by 1⅛ inch, 50 inches by 1¼ inch; also of broom stocks of alder, 11 to 14 inches long by 2¾ inches to 4 inches wide, with a hole in the top.

1532. **Lamp glasses.**—A firm in Gloucester, Eng., are prepared to act as agents for a Canadian house manufacturing lamp glasses of all kinds.

1534. **Tractors.**—Canadian manufacturers of tractors using paraffin or crude oil for preference who desire to export same are asked to communicate with a firm in Gloucester, Eng.

1535. **Ploughs.**—A concern in Gloucester, Eng., desires to import riding ploughs for three furrows reducible to two furrows when the soil is heavy; to be used with two or three horses.

1536. **Hay loaders.**—A Gloucester house wants hay loaders.

1537. **Lawn mowers.**—Lawn mowers with blades 8 inches to 14 inches are wanted by a Gloucester, Eng., firm.

1538. **Hand and horse hose.**—A firm in Gloucester are prepared to import horse and hand hose.

1539. **Oil cookers.**—A Gloucester firm desires to be put in touch with Canadian manufacturers of oil cooking stoves.

1540. **Vacuum cleaners.**—A concern in Gloucester, Eng., is prepared to handle a good vacuum cleaner.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

NEW JOINTED VALVE GRINDER

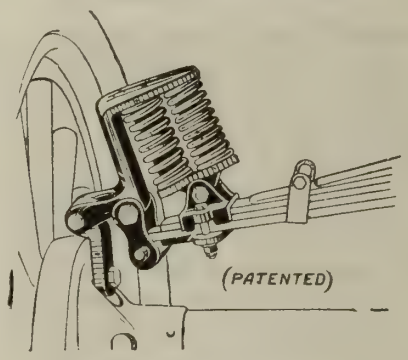
The Hudson Motor Specialties Company, Real Estate Trust Building, Philadelphia, Pa., is placing the Hudson Universal Jointed Valve Grinder on the market. It is claimed for this article that it enables the grinding of valves uniformly. It is fitted with a universal joint that allows the working end a certain amount of motion in any direction relative to the shank. It is claimed for it that when the shank is being revolved between the palms of the operator that the entire valve is accurately ground. It is asserted to be especially useful in grinding the valves of the fourth cylinder of the Ford engine, which is difficult to reach with a solid grinder. The universal joint is of simple construction, being formed by pinning the tool head to the shank with a pin which is much smaller than the hole through the shank. A coiled spring between the head and the shoulder of the shank takes up all looseness and holds the head normally square with the shank. The head of the tool is a die casting, split and adjustable to any valve. Pins, screwdriver blade and spring are stated to be of high-tempered steel, knurled on the handle and provided with a flange to guide the bottom of the hand.



Valve Grinder.

NEW SHOCK ABSORBER

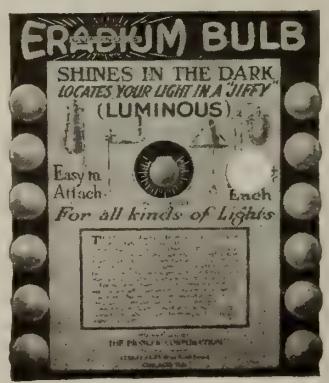
The Champion Shock Absorber Sales Company, 918 N. Senate Avenue, Indianapolis, Ind., is placing a new shock absorber on the market which is designed exclusively for Ford cars, with twin design of auto wheel, with pneumatic cushion spring spokes. It is designed to absorb the jar and recoil of the car springs. It is claimed for it that the absorber is in common mechanical construction with the wheel of the automobile, with its pneumatic cushion springs for spokes, and in its pivot seat of the two coil springs which act as ball bearing wheel spindle, oscillating from the road. It is asserted the car load rides on the springs and off the springs of this shock absorber, equalizing each motion in balance, making the action of one spring the absorber of the other.



Shock Absorber for Ford Cars.

COUNTER BULB DISPLAY

One of the new lines being offered to the trade is a counter display card holding one dozen Eradium bulbs. These bulbs are designed with the idea of attaching to any electric light pull chain or gas key and to give off sufficient light to enable one groping in the dark to find the chain or gas key. The claim is made for these bulbs that they absorb the natural light of the day or artificial light and radiate the light at night. In appearance they resemble white enamel. These bulbs are stated to give off light at night time somewhat after the manner of the luminous watch dials. While new to the trade in Canada the bulbs have been on the market for some little time in the United States. The Pioneer Corporation, 1249-1255 West 63rd Street, Chicago, are the manufacturers, while Towe & Towe, manufacturers' agents, Imperial Bank Building, London, Ont., are distributors for Canada and will send catalog on request.

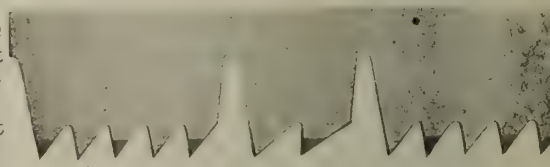


Eradium Bulbs.

DISSTON DOUBLE DUTY HAND SAW

Henry Disston & Sons, Inc., Philadelphia, Pa., and Toronto, Ont., are now placing on the market a new hand saw which they term "double duty." The Disston saw has, it is said, been made for use in general construction work of all kinds, studding up houses, shoring for sewers, making forms for concrete building, railroad work, millwright, farm use, and in fact for all general purposes.

It is said the tooth-edge consists of a special combination of rip and cross-cut teeth, each section being separated by a deep gullet. Points enumerated by the manufacturer as important are given herewith: When the saw is used for crosscutting the rip teeth act as "cleaners," that is, clearing out the kerf. In ripping there is double action, the crosscut teeth make a scoring cut on each side of the kerf which enables the rip teeth to cut clean, with greater ease and rapidity not only in ripping but in cutting on an angle or diagonally across the grain, which is its specialty.



Double Duty Hand Saw.

The Disston double duty handsaw is made in skewback pattern, the blade of crucible steel, warranted, handle of hardwood, full polished, fastened with brass screws. Made in 26 inch length.

NICKEL-PLATED TOWEL BARS

The Newell Manufacturing Company, Limited, of Prescott, Ont., is placing on the market a new style nickel-plated towel bar. The base is 1¾ in. diameter, while the bar is of 5-16 in. diameter. They are made in lengths of 12, 16, 18 and 20 inches. It is claimed for these bars that they are heavily plated with rust-proof solution before being nickel-plated. The fact that the goods are rust proof is asserted to be one of the distinctive features which works out for substantiability and serviceability. This concern also manufactures what they claim to be the only all-metal toilet paper holder made in Canada.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

FLUCTUATIONS have been many in the linseed oil market during the week though the present basis reveals a somewhat narrower range prevailing than shown in last week's quotations. At one time the spread in prices was 18c following a decline of 5c, but an advance of 6c later narrows the range 1c per gallon. The seed market has been erratic and war news serious, both undoubtedly exerting some influence in the rapid changes. Turpentine declined from 1c to 3c per gallon and very little movement is reported.

Tarred building paper, roofing felt, roofing pitch and tar have undergone revision upward and new prices issued, while not showing very much change, are at advanced figures.

Predictions made last week as to a probable advance in sash cord and cotton rope have been fulfilled and new prices about 2c lower on cord and 5c lower on rope have been issued. The raw cotton market maintains a very firm basis though fluctuations occur, the result of which has been generally that prices end at a little higher level.

Screen wire cloth has advanced 50c to $3.50 per 100 square feet and present indications are that a possible shortage may develop. This will depend largely on weather conditions which one cannot foretell. Clay and rock picks, mattocks and crow bars are being quoted at higher levels in conjunction with post hole spoons. Iron rivets registered a decline. The present discount is 25 per cent., applying to black, tinned and coppered.

Ingot metals show little change though the many restrictions now hedging these in is being felt in Canada. Tin remains firm and though some supplies remain in the city, these are being carefully watched over until news of further shipments is received.

Miscellaneous lines to advance include bench axes, sheep shearing machines, wrecking bars, alarm clocks and sweat pads. Business is reported excellent.

MONTREAL MARKETS

MONTREAL, March 28. — New net prices and also discounts have been arranged for handles, the old prices having been withdrawn last week. Crude oil advances and new freight schedules have served to advance the price of both gasoline and coal oil. It is probable that sheets and plates may be slightly advanced. Black wire cloth has gone up to $3.50 per 100 square feet. It is thought there may be a scarcity of this later in the season. Roofings and building papers are higher. Cotton twines, rope and sash cords are again being revised. Some repair parts for Ford cars are being quoted 20 per cent. less after April 1. This will apply to gaskets, ball races, bearings, springs and some other lines. Sap spouts are reported scarce, the demand having been extremely heavy. Tin still commands much interest and the supply is being measured by importers and jobbers, with the price for Chinese ruling high. New prices have been arranged for picks and are higher. Perfect seal jars are scarce and high. Brooms are up. A good feeling prevails regarding the immediate future for general trade.

House Brooms Higher; Open Prices On Guns

Montreal.

BROOMS, SHOTGUNS.—The broom corn situation is such as to have caused a firming of prices for brooms and an advance of 40c per dozen all around has been made. This means that even a very ordinary broom will have to sell for 75c to 90c and the prices are almost prohibitive. Shotgun prices—for the single-barrelled variety—are not being quoted, the trade only accepting orders at open prices.

New Prices Named For Black Wire Cloth

Montreal.

WIRE CLOTH.—As was expected, an advance has been made in the price of black wire cloth and this becomes immediately effective. The former price was at $3 per 100 square feet and the new is $3.50. It is stated that there will probably be a considerable shortage of the line, but this will depend upon the season to come. If hot and dry weather conditions prevail, jobbers believe that there will not be enough to meet demands.

Roofing And Felts Advance In Price

Montreal.

BUILDING PAPERS AND FELTS.—Advances have been made in the price of various lines of roofings and felts. These are immediately effective. Tarred felt of 7-10 and 16-ounce is selling at $3.30 per hundred pounds. Tarred sheathing No. 2 is quoted at 72c and No. 1 tarred at $1.25. Number 1 dry sheathing is selling at $1.10 and No. 2 at 59c. Surprise sheathing is quoted at 66c, rosin-sized 70c, and heavy tarred straw sheathing $3 per 100 pounds. Two-ply ready roofing is $1.12 per square and three-ply $1.38. Extra heavy dry and extra heavy tarred carpet felts are selling at 3c per pound.

New Discounts Given For All Kinds Handles

Montreal.

HANDLES.—It was stated in the last issue of HARDWARE AND METAL that prices on handles of various kinds had been withdrawn. These are now readjusted. The new discount on fork handles and other lines as shown in the current quotations is 20 per cent., the former being 35%. Net prices have been arranged on the many lines of hammer, pick, sledge and other handles, a discount of 10 per cent. is made to apply to hickory handles of all varieties, and 20 per cent. on maple, ash and other woods. This represents a very stiff advance. Prices are immediately effective.

Picks And Mattocks Make Advances

Montreal.

PICKS, MATTOCKS.—A revision in prices applying to clay picks and mattocks has been made during the week. New prices established on clay picks,

5 to 6 pounds, are $9.55 dozen; 6 to 7 pounds, 7 to 8 pounds, $10.85. Short cutter, long cutter and pick mattocks have all been revised to sell at $10.85 per dozen.

Stoves In Fair Demand; Enamelware Brisk

Montreal.

ENAMELED WARE, STOVES, ETC.—There is a fair amount of business in stoves yet, and the outlook is satisfactory. For enameled ware and other lines such as tinware and galvanized goods the demand is quite active with a good season promising. One of the interesting features of the week is that of the better delivery of raw supplies and tinplate and sheets are received in fairly good volume by the manufacturers of various tin and steel products. Prices are very firm all around and advances will not be surprising for some of the tinware lines and probably for stoves.

Coal Oil Advances 2c; Gasoline Higher

Montreal.

COAL OIL AND GASOLINE.—There has been somewhat of an increased demand for gasoline and this will be more evident with the return of good roads and better weather. Sales of this are expected to be good in 1918. Due to the increased transportation costs and the crude oil situation an advance is made in the price of gasoline of 1½c per gallon, thus making the quotation on motor gasoline 34c. The best grades are as high as 42c per gallon. Coal oil, in sympathy with the strong position for crude oils, has advanced also and the same reflection of the increased freight rates is evident here. Royalite oil is now priced at 19c per gallon, Palacine and Electroline at 22c, and these prices are effective at once.

Fair Demand Prevails For Wire Nails And Wire

Montreal.

WIRE NAILS, WIRE, ETC.—There is a fairly good demand for nails for spring shipment. Interest now begins to centre in the opening of navigation, but it will be some considerable time before there is a break-up here, unless indeed the weather should become very soft. The snow is going gradually but nights are cold. However, those who had not previously booked their wants for nails are now doing so in many instances, and there will be much activity ere many weeks in this line. Wire nails are selling still at $5.25 base per 100 pounds, and cut nails at $5.60. Smooth steel wire sells still on a base price of $6.25 per 100 pounds.

Steel And Bar Iron Quiet And Firm

Montreal.

BAR IRON, STEEL, ETC.—With a certain amount, of difficulty still confronting the jobbing trade with regard to deliveries, there is but a limited amount of interest and sales are somewhat small and country business continues better than the city. Prices are held firmly for all products. There is little inclination upon the part of manufacturers in the United States to accept bookings far ahead for iron products and the trade is generally interested in price revisions to be made or announcements regarding fixing of these by the U.S. War Trade Board.

MONTREAL—	
Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20-0 21

Sheets And Plates Slow; Some Changes Probable

Montreal.

SHEETS AND PLATES.—There is probability of a revision in the price of sheet and steel plate. Prices are likely to receive consideration upon the part of importers in the very near future and there is talk of a somewhat firmer tendency, although this will probably not be great. Considering the large demand for raw materials there is not likely to be any great surplus of supplies and sheets will, as stated, likely receive due consideration as to price in the very near future. In the meantime a fair amount of trading is being done, seasonably speaking.

BLACK SHEETS—		100 lbs
10 gauge	$8 00	$11 50
12 gauge	8 65	10 50
14 gauge	8 80	7 90
16 gauge	9 00	8 00
18-20 gauge	9 25	7 80
22-24 gauge	9 40	7 85
26 gauge	9 45	7 90
28 gauge	....	8 00
10¾ oz. (28 English)	10 55	10.75
GALVANIZED SHEETS—		
10¾ oz.		$10 00
28 ga.		9 65
26 ga.		9 25
22 and 24 ga.		9 05
20 ga.		8 85
18 ga.		8 85
16 ga.		8 70

Better Tone Evident For Lead Products

Montreal.

LEAD PRODUCTS.—That there will be a greater interest and better sale for manufactured lead products is evident from the trend of conditions at the present time. Business is gradually showing improvement and a fairly active season for some of the lines, at least, is anticipated. Prices are held firmly without change. The prices on solder have been revised, in view of the advances that have been made for tin and strictly is selling at 53c per pound and revisions upward have been made in the prices of other grades.

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 12½	0 13
Lead sheets, 4 to 8 lbs. sq. ft.	0 11½	0 12½
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, strictly, lb.	....	0 53
Solder, commercial, lb.	....	0 48¾
Solder, wiping, lb.	....	0 44¼
Zinc sheets, casks	0 26	0 30
Do., broken lots	0 28	0 32

With A Firm Undertone Old Material Unchanged

Montreal.

OLD MATERIALS.—While there is not a great deal of movement as yet, the tone of the old iron and steel market, particularly, rules firmly. Prices for all lines are pretty steady and with a demand for these scrap metals more active than heretofore, prices may be even further advanced. In the other metals and scrap materials there is no change but prices are firmly maintained.

Tea lead	$ 0 05	$0 06½
Heavy lead pipe	0 06¼	0 06½
Yellow brass	0 13½	0 14
Red brass	0 22½	....
Light brass	0 08	....
Scrap zinc	0 05½	0 06
Heavy copper	0 22	0 23
Wrought iron, No.1, per gr. ton	27 00	....
No. 1 machinery cast	31 00	32 00
Heavy melting steel	20 00	21 00
Pipe scrap	18 00	20 00
Stove plate, per ton	18 00	19 00
Old rubbers, boots and shoes.	0 08	0 08½
Overshoes, lumbermen's rubbers boots	0 07	....
Bicycle tires	0 04¼	....
Auto tires	0 04½	0 05½
No. 2 busheling	13 00	14 00

Activity In Rope Market Is Deferred

Montreal.

ROPE AND CORDAGGE.—There is still a quietness in the rope market, but this condition will probably gradually disappear. Dealers will naturally buy carefully with prices so high, but in view of all the attendant conditions there will be little chance of more favorable quotations, it is affirmed. Even if merchants do not buy in large volume there is likely to be a better sorting demand in the near future. While a fairly quiet condition prevails in the United States, the transportation trouble there is causing more than little inconvenience. Prices are for pure manila, base 39c; for British manila 33c, and for sisal 27½c. The situation on cotton rope and kindred lines is very firm.

Ingot Tin Supplies Are Getting Smaller

Montreal.

INGOT METALS.—There is continued interest here and in import centres regarding the probable length of time during which available supplies of tin are likely to last. It is evident that they will be increasingly hard to obtain.

COPPER.—There seems to be enough copper for present needs. These are large, taking the country as a whole, while there is a fair demand in Canadian centres. Prices are firm and unchanged at 33 to 34c per pound.

LEAD.—Trading in pig lead is confined and the situation is therefore of limited interest. This applies to the U. S. markets. Locally, there is a little more activity and the price holds at 10½ to 11c per pound.

TIN.—United States importers are very anxious to get their hands on stocks. Trading is confined to the limited supplies and in trading a good deal of interest centres around Chinese tin at advanced prices. Locally the market is steady and the price is even a trifle firmer with sales made at $1 to $1.05 per pound.

SPELTER.—There is a somewhat easier tone to the spelter market, and locally it is scarce. Movement in this market is slow with sales made still on the basis of 10 to 10½c.

ANTIMONY.—Quiet and uninteresting. In the United States points the situation is easier. Locally prices are from 17 to 18c pound.

ALUMINUM.—In sympathy with the fixed prices for this, there is an easier tone and prices are based at 50 to 52c per pound.

TORONTO MARKETS

TORONTO, March 28.—Numerous changes in prices have been recorded during the week and the trend has been towards higher levels in the majority of lines, though iron rivets show a decline. Black wire cloth has advanced 50c per 100 square feet, sash cord and cotton rope are higher, and a change upward in roofing pitch, tarred felt, tarred building paper is reported. A substantial advance in clay and rock picks, mattocks, crowbars and wrecking bars is provided for in new prices issued, and bench axes, sheep-shearing machines and post-hole spoons are other items to climb. Business is reported good and optimistic reports in regard to probable spring business are heard in practically all quarters.

Bench Axes Register Big Advance

Toronto.

BENCH AXES.—A decidedly big advance has been recorded in bench axes during the week, new prices being about 15 to 20 per cent. higher than those formerly ruling. Quotations being made on the new basis are for No. 2 $13.20; No. 3, $14.20; No. 4 $15.25 per dozen. No change on other lines has been recorded, but a very firm situation prevails.

Alarm Clocks Higher; Watches, Too

Toronto.

ALARM CLOCKS, WATCHES.—Higher prices have been established on alarm clocks and watches, new quotations providing for an advance. Big Ben alarm clocks are now quoted at $2.92 each and Baby Ben the same; Ironclad are quoted at $2.00 each. Pocket Ben watches have also gone up in price and are being sold at $1.20 each.

Advance In Tire Holders; Shock Absorbers Decline

Toronto.

TIRE HOLDERS, SHOCK ABSORBERS.—Basket type tire-holders have undergone revisions upward. Those for Ford cars, with license and lamp bracket, No. 203, are listed at $7.00 each and the No. 205, complete for running board, $5.75 with a discount prevailing of 25 per cent.; in lots of six, 30 per cent.; in lots of twenty-four, 35%. Aitchandee shock absorbers suffered a decline of about 15 per cent. The twin arm, per set of 4, now sell at $6.50 instead of $7.50; in lots of $6.50 instead of $7.15, and gross lots $5.65 instead of $6.50.

Picks, Mattocks, Bars Go To Higher Levels

Toronto.

PICKS, MATTOCKS, BARS.—Clay and rock picks, mattocks, crowbars and wrecking bars have all come in for revision during the week, the present quotations representing a substantial increase over those prevailing last week. Present prices on these lines follow:

	Per Doz.	
Clay picks, 5-6 lb.	$ 9.55	$10.00
Clay picks, 6-7 lb.	10.05	10.55
Clay picks, 7-8 lb.	10.85	11.40
Clay picks, 8 lb.	11.10	....
Rock picks, 7 lb.	10.85	....
Rock picks, 8 lb.	11.10	....
Rock picks, 7-8 lb.	....	11.40
Short cutter mattocks	11.10	11.40
Long cutter mattocks	11.10	11.40
Pick mattocks	11.10	11.40
Crowbars	$8.75 per	100 lbs.
		Per Doz.
Wrecking bars, 24 in.		$5.20
Wrecking bars, 30 in.		5.70
Wrecking bars, 36 in.		6.45

Sheep Shearing Machines Post Hole Spoons Revised

Toronto.

SHEEP SHEARING MACHINES, POST HOLE SPOONS.—A revision has occurred in the prices prevailing on sheep shearing machines, the No. 8 now being listed at $15.00 each, subject to a discount of 25 per cent. Post-hole spoons have also gone to higher levels and present lists, with 6-foot handle, are $25.00 per dozen; with 8-foot handle $35.00 per dozen, being subject to a discount of 25 per cent.

Wire Cloth Up 50c; Iron Rivets Decline

Toronto.

WIRE CLOTH, IRON RIVETS.—Wire screen cloth registered an advance of 50c per 100 square feet and indications are that supplies will be no more than, if equal to, the demands. Weather conditions will largely determine the question of supply. The present basis for this commodity in 100-foot rolls is $3.00 per 100 square feet and in 50-foot rolls $3.55.

As predicted in HARDWARE AND METAL last week, declines have been registered in iron rivets and burrs, the new discounts being 25 per cent. as against 15 per cent. formerly prevailing. This affects black, tinned and coppered iron.

Tarred Building Paper, Felt, Roofing Pitch Change

Toronto.

BUILDING PAPER, FELT, ROOFING PITCH.—Refined tar has gone to higher levels during the week, being quoted at $7.25 in barrels and $1.75 in five-gallon cans. Crude coal tar is also higher at $6.00 barrel. The firmer situation developing in tar has resulted in some changes being made in building lines. No. 2 tarred building paper is selling at 72 per roll. Tarred roofing felt shows higher levels in a range of $3.30 to $3.45 per 100 pounds. Roofing pitch is now being quoted at $1.05 to $1.10 per 100 pounds.

Sash Cord Advances; Cotton Rope Up

Toronto.

SASH CORD, COTTON ROPE.—The continued advances in the primary markets on raw cotton have resulted in new quotations at higher levels being put into effect on sash cord and cotton rope. Prices now established on sash cord No. 6 are 69c; No. 7, 68c; No. 8 and larger, 67c per pound. An advance of from 5 to 6c per pound is provided for in the new range of prices now prevailing on cotton rope. These are as follows:

⅛ in., 70½ to 73c per lb.; 5-32 in., 69½ to 72c per lb.; 3-16 in., 66¼ to 69c per lb.; ¼ in. and larger, 65 to 68c per lb.

Further Advance Recorded In Sweat Pads

Toronto.

SWEAT PADS, STICK-FAST PASTE.—Further advances have been recorded in sweat pads, the new prices established on brown and white 10-inch being $7.30; 11-inch, $7.50; 12-inch, $7.60 per dozen. Red and yellow are also higher, the 10-inch now selling at $7.70; 11-inch, $7.85; 12-inch, $8.00 per dozen.

Stick-Fast paste, 1-lb., have gone up to $1.60 in case lots and $1.75 per dozen in small lots; the 2-lb. to $2.85 in case lots and $3.10 per dozen in small shipments.

Wire Nails Holding Unchanged; Demand Fair

Toronto.

NAILS, WIRE.—Little change in the situation as regards wire nails is reported during the week. The market is holding very firm, though for the present no change is anticipated. Orders continue to come in from the retailers in fair volume. The base price on wire nails of $5.20 per 100 pounds, and on cut nails of $5.65 per 100 pounds, shows no variation. Smooth steel wire remains the same at $6.25 per 100 pounds base.

Coal Oil Up 1c And Gasoline 1½c Gallon

Toronto.

OILS, GASOLINE.—Increased freight rates combined with an advance in crude oil of 25c has resulted in an advance being put into effect on coal oil of 1c and gasoline 1½c per gallon. Supplies are coming through in ample quantities and the demand for gasoline shows marked improvement. Royalite coal oil is now being quoted at 18c per gallon; Palacine, 21c per gallon, and gasoline 33c per gallon.

Summer Lines Stoves Moving Freely

Toronto.

STOVES, ENAMELWARE.— The movement in practically all summer lines of stoves, coal oil, gasoline, gas and elec-

tric is brisk. Already the view is expressed that a shortage may exist in oil stoves and ovens before the real hot weather prevails, so dealers are being urged to order early and anticipate their season's requirements. The situation in enamelware shows no improvement and orders are going forward with a short list attached for some lines. Business is splendid but available stocks are none too heavy.

Situation In Steel And Iron Unchanged

Toronto.

IRON AND STEEL.—No change in the position of iron and steel bars has been made during the week. Prices on all lines have been firmly maintained and a very fair movement is in progress. Stocks are equal to present demands but by no means heavy.

TORONTO—	Per 100 lbs.	
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Prices Maintained On Galvanized Sheets

Toronto.

SHEETS, PLATES.—Prices established last week representing a decline have been firmly maintained and little excitement is to be noted in regard to galvanized sheets. Prices show a wide range at the present time but this is one commodity on which this condition usually prevails. The demand shows signs of improvement and with the opening up of spring the movement is expected to be very good. Nothing of moment has developed in regard to black sheets and prices are being firmly maintained at figures shown below:

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$10 00	$12 00
12 gauge	7 55	10 10
14 gauge	7 45	8 40
16 gauge	7 30	8 50
18-20 gauge	7 30	8 05
22-24 gauge	7 35	8 10
26 gauge	7 40	8 15
28 gauge	7 50	8 25
3/16-inch plate	10 25	....
¼-inch boiler plate	10 00	....
GALVANIZED SHEETS—		
10¾ oz.	$9 00	$9 25 $10 50
U.S. 28	8 70	8 95 10 20
U.S. 26	8 40	8 65 9 90
22 and 24	8 25	8 50 9 75
18 and 20	8 10	8 35 9 60
16	7 95	8 20 9 45
14	7 85	8 10 9 35

Interest In Corrugated Sheets And Eavetrough

Toronto.

CORRUGATED SHEETS, EAVETROUGH.—Increased interest is apparent in the demand developing for corrugated sheets, eavetrough, conductor pipes, etc. This is by no means heavy as yet but with the opening up of spring, improvement is being shown in the volume of business being handled. In some quarters, the difficulties in getting sheets delivered by the railway has resulted in a temporary shortage, but this it is hoped will not assume too serious proportions. Prices have shown no change for the week, prices on corrugated sheets being shown below; the other lines will be found in current market quotations.

TORONTO—	Per 100 Sq. Feet Galvanized	Painted
No. 28 gauge	$ 8 25-$ 8 75	$6 75-$7 25
No. 26 gauge	9 00- 9 50	7 75- 8 25
No. 24 gauge	13 00-	10 50
No. 22 gauge	16 00-	13 25
No. 20 gauge	19 00-	16 50
No. 18 gauge	23 00-	20 00

Discount 7½%.

Wrought Iron Pipe Moving; Boiler Tubes

Toronto.

WROUGHT PIPE, BOILER TUBES.—A fair movement in wrought iron pipe is developing but as yet orders are not heavy. Indications are that stocks throughout the country are at a low level as all orders coming to hand are usually specified "rush." Under existing conditions this is not always possible. Stocks in the city are none too plentiful and manufacturers indicate that raw materials are hard to get. There is nothing doing in boiler tubes and prices as given below show no change. Prices on wrought iron pipe appear in current market quotations.

Boiler Tubes—	Cold Drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Solder Holds Firm; Other Lines Unchanged

Toronto.

LEAD AND ZINC PRODUCTS.—Solder held firm during the week and no change was made over advanced quotations put into effect last week. Business is reported excellent and as yet the scarcity of tin has not resulted in a possible solder shortage being mentioned. Stocks are in good shape and orders are being taken care of promptly. Little interest is apparent in lead pipe, traps and bends or sheets. Business on these is practically at a standstill though with the opening of spring some improvement is expected. Present quotations on all lines follow:

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 16
Lead sheets, 3 to 3½ lbs. sq. ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.		0 12½
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, gauranteed, lb.	0 54¾	0 55
Solder, strictly, lb.	0 46¾	0 50
Solder, commercial, lb.	0 42¼	0 50
Solder, wiping, lb.	0 40¾	0 45¼
Solder, wire, lb.	0 50½	0 58½
Zinc sheets, per lb.	0 26	....

Old Materials Show Little Activity

Toronto.

OLD MATERIAL.—There is little to note during the week, real activity being conspicuous by its absence. There is some movement reported but in other quarters the situation is classed as absolutely stagnant. Dealers generally are looking ahead to when improvement may be expected and indications would seem to be that this is not far distant. Changes of a sensational character are not expected to develop in respect to prices, either up or down.

Tea lead	$ 0 04½	....
Heavy lead pipe	0 07	0 07½
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 06	0 06½
Heavy copper	0 21½	0 22
Stove plate, per ton	17 00	18 00
Old cast iron, per ton	25 00	26 00
Overshoes, trimmed Arctics	....	0 06¼
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Waste Unchanged; Oakum All Sold

Toronto.

WASTE, OAKUM.—Waste shows no developments of movement during the week and conditions may be said to be unchanged. Roll cotton is reported up and the conditions in primary market on raw cotton are very firm. This is said to be a factor in firmly maintaining prices on waste here. However, another point brought out is that more cotton is now being used, consequently more waste is available and heavy stocks usually have a tendency towards weakening the market. From this it may be gathered that the future is somewhat uncertain as regards prices.

In one quarter it was stated that oakum held little immediate interest. This was due to the fact that all stock was sold at the present time. There is really little doing at the present time and the market is inactive. Prices on oakum and waste appear in current quotations.

Interest Reviving In Rope; Twine Moving

Toronto.

TWINE, CORDAGE.—With improved weather conditions pointing to spring, interest is becoming more manifest in rope and the demand is showing some improvement. Orders are by no means heavy but are expected to increase in volume. Pure Manila remains unchanged in price at 39c base per pound, British Manila at 33c and sisal at 27½c. Binder twine orders are already commencing to move and this is expected to be quite general from now on.

Cement Steady; Supplies Plaster Of Paris Light

Toronto.

CEMENT, PLASTER OF PARIS.—Cement shows no marked improvement in the volume of business being handled and prices remain unchanged at advance recorded last week. In car lots, the price is now $2.70 and in small ship-

ments $3.25 per bbl. with a rebate of 5c for payment in 20 days.

Supplies of plaster of Paris are limited, shipments being delayed in transit which would enable the completion of many orders now on file. Prices which appear in current market quotations show no change.

Harness Leather Moving Freely; Belting Too

Toronto.

HARNESS LEATHER, BELTING.—A big volume of orders is going forward of harness leather which would indicate that farmers are getting everything in readiness for the spring drive on the land. Business on belting is being maintained at a high level and no change over discounts appearing in current quotations has been made. Tap soles and lifts are moving out in very good quantities also.

Ingot Metals Feeling Restrictions; Unchanged

Toronto

INGOT METALS.—The metal market is feeling the effect of the many restrictions that have been placed around it. These have been in operation long enough to have a combined effect on the Canadian market. Gradually the stocks in the Canadian shops are being reduced, and they are not being replenished in accordance. Dealers see in this state of affairs a higher level of prices.

COPPER.—Shipments of copper are smaller than usual. United States has done a very large export business in this metal. Russia is not turning out enough copper for her own use, due largely to the unsettled conditions that have been prevailing there. United States sent 80,000 tons of copper to that country last year. The U.S. Government, apparently at the suggestion of the Allies, is purchasing all the available copper, and as no figures are given out any guess as to the volume of trade is bound to be somewhat vague. Prices locally remain unchanged at 30c to 32c per pound.

TIN.—Here the war situation seems to be a dominant factor, and the strained relations between United States and the Dutch Government is helping to make the tin market an uncertain one. The amount of this metal in trade is small though some stocks are still held locally. The price remains firm at from 95c to $1.00 per pound.

SPELTER.—The gradual falling off in production, which has been quite noticeable since the first of the year, is being reflected in the local market conditions. Dullness marks the primary markets and price of 9¾c to 10c per pound locally remains unchanged.

LEAD.—Difficulty in transportation is still a factor in deliveries of lead and dullness prevails in the primary market. Prices locally remain unchanged at 9½c to 10c per pound.

ANTIMONY.—Nothing of interest is apparent in the situation here. The demand is light and local, quotations ranging from 16½c to 18c per pound.

ALUMINUM.—The government demands still continue to absorb the bulk of supplies which are reported light. Primary markets exhibit little of interest and prices locally remain unchanged at 60c per pound.

PIG IRON.—The position of pig iron is up and down. Increased receipts of coke result in increased production but the difficulties of transportation, by no means yet overcome, are a deterrent factor in coke coming through in sufficient quantities. Foundry iron is being quoted at $49.50 per ton.

LONDON MARKETS

LONDON, March 28. — Many changes have occurred in the market quotations during the week and advances are shown in such lines as cotton twine, sash cord, cotton rope, cotton clothes lines, shaving soap, sheep shearing machines, lawn rakes, etc. Turpentine registered a decline of 3c per gallon thought little movement is reported. Garden tools and seeds are now star sellers along with other spring lines. Prepared paints are also in better demand along with varnish stains, varnishes, paint brushes carpet beaters, etc. for housecleaning. Business is good and an optimistic tone prevails.

Cotton Rope, Sash Cord, Twine, All Advance

London.

COTTON ROPE, TWINE, SASH CORD, CLOTHES LINES.—An advance in cotton goods has occurred during the week, rope, twine, sash cord and clothes lines all being affected. The advance approximates 5 per cent. all the way around and new prices now prevailing are as follows:

Cotton twine, 3-ply, 66c lb.; 4-ply 70c.

Sash cord, per lb., No. 6, 69c; No. 7, 68c; Nos. 8 to 12, 67c.

Cotton Rope, per lb., 3/16 in., 63c; ¼ in. and larger, 62c.

Cotton Clothes Lines, twisted, per doz., 30 ft., $2.45; 48 ft., $3.60; 60 ft. $4.50.

Plough Lines Higher; Screen Wire Up 50c

London.

PLOUGH LINES, SCREEN WIRE CLOTH.—An advance in prices applying to Russia hemp plough lines has occurred during the week, quotations now being made on the basis of $6.00 dozen pairs.

Screen wire cloth, painted black, has advanced 50c per hundred square feet and doubt is expressed as to whether supplies will be equal to the demand. The new prices are, in 100 ft. rolls, $3.50; in 50 ft. rolls, $3.55 per 100 square feet.

Hose Clamps, Menders, Lawn Sprinklers Advance

London.

HOSE CLAMPS, MENDERS, LAWN SPRINKLERS.—New prices issued on hose clamps, hose menders and lawn sprinklers reveal an upward tendency as shown in the following list of figures:

Galvanized hose clamps, per dozen; ½ in., 35c; ⅝ in., 38c; ¾ in., 38c; 1 in., 60c; 1¼ in., 95c; 1½ in. $1.20.

Cast hose menders, per doz.; ½ in., 50c; ¾ in., 60c.

Lawn sprinklers, per doz.; Cyclone, $24; Pluvius, $19; B, $21.

Sheep Shearing Machines Advance

London.

SHEEP SHEARING AND HORSE CLIPPING MACHINES. — Of interest during the week is the advance recorded in Stewart sheep shearing machines. Prices on horse clipping machines and plates for same show no change and a splendid sale of horse clippers is manifest. Present quotations on these lines are:

Stewart sheep shearing machine, No. 8 takes new list of $15.00 each with a discount of 25 per cent.

Stewart horse clippers, No. 1, $8.25 each, net.

Plates for same, top, 94c each; bottom, $1.31 each.

Booked Orders For Rope Nearly Completed

London.

ROPE.—A very fair movement of rope has taken place during the week, orders going forward applying largely on bookings placed some months ago. No change in prices has occurred and none is expected to develop, the quotations given herewith being a very fair gauge of the market: Pure Manila, 39c; British Manila, 33c; New Zealand hemp, 33c; sisal, 27½c per pound base.

Nails Unchanged; Tinker Solder Sold By Doz. Bars

London.

NAILS, SOLDER.—No special interest ataches to the nail market during the week and prices remain firmly established on the base for wire of $5.20 and on cut $5.60 per 100 pounds.

A new method of selling tinker solder has been adopted, the prices established being figured out on the per dozen bars basis at $1.75.

Sweat Pads Higher; Lawn Rakes, Too

London.

SWEAT PADS, LAWN RAKES, SHAVING SOAP.—An advance has occurred in yellow sweat pads as revealed in the present quotations on No. 63 x 11 inch of $6.90 per dozen.

Wire lawn rakes have also gone to higher levels, the new price on 24 tooth being $9.75 dozen.

Shaving soaps and creams are also becoming more expensive and quotations shown herewith provide for a fairly substantial advance. Williams' shaving stick, large, now sell at $3.35 per dozen; Williams' shaving cream, $3.35 and Williams' shaving powder, $3.35.

Oil Stoves Move Freely; Pumps, Oyster Shell

London.

OIL STOVES, PUMPS, OYSTER SHELL.—A fair movement is reported in oil cooking stoves, the demand being fairly heavy for so early in the season. No change in price is represented in following figures:

Perfection or Puritan, each, 2 burner, $12.75; 3 burner, $16.50; 4 burner, $21.

Beatty Bros. have issued new net price list on pumps and pump parts, etc., showing an advance in most lines.

Oyster shell is being quoted at $1.00 per 100 pounds.

Linseed Oil Firm; Turps Decline

London.

LINSEED OIL, TURPS. — Local prices on linseed oil have been firmly maintained at high level established a couple of weeks ago. The seed market though showing fluctuations of a wide nature is back at about the basis prevailing a week ago. Quotations show no change:

	Raw	Boiled
1 to 2 barrels	$2.00	$2.03 per gal.
3 to 5 barrels	1.99	2.02 per gal.
6 to 9 barrels	1.97	2.00 per gal.

Less barrels add 10c gallon.

A decline in turpentine of 3c per gallon has occurred during the week. Continued weakness in the primary market has brought this about. Present quotations providing for this decline are: 1 barrel lots, 67c Imp. gal.; 2 to 4 barrel lots, 66c Imp. gal.; 5 gal. lots, 77c Imp. gal.

White Lead, Putty, Glass Unchanged

London.

WHITE LEAD, PUTTY, GLASS.—Quotations on white lead in oil and putty remain unchanged at advances recorded last week. Glass is holding firmly. A slight improvement in demand on all lines is apparent. Quotations ruling are:

White lead, pure, tons, $16.20 per 100 lbs.; less tons, $16.55 per 100 lbs.; pure elephant tons, $16.70 per 100 lbs.; less tons, $17.05 per 100 lbs.

Putty, standard, 25-50-100 lb. drums, $5.40 per 100 lbs.; pure 25-50-100 lb. drums, $7.40 per 100 lbs.

Glass, single diamond, 25 per cent. double diamond 25 per cent.; cut lights, 10 per cent.

WINNIPEG MARKETS

WINNIPEG, March 28.—Hardware markets for the past week again show an upward trend with the exception of drop shot and Eley's loaded shells. Among the advanced lines appear garden barrows, waffle irons, rules and tapes, bolt clippers, Swift lubricators, Starr skates, white lead in oil, and solder.

The weather for the past two weeks has been remarkably mild with the result that seeding has commenced in some districts and some hardware dealers who have cars specified for April 1 shipment find themselves unprepared for the early spring opening. Winnipeg jobbers are rushing out cars as fast as possible and it is expected the bulk of spring shipments will be completed by April 1.

Change Method Of Invoicing Anvils

Winnipeg.

ANVILS.—A change has been made in the method of invoicing Vulcan anvils. In the past these have always been sold by the pound. However, as these are invoiced by the manufacturers at so much each the Winnipeg jobbers have decided to adopt the same method. This change in selling policy does not constitute an advance in price as prices quoted below are practically the same as when sold on the pound basis. The following are to-day's ruling prices:

Vulcan—No. 5, about 50 lbs., $8 each; No. 7, about 70 lbs., $11.20 each; No. 8, about 80 lbs., $12.80 each; No. 9, about 90 lbs., $14.40 each; No. 10, about 100 lbs., $16 each; No. 11, about 110 lbs., $17.60 each; No. 12, about 120 lbs., $19.20 each; No. 13, about 130 lbs, $20.80; No. 14, about 140 lbs., $22.40 each; No. 15, about 150 lbs., $24 each.

Rules And Measuring Tapes Higher

Winnipeg.

RULES, TAPES.—The Lufkin Rule Co. have again been compelled owing to increased costs of raw material to revise prices on rules and tapes. New prices, however, show only a small increase and affect only a small portion of the complete line. The following are a few of the more familiar lines:

B. W. Rules, No. 651B., $1.90 doz.; No. 1167, $5.00 doz.

Measuring Tapes—No. 710, $3.70; No. 713, $4.90; No. 714, $5.85 doz.; No. 603, $2.60; No. 604, $2.90; No. 606, $4.25 each.

Lubricators And Repairs Go To Higher Levels

Winnipeg.

LUBRICATORS AND REPAIRS.—Owing to the high prices prevailing on brass a further advance has become necessary on Swift lubricators. This shows an increase of 10 per cent. over former quotations. A proportionate increase is also shown on all lines of repairs. Prices now prevailing are quoted herewith:

Swift lubricators—½ pint, $4; 1 pint, $6.60; 1 quart, $8.25 each.

Repairs.

Glasses and gaskets—½ pint, 78c; 1 pint, 85c; 1 quart, $1 dozen.

Drain cocks—½ pint, 26c; 1 pint, 26c; 1 quart, 26c each.

Equalizing tubes—½ pint, 32c; 1 pint, 32c; 1 quart, 39c each.

Condensers ½ pint, 97c; 1 pint, 97c; 1 quart, $1.30 each.

Filler plugs—½ pint, 52c; 1 pint, 65c each.

Regulating valves—½ pint, 39c; 1 pint, 39c; 1 quart, 52 each.

Soft And Chilled Shot Register Decline

Winnipeg.

SOFT CHILLED SHOT.—New prices have just been issued on drop and chilled shot, which show a marked decline. This is the first change recorded for the past six or eight months. Prices now effective are as follows:

Common, $17.20 per 100 lbs.; chilled, $18.70 per 100 lbs.; S.S.G. to 4A, $18 per 100 lbs.; 28 ball, $18.40 per 100 lbs.

Loaded Shells Decline $1.25 Per Thousand

Winnipeg.

LOADED SHELLS.—Following the decline in the price of drop shot new prices have just been issued by Eley Bros. showing a reduction in the prices on loaded shells of approximately $1.25 per 1,000. To-day's prices are as follows:

Black powder soft shot—B.B., 10 ga., $32; 12 ga., $29.75; 16 ga., $28.25 per M.; No. 1 to No. 6, 10 ga., $31; 12 ga., $28.75; 16 ga., $27.25 per M.

Smokeless powder, Dupont, Ballastite or 33 grain—10 ga., $38.30; 12 ga., $34.50; 16 ga., $31.50 per M.

Solder Goes Up 5c Per Pound

Winnipeg.

SOLDER.—In a recent issue of HARDWARE AND METAL higher prices were predicted on solder. New prices just issued confirm same, showing an advance of 5c per pound. To-day's quotations on half and half solder in cases is 54c per pound, in less than cases 55c.

The market is very firm on solder owing to the strength of tin, and even further advances would not be unexpected.

Booking Skates For Fall Delivery

Winnipeg.

SKATES.—Bookings are now being taken by Winnipeg jobbers on Starr skates for fall delivery. New prices just issued by manufacturers again show an increase over last year but not as large as anticipated, being only from 5 to 10 per cent. Prices now in effect are quoted herewith:

No. 189, $4.20; No. 193, $2.80; No. 194, $2.25; No. 173, $1.90; 156, $1.20; 157, $1.90; 184, $2.60; 100, 90c.; 150, $1.15; 153, $1.00; 154, $1.30; 181, $4.55 per pair.

Bolt Clippers, Waffle Irons, Garden Barrows All Up

Winnipeg.

BOLT CLIPPERS, WAFFLE IRONS, GARDEN BARROWS.—Prices on new Easy bolt clippers, although advanced only a month ago, are again on the upward trend, showing a further advance of 10 per cent. This provides for quotations to-day on the following basis:

No. 0, $3.95; No. 1, $5.25; No. 2, $7.35; No. 3, $9.45 each. Extra jaws are now selling at 20 per cent. advance on list.

Prices on waffle irons, which have remained firm for some time past, move up,

showing an increase of approximately 10 per cent. These are quoted to-day as follows: Taylor-Forbes No. 8, $14.25 doz.; Genuine Stover No. 8, $19.20 doz. Due to further increased cost of production a slight advance has been recorded on Maxwell garden barrows and prices now effective are as follows: No. 2, $5.50; No. 5, $6.00; No. 9, $4.75; Junior No. 10, $3.50 each.

White Lead In Oil Up 50c Hundred Pounds

Winnipeg.

WHITE LEAD IN OIL.—Prices on white lead in oil, which have been on the decline for some time past, have again strengthened and this week's market shows an advance of 50c per 100 pounds. This is largely due to the high market on linseed oil. Prices ruling to-day are as follows:

Decorators' Pure—Ton lots, $16.65 per 100 lbs.; less, $17.00 per 100 lbs.

Decorators' Special—Ton lots, $15.65 per 100 lbs.; less, $16.00 per 100 lbs.

Linseed Oil And Turps Remain Unchanged

Winnipeg.

LINSEED OIL, TURPENTINE.—Linseed oil prices still hold firm despite the erratic nature of the flax market. Prices ruling to-day are as follows: Raw, $2.00 gallon; boiled, $2.03 gallon.

Turpentine prices hold firm as formerly quoted: Barrels, 80c gallon; ½ barrels, 83c gallon; 5-gallon lots, 85c gallon; 1-gallon lots, 85c gallon; plus the usual extras for containers.

PITTSBURG MARKETS

PITTSBURG, Pa., March 28.—Various reports are in circulation, coming chiefly from Washington, regarding Government prices on iron and steel. The conference between the War Industries Board and the producers, called for last Wednesday, extended over to Thursday. While the more common view is that the matter rests entirely with the board, with an announcement in prospect next week after the President has approved whatever conclusion the board may reach, there are rumors that the matter was finally agreed upon at the meeting. The most generally circulated rumor is that the changes effective after March 31 are simply that basic pig iron will be reduced $1 a ton, to $32 at furnace, with a corresponding reduction in Bessemer, and scrap will be reduced $1 to $2. This report does not have the right ring, as it would make the following pig iron schedule: Basic, $32; No. 2 foundry, $33; malleable, $33.50; Bessemer, $35.20, all f.o.b. furnace, wherever located. It would be good form to put basic below foundry, or rather leave foundry above basic, as furnaces are less disposed to make foundry than basic, but malleable at $1 above foundry and $1.50 above basic would be quite indefensible. As to scrap, it is hardly in line for iron and steel producers to "consent" to a reduction, for it is material they buy, not sell. There may be more extensive reductions than have been hinted at in the schedule as a whole. If not, and with an extension to June 30, as seems more probable than the extension to the end of the year desired by producers, one may well look forward to reductions by June 30.

Light Commercial Demand

The outstanding feature of the market situation is the lightness of commercial demand for steel products. There is continued pressure for oil country goods and for small spikes, also perhaps for sheets, and some demand for deliveries of standard steel pipe, but outside of these items the commercial demand is certainly very light. This condition cannot but be regarded as significant, seeing that Spring has come, when usually there is much heavier demand for steel products, and seeing also that shipping conditions have greatly improved and consumers have a much better opportunity to conduct their operations. There is for instance, no longer any serious shortage of coal among the consuming industries. It is difficult to see how there can be anything but an easier steel market in future. Of course this might not result in sellers going out actively after business. Seeing that they have such a large tonnage of unfilled contract business with their regular customers they are naturally more interested in this business being carried out than in their booking fresh contracts.

Coke Supplies

Last week's Connellsville coke shipments were a trifle disappointing, seeing that they were 333,953 tons, against 334,584 tons the preceding week, representing a slight decrease, but the preceding week's shipments had represented a large gain, no preceding week in the year having shown as much as 300,000 tons shipped. It is estimated that shipments in the week just ending have been heavier, say 350,000 tons. It is still an acceptable estimate that the requirements of the furnaces depending upon Connellsville coke are about 375,000 tons weekly, so that at this rate the furnaces should soon be fully supplied, as shipping conditions are practically certain to improve more or less steadily. The by-product ovens are receiving very nearly full supplies of coal, so that altogether the blast furnaces are on the verge of full operation, say within a few weeks. It may be mentioned that frequently of late there has been 72-hour "foundry" coke offered in the market. It may not be altogether the best selection, but as long as it is offered to foundries it comes under the $7 set price, whereas if offered to furnaces it could only be at $6.

Pig Iron Production

Official statistics just issued show the output of pig iron in the United States in 1917 to have been 38,647,397 gross tons, a decrease of 787,400 tons from the 39,434,797 tons produced in 1916, the record year. There was more furnace capacity available in 1917, on account of new construction, and the restriction in output was due almost wholly to shortage of coke. Capacity at present may be estimated at nearly if not quite 43,000,000 tons. Output in the first quarter of this year may be estimated at between 30,000,000 and 31,000,000 tons a year, but the rate now is much heavier than the rate the first nine or ten weeks of the year.

Lake Superior Iron Ore Movement

Ore producers, lake vessel interests, the railroads and the blast furnaces, are all to co-operate closely in connection with the Lake Superior ore movement this year, the prime essential being to conserve railroad capacity and avoid railroad congestion. Last season the program was to get maximum efficiency from the lake fleet, but the actual experience was that of the railroads serving Lake Erie docks becoming congested, and the docks as well, whereby vessels frequently lost time waiting to be unloaded. The precise requirements of the blast furnaces will be compiled, and no more ore brought down than sufficient. The lake fleet is estimated to have a capacity to move 75,000,000 tons of ore, with no delays at any point, but prospects are it will hardly be called upon to move altogether as much as the 62,498,901 tons it moved last season, this figure excluding the 155,825 tons that was shipped from Key Harbor, on the Canadian side. There were 9,515,221 tons of ore on Lake Erie docks March 1, showing how ore accumulated, and how the railroads are behindhand in clearing the docks for the new lake season. The lake fleet has much more capacity than indicated by the movement last year, partly because there was time lost last year, from the late opening and from vessels waiting to be unloaded, partly because there has been more vessel construction than there has been tonnage lost, and partly, indeed largely, because channels have been dredged so that the draft of the largest vessels will be nearly one foot greater this year.

Market Prospects

Increasing supplies of pig iron and increasing ability to ship finished steel, through the railroads getting in better shape, with continued absence of heavy commercial demand, apart from war requirements, seem bound to make an easier steel market in future. It is true Government requirements continue heavy, but they are running more to certain descriptions of material, leaving other forms of finished steel in relatively light request, and the steel industry can put no more than so much of its raw steel into each finished form.

WEEKLY PAINT DEPARTMENT

Time to Talk "Paint Up"

This Year Should be Made a Banner Year in the Paint Up, Clean Up and Brighten Up Idea—The Time to Get Started is Now — Advertising Done Now Will Bring Results Later on

SPRING is in the air. With the first warming rays of the sun after it crossed the equator on March 21 the time for pushing spring paint sales is at hand. The bright days and warmer weather instinctively make people turn their thoughts toward spring cleaning. But the hardwareman can do his full share in helping along this movement for spring painting. If he becomes an enthusiast in pressing the sale of his paint he is bound to spread the contagion. One of his selling points this spring should be advocacy on the ground of conservation of existing buildings. If people are not carrying on extensive building operations they should at least preserve their present buildings. New buildings are not going up in large numbers at the present time for the simple reason that building materials are high in price. By that same token the building already in existence becomes a more valuable building. For one could not replace that building at a figure anywhere near the original cost. Building materials have advanced from 40 to 50 per cent. over pre-war prices. They do not seem to offer much chance of declining in price in the near future. One of the leading paint manufacturers of the United States, whose company has branches in Canada, recently asserted his strong belief that prices of all materials, particularly of paints and building materials, are likely to remain high for some time after the war is concluded. He points for confirmation of this opinion to the record of prices following all other great wars. The period immediately following a great war has been one of high prices, he asserts.

PRELIMINARY ADVERTISING

Now that the time is ripe to start a campaign for the spring paint-up dealers should not lose the opportunity to do some preliminary advertising. The most effective way of doing this is to talk with customers when they come to the store for other articles. Interest in the amount of painting they are contemplating this spring will often lead to unearthing a paint prospect. Those who have in a distant sort of way been contemplating some painting during the coming spring will have the matter brought more forcibly to their attention. They will begin to think about it more seriously. It very often happens that a bit of gentle urging will spur the backward prospect into the purchase of paint sooner than he had contemplated himself. Once the ice has been broken in the matter of getting the prospect to think more definitely along the lines of painting it becomes a much easier matter to make the sale. It is always necessary to do this preliminary missionary work with some prospects. There is no reason why these paint sales should be deferred for a day longer than is absolutely necessary. The sooner people get started to think along the lines of buying paint the sooner will they buy paint. Once the idea has taken hold of the community it will be contagious. The hardwareman who has been doing this advance missionary work along salesmanship lines is the one who stands the best chance of getting the biggest trade.

GET OUT PAINT DISPLAY

Some hardwaremen keep their paint display in a prominent place in their store the year round. Others again shift the stock to a less conspicuous place when the painting season is supposed to be over in the fall. As a matter of fact there is no closed season for painting. Some of the live hardwaremen are finding that they can sell paint throughout the year just as easily as they can in the springtime or in the fall. However, now that spring is here it is a good peg on which to hang the salesman's talk: "Are you going to do any painting this spring?" should be a question that should be posed to every customer that comes into the store.

ADVERTISING CAMPAIGN NOW

To those who have not yet moved their stocks into a conspicuous place in the store no time should be lost in getting them so placed. It is time also to plan for the window display. These displays in the interior of the store and in the store windows are all a part of the psychological campaign which should later on result in a good sale of paint. Nor is it well to neglect the newspaper advertising in the local newspaper.

Induce him to decide now

The milder weather with its promise of Spring has Mr. Householder thinking deeply on the paint question. Right now he is making his decision to paint, but he's up against the question of what paint to use.

By judicious window display, counter display and the use of our show cards and shade cards you can induce him to decide to buy Moore's House Colors from you.

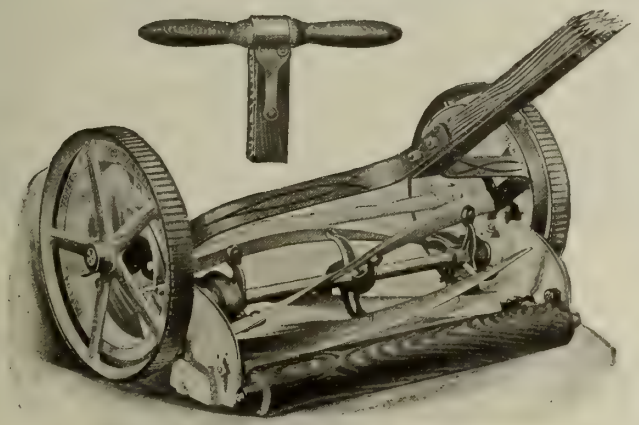


When "painting weather" does arrive he'll not hesitate but come right to you with his order—and he'll pass other paint displays that have been made too late.

Don't you be late.

BENJAMIN MOORE & CO., LIMITED

WEST TORONTO, ONT.



THE EMPRESS LAWN MOWER

Order your mowers early and don't overlook these supplies:

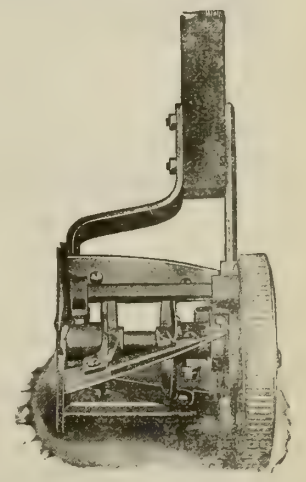
Lawn Rollers	Lawn Rakes
Turf Edgers	Garden Hose
Weed Cutters	Hose Reels
Garden Shears	Hose Menders
Pruning Shears	Lawn Sprinklers
Garden Trowels	Watering Pots

Consult our catalogue. Mail us your orders and enquiries. OUR SERVICE WILL PLEASE YOU.

The Hum of the Lawn Mower will soon be heard

It won't be long now until the busy householder will be putting his lawn in shape for the summer. He'll want a Lawn Mower and perhaps many other lawn tools from you. IS YOUR STOCK READY FOR HIM?

We offer to our trade, mowers of the highest quality. No other CANADIAN MOWERS enjoy a more favorable reputation than the TAYLOR FORBES LINE. TOWNSEND'S VICTORY MOWERS, "built like a watch," are in a class by themselves.



THE TOWNSEND LAWN TRIMMER

WHITES LIMITED WHOLESALE HARDWARE & METALS COLLINGWOOD, ONT.

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, March 28.—There has been less interference with prices this week than last, and while there is a maintenance of the advances made then for white lead and putty other lines are held unchanged. The linseed oil situation is easier but still erratic. Oil is quoted about eight cents lower but will probably continue to fluctuate somewhat. Crushers have been able to work a full 24 hours for several days. The general tone of the market is strong and business is still active, in so far as the assembling and dispatch of booked orders is concerned.

Linseed Oil Fluctuates With Easier Quotations

Montreal.

LINSEED OIL.—Several cars of seed have been received by the different mills this week and these deliveries have been such as to ease the situation. This does not mean that matters have righted themselves, for it will take weeks to do this. The situation looks somewhat better and while congestion is still great and delivery hampered, there will be improvement right along if the weather remains favorable. Prices have eased about eight points from the high mark reached last week and $1.80 is quoted for raw in 1 to 4 barrels. Whether there is enough seed to meet requirements this season cannot be foreseen in view of the fact that no one can yet form an estimate of the probable retail demand for manufactured products. In the markets of the United States there is a firm tendency and some indication of even higher prices.

Linseed Oil—	Raw, Imp. gal.	Boiled, Imp. gal.
1 to 4 barrels	$1.80	$1.82½

Turpentine Easy With Sales Light

Montreal.

TURPENTINE.—There is not a great deal of demand for turpentine yet. As a matter of fact this is not expected to be in evidence for a few weeks, but there will doubtless be a gradual improvement during the coming days. Prices rule easy, with quotations held as given last week. The position in southern points is one of little interest, trading being continued on an easy market.

Turpentine—	Per Imp. gallon
1 to 4 barrel lots	$0.63-$0.68
5 bbls. and over	0.65- 0.69
Small quantities	....- ....

Putty Is Not In Active Market

Montreal.

PUTTY.—There is no further change in the price of putty this week and the volume of trade is limited. There will probably be a better tone to this market in the near future, various quantities being in demand for spring work. However, with a limited amount of building planned this will not be great. Sorting business is real light from the city as well as from the country trade.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$4.00	$4.15	$4.35
Do., ½ barrels	4.15	4.30	4.50
Do., 100 lb.	4.85	5.00	5.20
Do., 25 lb.	4.85	5.00	5.20
Do., 12½ lb.	5.10	5.25	5.45
3 and 5 lb. tins	6.85	7.00	7.20
1 and 2 lb. tins	7.35	7.50	7.70

Pure linseed oil putty, $2.00 per 100 lb. advance on above prices.

Glaziers' putty—$1.60 per 100 lb. advance on above prices.

Terms: 2%, 15 days, net 60.

White Lead In Oil Is In Fair Demand

Montreal.

WHITE LEAD IN OIL.—There is a fair amount of trade for white lead in oil, taken in the light of spring requirements. Notwithstanding its high price, the trade has placed a fair amount of orders. What is moving at the present time is that being sent forward with spring shipments of paint and kindred lines. Prices are firm at the advances of last week, with ton lots selling at $16 per hundred pounds, smaller lots at $16.35, and the five-ton quantities at $15.50.

Mixed Paint And Specialties Are Firm

Montreal.

MIXED PAINTS, ETC.—There is a steady movement of paint orders outward. The only complaint that is voiced is that of the railway difficulties and these have been rather serious. Better delivery will be probable from now, however, and the companies are doing all they can to facilitate the dispatch of goods. Owing to provision for just such emergencies as a dearth of oil supplies, the paint makers have been able to take care of their customers' wants for paints, etc. Prices are firm on all lines and without change. It is possible that some price revision upward may be considered.

TORONTO

TORONTO, March 28.—Prices on linseed oil have shown considerable variation during the week, at one time quotations showing an 18c differential. This has, however, been overcome and the range has narrowed to 12c or 1c less than that prevailing last week. Movement of seed shows little improvement though the market has been easier during the week. Turpentine has declined from 1c to 3c per gallon, new prices showing a narrower range. In some quarters spring orders continue to be shipped out though business is fairly well cleaned up. A good volume of repeat business is already noticeable and is very encouraging to paint manufacturers. Plate glass is in a very firm market and an advance would not be unlikely.

Linseed Oil Fluctuates Considerably During Week

Toronto.

LINSEED OIL.—Prices in linseed oil during the week have shown wide variation. Early in the week a decline of 5c over lowest prices shown last week was made, revealing a quotation of $1.82 for raw. This has firmed up, however, and prices are now 6c higher at $1.88 per gallon or 1c narrower in range than those of last week. The seed market was erratic in Winnipeg, prices for No. 1 carl flax dropping from $3.97¾ on Thursday of last week to $3.82½ on Monday of this week. Wednesday of this week the price is up to $3.94 or 2c under quotations one week ago. This excitement in seed may have exerted an influence and along with war news of a serious nature resulted in the fluctuations on oil. The range of prices remains at figures given below. Stocks are little improved, the movement of seed being very light.

	Raw, Imp. Gal.	Boiled, Imp. Gal.
1 to 2 bbls.	$1.88-$2.00	$1.90½-$2.03
3 to 5 bbls.	.....	.....
6 to 9 bbls.	.....	.....

Less than barrel lots 10c per gallon higher than single barrel price.

Turpentine Declines 3c Gallon; Little Moving

Toronto.

TURPENTINE.—A decline of 3c per gallon is recorded in some quarters in turpentine to reveal quotations generally of 67c per gallon in 1 barrel lots. In others a decline of 1c over former low prices provides for a narrower range

A SURE SIGN OF SPRING



Ramsay's Bill Posters Throughout CANADA

If interested, tear out this page and keep with letters to be answered.

than previously ruling. Stocks are by no means heavy though shipments have reached the city and to this extent eased the shortage formerly existing. Business shows very little improvement though it is hoped the continued fine weather bringing an early spring may bring in orders in increased volume. Quotations continue to be made at 70c gallon in 1 barrel lots by some distributors and today's price range is given below. The primary market is somewhat easier with little interest showing:

	Imp. Gal.
1 barrel	$0.64½-$0.70
2 to 4 barrels	0.63 - 0.69
5 gallon lots	0.69½- 0.80

Some Movement In White Lead In Oil

Toronto.

WHITE LEAD IN OIL.—A slight improvement in the volume of business is apparent during the week but the demand is not yet heavy. Prices established last week, representing a 50c advance, are being firmly maintained, white lead in oil pure in ton lots selling at $16.20 per 100 pounds and less than tons at $16.55. Stocks are heavy and equal to still greater demands.

Mixed Paint Outlook Very Encouraging

Toronto.

MIXED PAINTS.—A good movement in mixed paints is still apparent. Spring orders are being rapidly completed and represent an excellent volume of business. Already mail orders, repeat business, are coming to hand and with the orders being taken by travellers for the various manufacturers, the outlook is described as being very encouraging, Manufacturers seem to feel that the passing of the daylight saving bill will be a factor towards still further demands for paint and retailers will undoubtedly suggest the use of that extra hour in some painting job. Prices remain firm but unchanged and whereas the oil and lead markets are high and might not justify an advance, there seems to be a feeling against such a move for the present at least.

Putty Unchanged; Plate Glass May Go Higher

Toronto.

GLASS, PUTTY. — Although some slight increase in the volume of business being handled is evident, the amount of putty going forward is not considered in any way heavy. Some further improvement is expected but will not reach excessive proportions at this season of the year.

Indications point to an advance in plate glass becoming effective shortly. It was pointed out in HARDWARE AND METAL a couple of weeks ago that higher prices established in the United States on plate would very likely have an effect on the situation here at a little later date. This seems capable of fulfillment in the very near future. Window glass shows no change in price and a fair demand is reported. Stocks though by no means heavy are equal to the demands.

Varnishes Higher; Brushes Moving Freely

Toronto.

VARNISHES, BRUSHES.—A big advance in practically all grades of Harland varnishes has been recorded during the week. This ranges from 25 to 30 per cent. over former quotations and establishes new high levels for this line.

Brushes are holding firm at recent advances and business is reported good. Brush manufacturers indicate that a splendid volume of business is being maintained and jobbers report orders moving out with their spring orders for paints.

ENGLAND AFTER OIL

Active tests to discover oil will be made soon in England with the Government's approval, according to the newspapers. The "Daily Express" says that drilling operations must await the arrival from the United States of machinery ordered last July, but still in storage in New York.

The "Daily Mail" says the Government has accepted an offer from Lord Cowdray, owner of large British petroleum interests, to spend £500.000 ($2,500,000) in drilling for oil in England.

KEEPING AN EYE ON BRAKES

The United States is not overlooking the importance of efficiency from every angle in the motor transport and ambulance division of the army. These machines must stand a wear and tear probably never given to motor-driven vehicles since their births as an established necessity in everyday and international life.

One of the most important factors entering into the final analysis of a motor-truck ambulance which will eventually see service "somewhere in France" is, in the estimation of motor war officers, the efficiency of the brakes. The motors, especially the trucks, must travel a matter of hundreds of miles back and forth from the front amid the most difficult surroundings. It has been stated on authority that for 300 miles up and down the fighting front there is an almost continual stream of trucks, ambulances, couriers and motorcycles running in such close proximity that unless the brakes are in perfect running order hundreds of casualties would result almost daily.

Brakes form only a background for their more important sister, upon whom the real burden rests, that of the brake lining itself. Thousands of miles of brake lining are being used daily by the Government, and owing to this fact Uncle Sam has ordered tests to be made of the various makes. These tests are now going on in Washington.

APPROVE PAINT CHARGES

Announcement is made by Fred H. MacIntire, secretary of the Travelers' Association of Paint and Allied Trades of Pennsylvania, that at the monthly meeting of that body the following resolution was unanimously adopted:

"We deplore the system of graft and prostitution of legitimate business methods recently exposed by your commission and pledge ourselves to aid and assist in any manner possible your efforts to root out this evil."

Reference was made recently in HARDWARE AND METAL to the charges preferred by the Federal Trade Commission of the United States against some thirty-four varnish companies, some of whom have branches in Canada.

NEW BUREAU OF STATISTICS

Hon. C. J. Doherty has given notice of a resolution providing for the creation by the Minister of Trade and Commerce of a Dominion Bureau of Statistics to be called the Dominion Bureau of Statistics to collect and compile all statistical information relative to the commercial, social, economic and general activities and conditions of the people of Canada. Provision is also made for the appointment of an officer to be called the Dominion statistician, to have control over the new bureau, which will collaborate with all Government departments in the compilation and publication of statistical records of administration and at intervals take the census of Canada.

GROWTH OF STANLEY WORKS DURING 1917

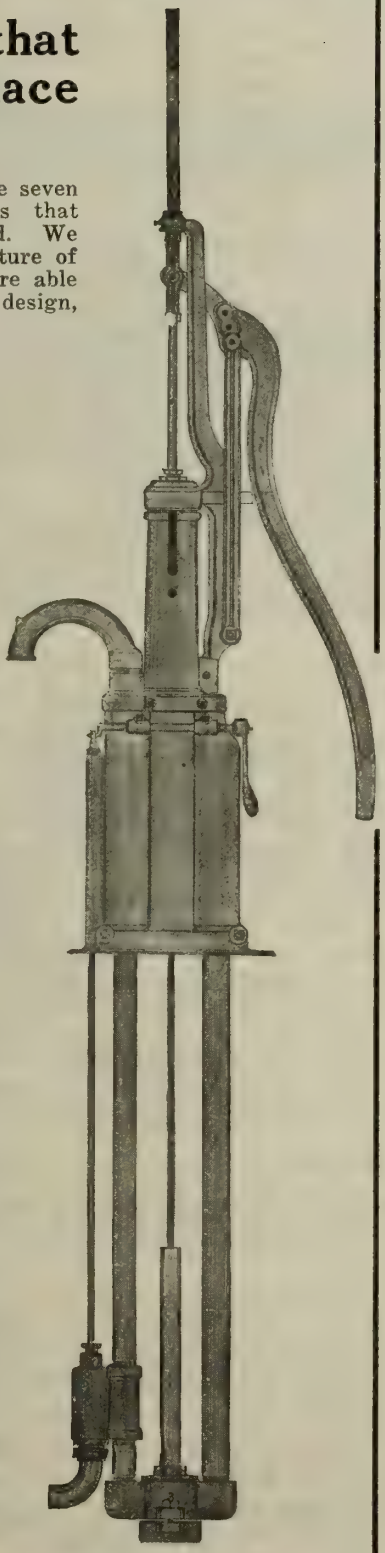
The total area of land owned and occupied in New Britain by the Stanley Works on January 1, 1917, was about 33 acres. During last year 61 acres were added to the New Britain plant, making 94 acres in all. Because of this large increase in land changes were necessary in the transportation facilities. The Stanley Works now has four electric storage battery locomotives and the fifth is on its way. Two large buildings were put up during 1917, one at the extreme east end of the plant which almost doubled the Stanley Works' warehouse facilities, and a factory building at the west end of the plant.

ASKS FOR BIDS ON NAILS

Another interesting development of the regulated price situation is the request for competitive bids by the War Department for 30,000 kegs of wire nails, says the Iron Trade Review. Accompanying the proposal is the statement that the 3.50c maximum price on nails is only a recommended one, and has had no Presidential confirmation. This position parallels that taken by the Navy Department when it was able recently to bring out competitive bids on certain lines below the so-called official levels.

BT Ready-to-Ship Pumps

"7 Pumps that take the place of 700"



The BT line of pumps are seven in number—seven pumps that meet with every demand. We specialize in the manufacture of these seven pumps and are able to produce them better in design, better in workmanship and better in price than any other pumps of their kind. BT Pumps are Ready to Ship, Ready to Sell, and practically Ready to Install. Used for house or barn, engine or wind-mill, outside cisterns, shallow wells and deep wells.

EASY TO HANDLE. You can buy and stock and sell them as you please—the service we give you makes the selling easy and convenient.

Pump Cylinders

Our **Ready-to-Ship** idea changed our cylinder variety from 10,904,000, to just 67 different styles. The change has proven a benefit to us, the dealer and consumer. We are now making them better and cheaper and selling them for less money.

Pump Leathers

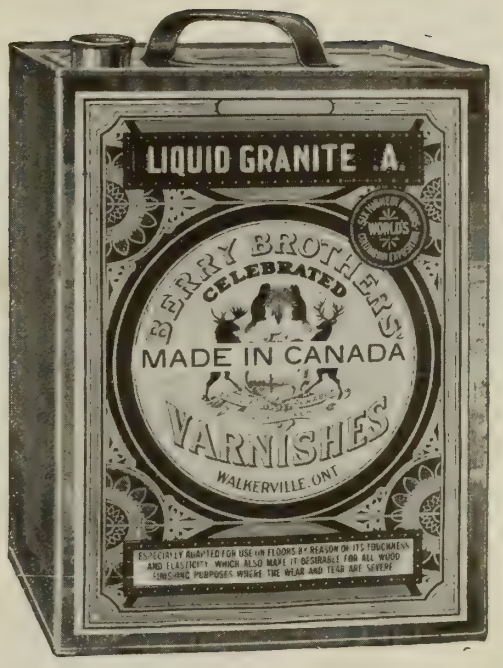
B T Pump Leathers are cut, formed and finished with the greatest care. Only best portions of hides are used. They will keep in stock for years without deterioration.

Our catalog will explain thoroughly the advantages you derive from selling B T Ready-to-Ship Pumps, Pump Cylinders and Pump Leathers. Write for it.

Buy now for summer business—scarcity of raw material will likely cause prices to go up. Quick deliveries.

Beatty Bros., Limited
Fergus, Ontario

St. John, N.B. Montreal, Que.
Winnipeg, Man. Edmonton, Alta.



THE label and trade-mark of Berry Brothers are equivalent to a varnish insurance policy. They constitute a guarantee that all products sold under them are the best that can be made for the uses intended.

The comprehensive finishing value of Berry Brothers' Varnishes, Enamels and Stains is recognized by most Varnish users and buyers. The sixty year record of these products for uniform excellence not only attracts customers but retains them.

You can build up a bigger Varnish business by pushing Berry Brothers' brands.

Write for our dealers price list and information on new quick selling specialties.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

WALKERVILLE, ONTARIO

(655)

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25% B.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 10% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W. and 5, and 5½, 100, in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½ to 60%; London, 60%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.
London, 22½%.

F.O.B. Toronto, Montreal London and Hamilton.

AXES

	Single Bit	Double Bit
Single Bits, doz	$14 00	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No. 2, doz	....	13 20
No. 3, doz	....	14 20
No. 4, doz	....	15 25
Sager	$15 00	$20 00
Dominion Pride	14 50	19 50
St. Clair handled	15 50	....
Sager Boys	12 50	....
Kitchener Boys	12 00	....
Sager Hunters	11 50	....
Kitchener Hunters'	11 00	....

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to 95c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb. $1.40-$1.75
Cut Lace Leather, lb. 1.60- 1.95
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb. $4 00
No. 2 x 50 lb. 5 00
No. 3 x 60 lb. 7 50
No. 4 x 100 lb. 10 00
F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 14-14½
F.O.B. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base $0 43
Rods, base ½ to 1 in. round 38-40
Tubing, seamless base 45½-50
Tubing, iron pipe size, base ¾ in. and up to 3 in. 45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in. 47½-53
F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal. extra heavy $14.50-$17
30-gal. Standard 14 00
F.O.B. Montreal and Toronto.

BOARDS (Wash)	Tin Plate	Zinc
Pony Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4.45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (glass)	....	5 50
Western King (enamel)	....	6 25
Wood, double faced	....	2 20

Subject to small discounts for quantities
F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840 5%
No. 800 2½%
No. 838 5%
No. 808 5%
No. 804 15%
Nos. 802, 842, 844 5%
Nos. 810 and 814 net list
No. 830 2½%
F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.
F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN	B.B. Fire Welded Proof Coil	B.B.B. Fire Welded
3-16 in.	$19.85	....
¼ in.	15.25	$20.25
5-16 in.	13.65	17.00
⅜ in.	12.75	16.50
7-16 in.	12.45	16.00
½ in.	12 15	15 75
9-16 in.	12.15	15.75
⅝ in.	12.00	15.60
¾ in.	11.85	15.25
⅞ in.	11.65	15.25
1 in.	11.50	15.25

	Electric Welded B.B.	B.B.B.
3-16 in.	$14.50-$17.40	.....
¼ in.	13.00- 13.30	$13.75-$15.55
5-16 in.	11.25- 11.75	12.00- 14.00
⅜ and ¾ in.	10.25- 10.50	11.75- 12.75

Toronto.

American Proof Coil Chain	B.B.	B.B.B.
3-16 in.	$16.75	....
5-16 in.	12.00	$12.75
⅜ in.	11.00	11.90
7-16 in.	10.75	11.70
½ in.	10.50	11.60
⅝ in.	10.35	....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12 F.o.b. Toronto.

Cow ties, 15%; trace chains, net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.70 in carlots; $3.25 bbl. in small lots.

Paris plaster, five-barrel lots, $3.25; single barrel, $3.25.
F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)	Montreal	Toronto
No. 0	$15 20	$15 20
1	18 80	18 80
2	23 95	24 00
3	30 35	30 35

Russwin—

No. 0	$17 70
No. 1	21 70
No. 2	24 95
No. 3	34 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. length	5 40
18—6-strand, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in.	$42 50	$43 00
Plain sheets, base 16 oz. and heavier	46 00	35-44
Copper sheet, tinned, 14x60 in., 14 oz.	48 00	....
Copper sheet, planished, base 16 oz. and heavier	57 00	36-45
Braziers' in. sheets, 6x4 base	45 00	44 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	69
No. 7, lb.	68
Nos. 8, 9, 10, 12	67

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets.	$11 75	$ 8 50

	Galvanized Apollo	Crown	Gorbals
18x24x52	.....	....	....
60	.....	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base (nominal)	32 00
IXX, 20x28 base (nominal)	36 00
IXXX, 20x28 base (nominal)	40 00

F.O.B. Toronto

Raven and Murex Grades—

IC, 20x28 base, 112 sheets	$40 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets 25 00
F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—
20x28 IC, 112 sheet 30 00
F.O.B. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50

F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, $8.75 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.
Wood Drills, 37½%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.60 doz.
F.O.B. Toronto.

EMERY CLOTH

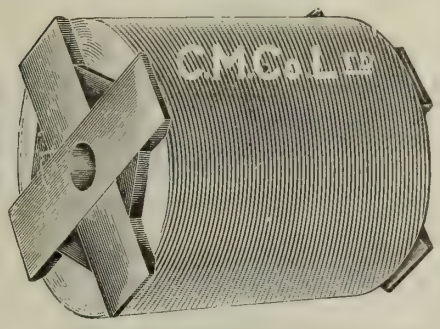
See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

We Manufacture Wire Solder





We make wire solder of any desired composition or size (guaranteeing the mixture to be exactly as represented) and for any gauge or size. It is made by our improved hydraulic process, which not only insures absolute uniformity in composition, but makes the wire perfectly smooth and of an even size throughout its entire length.

When not otherwise specified we send No. 8 gauge.



STRICTLY BAR SOLDER S A FAVOURITE



BABBITT
SOLDER
LEAD PIPE
SHEET LEAD

ALL INGOT METALS
TIN, COPPER, LEAD, ANTIMONY, ZINC
THE CANADA METAL CO., LTD., TORONTO

Fuse Wire
Battery Zincs
Traps and Bends
Brass Ferrules

Pronounced "RU" as in RUBY

RU-BER-OID ROOFING

COSTS MORE - WEARS LONGER.

Trade-Mark Registered

SOLE CANADIAN MAKERS:
THE STANDARD PAINT CO. OF CANADA, LIMITED
MONTREAL TORONTO WINNIPEG VANCOUVER

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO



It's a Pink anyway you take it, and it's the best Peavey made.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.O.B. Toronto, Montreal, London, and Hamilton.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRILLS, ELECTRIC

Single heat, round	$6 00
Three heat, round	7 15

F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick	1.80-2.25
Under 40 lbs.	1.90-2.35
Bi-Treadle, each	6.25

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12.50- 13.85
Hand sewn, no shank, 1 in.	17.40
Hand sewn, no shank, 1¼ in.	20.20

Halters (Sisal).

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, 10%. All neckyokes, whiffletrees and doubletrees, 10%. All ash and maple handles, wood hay rakes, horse pokes, 20%.

F.o.b. St. Thomas, London, Strathroy, Toronto.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	8 15-8 45
Atlas, No. 1	8 95-9 25
Atlas, No. 2	10 40-10 75
Stearns, 4 in.	7 40-7 65
Stearns, 5 in.	10 25-10 65
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz.	10 25-10 65
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Net Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	$2 40	$2 05
5-inch	2 95	2 55
6-inch	3 20	2 90
8-inch	4 30	3 30
10-inch	7 70	5 85
12-inch	9 50	9 30
14-inch	11 00	9 50
Light	**Strap**	**Tee**
3-in., doz. pairs	$1 00	$1 00
4-in., doz. pairs	1 20	1 10
5-in., doz. pairs	1 40	1 30
6-in., doz. pairs	1 70	1 50
8-in., doz. pairs	2 50	1 80
10-in., doz. pairs	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	8
Extra hooks for above, ¾ in., per lb.	7¾

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 40	$5 50
No. 3, per doz.	3 50	6 40
No. 4, per doz.	3 60	7 40
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg: No. 2 and larger	No. 1 and smaller
		Less 20c	
Light iron	0-7	$6 25	$6 50
Long heel light iron	3-7	6 25	....
Medium iron	1-8	6 25	6 50
Heavy iron	6-8	6 25	....
Snow	1-6	6 50	6 75
New light "XL" steel	1-6	6 70	6 95
Featherweight "XL" steel	0-4	8 10	....
Special countersunk	0-4	8 60	....
Toe weight (front only)	1-4	9 10	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$15 75
Corrugated, ⅝ in., 100 ft.	18 75
Corrugated, ¾ in., 100 ft.	21 50
Corrugated, 1 in., 100 ft.	31 50

Less 5% for full reels, 500 ft., F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1.70-1.75
Mrs. Potts, No. 50, nickel-plated, set	1.80-1.85
Mrs. Potts, handles, japanned, doz.	1.30- 1.50
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	....
Canadian Beauty Electric Irons, each	4 15
Hotpoint Domestic Electric Iron, each	4 75
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders	Per ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	21c ft.
34 to 44 ft.	24c ft.

London—32 ft., 18c; 34-44 ft., 20c.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	17c ft.
18 ft. to 22 ft.	18c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERNS

	Per doz.
Short Globe, doz.	$12 50
Jap'd Dash, doz.	15 00
Search Dash, doz. X-ray	15.75-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.	18.25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen
Cold blast, short	95c-$1.10
Cold blast	95c-$1.10

3 doz. cases, 85c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby	4.00-4.20
Cold blast, common ruby	4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, doz.	4 70

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	15 00
Canada First	19 00

Discount, 40%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$10 85	$11 40
Pick, doz.	10 85	11 40

F.o.b. Montreal, Toronto, London, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	8 40
S. W. Mops, doz.	4 35
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	2 00
Crescent, doz.	2 00
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.20 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.25 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory points, carload freight allowed, $5.32½.

Sault Ste. Marie, Port Arthur, Fort William, $4.95-$5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.65 base; London, $5.60; Hamilton, $5.65. No equalization of freights.

Roofing Nails — American, large head, keg, $8.50. London, $8.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand	Per box of 25 lbs.
No. 3		$19 50
No. 4		9 50
No. 4½		8 25
No. 5		4 50
No. 6		4 25
No. 7		4 00
No. 8		4 00

"Oh for the Right Paint Line"???

Here is our reply to the dealer's needs.



"True in Quality"

"Certain in Sales"

"If a better paint could be made
We would make it."

"If larger profits to dealers were possible,
We would like to know about it."

Get in the big spring drive for business.

Write us about the agency in your town.

R. C. Jamieson & Co., Limited

CALGARY **Montreal** VANCOUVER

Owning and Operating P. D. Dods & Co., Limited

If interested, tear out this page and keep with letters to be answered.

No. 9	3 75
No. 11	3 75
No. 10	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.
F.o.b. Montreal, Toronto, Hamilton, London

"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$19 00
4	1¾"	9 00
5	1 15–16"	4 00
6	2⅛"	3 75
7	2 5–16"	3 50
8	2½"	3 50
9	2 11–16"	3 25
10	2⅞"	3 25
11	3 1–16"	3 25
12	3¼"	3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch...	10 50	36 inch...	$15 00
30 inch...	12 75		

½ inch mesh and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.
Montreal, 15% off list.
American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)	$21 50
U.S Navy (unspun)	20 75
Clipper (unspun)	21 50
U.S. Navy, Eng., unspun	20 00
U.S. Navy, Eng. (spun)	21 00
Plumbers (spun)	$8 50 $10 50

F.o.b. Montreal, Toronto

OIL	**Montreal**	**Toronto**
Royalite	0 19	0 18
Palacine	0 22	0 21
Gasoline, gal.	0 34	0 33
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 18	0 15½
Cylinder Green, med.	0 55	0 56
Capital cylinder	0 50½	0 49½
Machine oil, regular grades	25½-42	29½-30
Standard gas engine oil	38½	38½-37½
Paraffine	0 21	0 21
XXX machine	0 24½	0 28
Fuel oil, bbls.	0 14½	0 13½
Fuel oil, tank cars	0 13	0 12

OLD MATERIALS
See weekly report.

PACKING	**Per lb.**
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER	**Per 400-ft. roll**
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 72
Surprise Fibre	0 66
Tarred felt, per cwt.	3.30-3.45

Asbestos sheeting (per 100 lbs.) ..... $12-$15
Carpet Felt, 16 oz., per 10 lbs. $4 50 $5 50
F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.	$ 9 55	$10 00
6 to 7 lbs., doz.	10 05	10 55
7 to 8 lbs., doz.	10 85	11 40
8 lbs. only	11 10	

Rock—

7 to 8 lbs., doz.	11 40	
7 lbs., doz.	10 85	....
8 lbs., doz.	11 10	....

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	80c-97c
4 gross (cartons), 4½ in.	85c-$1.00

F.o.b. Montreal and Toronto.

PIPE, STANDARD WROUGHT

Effective Feb. 26, 1918.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 6 00	$ 8 00
¼ in.	5 16	7 29
⅜ in.	5 16	7 29
½ in.	6 55	8 12
¾ in.	8 28	10 41
1 in.	12 24	15 39
1¼ in.	16 56	20 82
1½ in.	19 80	24 89
2 in.	26 64	33 49
2½ in.	42 72	53 53
3 in.	55 85	70 00
3½ in.	70 84	87 86
4 in.	83 93	104 10
Standard Lapweld.		
2 in.	29 60	36 08
2½ in.	44 46	54 70
3 in.	58 14	71 53
3½ in.	72 68	90 62
4 in.	86 11	107 37
4½ in.	97 79	122 56
5 in.	114 00	142 82
6 in.	147 80	185 28
7 in.	192 80	241 57
8 L in.	202 50	253 75
8 in.	233 30	292 32
9 in.	279 50	350 18
10 L in.	259 20	324 80
10 in.	333 70	418 18

Terms 2% 30 days, approved credit.
Prices—Ontario, Quebec and Maritime Provinces.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 40-45%.
4½" and larger, 40%.
4" and under, running thread 25%.
Standard couplings, 4" and under, 35%.
4½" and larger, 15%.
Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain	**List**
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Discount 10%.
F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD
See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	35, 2½	35, 2½
8" soil pipe	30	30
Medium and extra heavy fittings, 6" and under	40, 2½	40, 2½

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	40%
Cistern Pumps	40%
Set Lengths	40%
Brass Lined Cylinders	40%
Brass Body Cylinders	40%

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.
Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	**Per square**
Samson, 1-ply, roll	1 30
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	$5.75-$6.00
Roofing Pitch, $1.05 to $1.10 cwt.	

F.o.b. Toronto, London, Montreal.

ROPE	**Lb.**
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	0 70½ 0 73
5-32 in.	0 69½ 0 72
3-16 in.	0 66¼ 0 69
¼ in. and up	0 65 0 68

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.
B. & A. emery cloth, 5% to 20% on list.
B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES	**Scale List**	**Stamping extra**
Champion—		
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge.
F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	**Doz.**
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS
Net list.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK
See Montreal and Toronto report

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$9 25
U.S. 28	8 95
U.S. 26	8 65
22 and 24	8 50
18 and 20	8 35
16	8 20
14	8 10

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75, 26-gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 8 10
16 gauge	12 05	8 20
18-20 gauge	10 30	8 35
22-24 gauge	10 45	8 50
26 gauge		8 65
28 gauge		8 95
10¾ ozs.	11 05	9 25

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$ 8 70
18-20	12 55	12 55	8 85
22-24	12 25	12 25	9 05
26	12 25	12 25	9 25
28	13 00	13 00	9 65
10¾ oz.			10 00

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES	**Per sq.**
Standard galvanized	$10 25

Shipping weight, 90 lbs.

Standard painted	8 00

Shipping weight, 80 lbs.
Discount 7½%.
F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$8 75
Standard painted	7 00

Discount 7½%.
F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS
Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR
See Weekly Report.

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	**Each**
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	5 00

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	**List**
No. 525 (125), each	6 50
No. 530 (130), each	7 25
No. 630 (230), each	9 25

Discount 25% off list.
F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

"No, Sir," said Graydon

GRAYDON is a hardware dealer. He said, "No, Sir," to a traveller who had asked five minutes of his time in which to demonstrate a new incubator that the M—— Mfg. Co. were putting on the market. "No, I don't know your firm," Mr. Graydon continued in a chilling tone that matched the winter weather without, "I have never heard of it before nor of your incubator, and I have no time just now to listen to you."

But the traveller persisted, asking, "How, then, am I to make the merits of our incubator known to you if you won't take time to hear my explanation?"

"Well, I'll answer that question, since you ask me," replied the dealer in a more genial tone. "Your firm should advertise your incubator in the trade paper that all we hardware men read every week, Hardware and Metal. They should keep on advertising it until we have had time to gain the main points about it and have become sufficiently interested to want to sell the line. Then you could call, talk prices, etc., and little time would be wasted. You know merchants nowadays, because of scarcity of clerk help, have very little time to give to travellers. You should get your firm to do its missionary work in advance through the trade papers. That's the way to save our time and yours, too."

This is what Ross of Lucan, wrote the manager of DRY GOODS REVIEW

J. M. Ross & Co., General Merchants, Lucan, Ont.—The fact that we have been subscribers for THE REVIEW for over ten years is sufficient evidence of our appreciation of its value to us.

Our staff takes advantage of many valuable suggestions appearing monthly.

We see advertisements of certain classes of merchandise that would escape our attention if it were not for THE REVIEW.

Our mail usually consists of 50 per cent. circulars and booklets that find their way to the baler without being read. Were they consolidated with all the interesting matter found in the columns of THE REVIEW, they would not only come under the observation of the retailers but the members of their staff as well and we are sure better results would be obtained.

$300-$1,200 a year to back up and prepare for traveller's calls, when worked down to lowest terms, becomes a very small sum.

Spending	To support the solicitation work of	Means in a year
$300	5 travellers	$60 per traveller or $5 a month
$600	10 "	$60 " " $5 "
$1,200	12 "	$100 " " $8.33 "

A traveller will make probably 125 calls in a month. So it works out about 4c-7c a call to support him. His actual call (salary and expenses) probably cost the firm on an average $2. That is to send a man out will cost, for his salary and expenses quite $10 a day. We suggest that, in McCurdy's case above, an extra $1 spent on making known his incubator and the firm making it would have been well spent money.

Besides which one must take into consideration the resultful influence of advertising on firms travellers never call on and whose business must be courted by advertising.

To spend $300-$1,200 a year for an all-the-year-round campaign of page spaces in one or other of the following retailers' newspapers is cheap business insurance:

CANADIAN GROCER	(Weekly)
HARDWARE AND METAL	(Weekly)
DRY GOODS REVIEW	(Monthly)
MEN'S WEAR REVIEW	(Monthly)
BOOKSELLER AND STATIONER	(Monthly)
SANITARY ENGINEER	(Semi-Monthly)

Keep a page advertisement in the business paper your customer and wanted customer read. Your travellers will get business more easily, and the $10 or so a day it costs to keep them out will be getting you bigger orders.

Send for copies, etc., of the above-named retailers' newspapers. Find what firms are using them and how they are using them, and study the papers on their editorial side, observing their downright money value to retailers; addressing the publishers.

The MacLean Publishing Company, Limited
Toronto, Canada
Also at Montreal, Winnipeg, New York, Chicago, Boston, and London, Eng.

SPADES AND SHOVELS

	1st Grade	2 nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5%
Draining Tools	30%	30%	....
Hollow Back Scoops	10%	....	Net list
Hollow Back No. 2 Shovels	30%	....	5%
Hollow Back Sand Shovels and Coal Shovels	30%	....	Net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	17.80	.....	14.80
Coal Shovels, No. 3, black	22.00	.....	14.50
Sand Shovels, No. 3, black	18.50	.....	11.50
Do., No. 4, black	19.00	.....	12.00
Do., No. 5, black	19.50	.....	12.50
Do., No. 6, black	20.00	.....	13.00
Do., No. 8, black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Coal Shovels, No. 3, black	22.00	.....	14.50
Riveted Scoops, No. 2, black	19.00	18.00	17.00

For polished goods the following net extras apply:
Full polished .....$1.00 per dozen net
Half polished ..... 50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Following are net prices on some of the standard lines: Shovels and spades, Black Cat, polished, $11.90; black, $10.90; Bull Dog, polished, $14.30; black, $13.30; No. 3 D.H.R.P., black, $13.65 per dozen.

Black Cat Scoops—Black are quoted as follows: No. 4, $15.80; No. 6, $16.80; No. 8, $17.80; No. 10, $18.80 per dozen.

SWEEPERS, CARPET .. Bissell's

American Queen, nic'd trim, ball bearing .....Doz.	$39 00
Club, nic'd trim., "Cyco" bearing	82 00
Champion, nic'd trim	30 00
Champion, Jap'd trim	27 00
Elite, nic'd trim., B.B.	41 00
Grand Rapids, nic'd trim., B. B.	36 00
Grand Rapids, Jap'd trim., B. B.	32 00
Parlor Queen, nic'd trim., B. B.	42 00
Princess, nic'd trim., B.B.	37 00
Standard, nic'd trim	32 00
Standard, Jap'd trim	29 00
Universal, nic'd trim, "Cyco" bear	34 00
Universal, Jap'd trim., "Cyco" bear	30 00

F.o.b. Toronto, Hamilton, London,

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim.	$1 00
Household, Jap'd trim.	67 00
Superba, nic'd trim.	96 00

SWEEPERS (ELECTRIC)

Steel frame	33 75
Aluminum frame	41 25
Attachments, set	7 50

F.o.b Toronto, Hamilton, London.

TACKS Discount

Wire Tacks .....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS
See prices under head of Wires.

TOASTERS, ELECTRIC
Upright, with rack $4 00

TOOLS, HARVEST
Waverly, Wellandvale, Rixford.
Maple Leaf, Bedford, 25% discount.
Samson, 20% discount.
F.o.b Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10		

Discount 10%.
F.o.b Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain

Victor No. 1	$2 05
Jump, No. 1	2 65
Hawley & Norton, No. 1	3 15
Newhouse, No. 1	4 30

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) Per lb.

500 ft.	$0 23½
550 ft.	0 25¼
600 ft.	0 26½
650 ft.	0 28

In 5-ton lots ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs. and over to nearest station.
F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb. 54½-68
4-ply wrapping, lb .....58 -72½
F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per dozen	$18 15
No. 1, per dozen	15 70
No. 2, per dozen	13 20
No. 3, per dozen	11 55

F.o.b. Newmarket

VALVES %

Ground work	50
Compression work, standard	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	net
Radiator valves, standard	15
High grade	7½
Globe, angle and check valves, standard	10
Do., high grade	7½
Patent quick opening valves	35

F.o.b. Toronto

WARES, ETC.
Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings retinned 45%
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 30%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list ,plus 25%.
Railroad Cans, list, plus 20%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, steel, 25%; cast iron, 17½%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 60%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.
F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs.	$4 50	$4 25	$4 75
Section, ½ in. per 100 lbs.	4 50	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	3 00	3 50	3 10

WHEELBARROWS
Navvy, steel wheel, doz. 37.50-51.50
Garden steel wheel, doz. 51.00-75.00
Light garden, doz. 37.00-54.00
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS
F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Hay Wire in Coils

No. 13	6 80
No. 14	6 90
No. 15	7 05
No. 16	7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net.	
Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$ 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. Toronto

Barb	$6.20
No. 9 pl. galv.	5.35- 5.90
No. 12 pl. galv.	5.50- 6.00
No. 13 pl. galv.	6.00- 6.15
No. 9 coil sp.	5.50- 5.90
No. 12 coil sp.	5.80- 6.20

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 50
Fence staples, galvanized. $6.25-6.50
In 25-lb. boxes add 25c extra

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.
Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.....10%
Brass wire, 3 to 24 gauge, add 40%
25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls	$3 50
In 50-ft. rolls	3 55
Galvanized, per 100 sq. ft. in 100 ft. rolls	5 50
Bronze, sq. ft.	0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report.



A 15 D
VITREOUS CHINA

EMPIRE WATER-CLOSETS

Our high grade closet combinations are known to be of standard design and excellent quality. The many styles and varieties which we manufacture will meet any and all requirements.

The materials used are the very best which advanced methods of manufacture can produce, which makes Empire Closets satisfactory in every particular.

Catalogue A sent on request.

Empire Manufacturing Company
LONDON TORONTO

A Scientific Sheathing Made From Felt

Counterwall

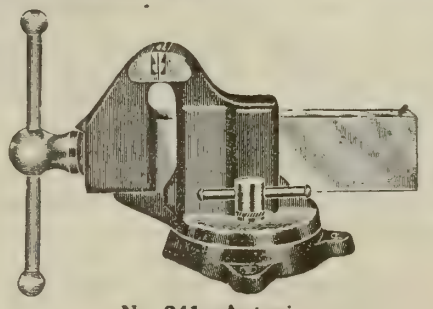
(The Perfect Insulation)

Canadian Roofing Mfg. Co. Limited

Windsor - Ont.

ROCK ISLAND VISES

A Type and Size for Every Service



No. 241---Autovise

A Combination Pipe and Anvil Vise ---particularly suitable for auto repair work. Write for catalogue and prices.

Factory and Office:

ROCK ISLAND MFG. CO.
ROCK ISLAND, ILL., U.S.A.

New York
113 Chambers Street

Chicago
180 North Market Street

If any advertisement interests you, tear it out now and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 for 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX Per lb.
Small quantities $0 45
Larger quantities 0 40
F.o.b. Toronto.

BLUE STONE Montreal Toronto
Per lb. 13-14 14-16

BRONZING LIQUID
Bronzing liquid, No. 1.$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BRUSHES
Weighted, 15 lbs., each..$1.35 $2.00
Weighted, 20 lbs., each.. 1.60- 2.25
Acme, 15 lbs., each..... 1.75
Acme, 20 lbs., each..... 2.00
Acme, 25 lbs., each..... 2.35
F.o.b. Toronto.

COATING
Cement Coating $3 00 $3 75
F.o.b. Montreal, Toronto.

COLORS (DRY) Per lb.
Raw Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Burnt Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Raw Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Burnt Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Imp. green, 100 lb. kegs.... 0 28
Chrome green, pure 0 35
Chrome yellow 17-31
Brunswick green, 100 lb. k.. 0 12
Indian red, 100-lb. kegs.... 0 15
Indian red, No. 1, 100 lb. k.. 0 06
Venetian red, best bright... 0 04
Venetian red, No. 1 ..... 0 02½
Drop black, pure dry..... 0 15
Golden ochre, 100 lb. kegs.. 0 06½
White ochre, 100 lb. kegs.. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 2½-3¼
Spruce ochre, 100-lb. kegs.. 4c-6c
Canadian red oxide, bbls....2 -2¼
Super magnetic red..... 2¼-2½c
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE
1 lb. tins—
Venetian red 0 15
Indian red 20-26
Chrome yellow, pure 45
Golden ochre, pure 22
French spruce ochre, pure.... 16-18
Chrome green, pure 18-26
French permanent green, pure 28
Signwriters' black, pure 25
Lampblack 0 24
Marine black, 5 lb. irons.... 0 17
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Duralite 6 15
Albagloss 6 05

GLUE Per lb.
Brantford All Round Glue—
Case No. 7—50-lb. pkgs.....$28 00
Case No. 8—100 ½-lb. pkgs.. 31 00
Case No. 9—200 ¼-lb. pkgs.. 38 00
Discount.
French medal (prices withdrawn)
English common sheet..... 32-34
English prima 35-38
White pigsfoot 0 50
Cake bone, 112-lb. bags..... 0 35
Hide, 112-lb. bags 0 45
Gelatine, 112-lb. bags..... 45-60
Ground glues, 112-lb. bags, No. 1 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags.. 24

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

F.o.b. Montreal. Discount 25% on box glass.
Discount from pane list 10%.

Ontario Prices.	B.S.	B.D.
Up to 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 84	....	45 45
85 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 25%.
Cut lights, 10%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE
Discounts below apply to plate glass list.
Montreal city price, 10% off list; country, 5%.
Toronto, Hamilton, London, 20%.
For shipments of glass outside of Toronto, Hamilton or London, 10% discount from the list. Freight charges paid to destination, provided the gross list value of the glass is $75 or over. Under $75 in value, 10% discount from the list, f.o.b. Toronto. These prices apply to glass under 90 inches in height. Over 90 inches, then special flat car rates apply.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	$16 00	$16 20
Crown Diamond	16 00	16 20
Crown Pure	16 00	16 20
Green Seal	16 00	16 20
Tiger Pure	16 00	16 20
Ramsay's Pure	16 00	16 20
Moore's Pure	16 00	16 20
O.P.W. Dec. Pure	16 00	16 20
Red Seal	16 00	16 20
Decorators' Pure	16 00	16 20
O.P.W. English	16 20	16 40
Elephant Genuine	16 60	16 70

B.B. Genuine Lead, less than tons, $17.95 Toronto; $17.20 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00 $14 50
Genuine, 100-pound kegs, per cwt.	14 75 15 50
Less quantity	16 00 17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

	Dry, Pound	Paste, Pound
Barrels, 600 lbs.	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO
Tints, 5-lb. packages, per 100 lbs., $7.80; white, 5-lb. packages, $7.20.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon

Elephant, white	3 70
Elephant, colors	3 30
B.H. English, white	3 80
B.H. English, colors	3 55
Minerva, white	3 65
Minerva, colors	3 50
Crown Diamon, white	3 55
Crown Diamond, colors	3 30
B.H. Frescouette, white	3 30
B.H. Frescouette, colors	3 10
Moore's House Colors, white..	3 50
Moore's House Colors, colors.	3 40
Moore's Egyptian Paint, all colors	2 75
Moore's Floor Paint	2 90
Moore's Sani-Flat	3 00
Jamieson's Crown Anchor....	3 30
C.P.C. Pure, white	3 80
C.P.C. Pure, colors	3 55
O.P.W. Canada Brand, white	3 55
O.P.W. Canada Brand, colors	3 25
O.P.W. Canada Brand, floor.	2 80
O.P.W. Flat Wall, white	3 05
O.P.W. Flat Wall, colors....	2 85
Ramsay's Pure, white	3 65
Ramsay's Pure, coors	3 35
Martin-Senour, 100%, white..	3 80
Martin-Senour, 100%, colors.	3 55
Martin-Senour, Porch Paint..	3 55
Martin-Senour, Neutone, white	3 35
Martin-Senour, neutone, col..	3 10
Senour's Floor Paint	3 00
Sherwin-Williams, white	3 80
Sherwin-Williams, colors	3 55
Flat Tone, white	3 30
Flat Tone, colors	3 10
Lowe Bros. H.S., white.....	3 80
Lowe Bros. H.S., colors	3 55
Mellotone, white	3 35
Mellotone, colors	3 20
Sanitone, white	3 30
Maple Leaf, white	3 80
Maple Leaf, colors	3 55
Maple Leaf, floor	3 00
Maple Leaf, flat wall.....	3 10
Pearcy's Prepared, colors.....	2 75
Pearcy's Prepared, white.....	3 15

F.o.b. Montreal, Toronto.

PARIS GREEN C.P. Berger's
Per lb.

In barrels, about 600 lbs.	0 60¼ 0 61
In arsenic wegs, 250 lb. drums	0 61¼ 0 62
In 25 lb. drums.....	0 62¼ 0 63
In 1 lb. packets, 100 lbs. in case.....	0 64¼ 0 65
In ½ lb. packets, 100 lbs. in case	0 66¼ 0 67
In 1 lb. tins, 100 lbs. in case	0 66¼ 0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY

	Standard Montreal	Less than tons Toronto
Bulk, in casks	$4 35	$4 55
Bulk, 100-lb. drums.	5 20	5.30-5.40
Bulk, 25-lb. drums..	5 20	5 40
Bulk, 12½-lb. irons.	5 20	5.45-5.65
Bladder, in bbls.	5 20	5.45-5.65

Ton lots standard are 20c per hundred pounds less.
Pure Putty, $2 cwt. advance.
London and Hamilton prices same as Toronto.

SHELLAC
Pure White, gal., $4.40-$4.50.
Pure Orange, gal., $4.15-$4.25.
Gum Shellac, TN, 70-74c lb.; finest orange, 83-86c; bone dry white, 80-83c.
F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 00
B.H. Vanisher	$2 75
Cumoff	3 00
Takof	3 25
O.P.W. Presto	3 00
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

TURPENTINE
See weekly report elsewhere in this issue for prices.

SLATING Gal.
Liquid Slating, B.B.....$2 20

VARNISHES Per gal. cans

No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.45
B.H. Stovepipe Varnish, ½ pints, per dozen	1 54
Depend-on, list	3 25
B.H. Maritime Spar, list....	7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	2 90
Granitine	2 90
Hydrox Spar	3 65
Sun Varnish	2 64
Sun Spar	4 59
Sun Waterproof Floor	3 02
Jasperite Interior and Exterior	2 65
Jasperite Pale Hard Oil	1 90
Jasperite Indestructo Floor Finish	2 65
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 86
Elastic Interior	2 64
Mar-not	3 52
Quick Action House	2 47
Rexspar	4 62
Sear-Not	3 34
Kyanize Spar	4 95
Kyanize Cabinet Rubbing	3 85
Kyanize Interior	3 85
Luxeberry light	3 30
Luxeberry granite	3 52
Luxeberry spar	4 95
Ramsay's Universal	2 64

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $6.50; colors	7 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 20
XX Quality	0 18
X quality	0 17

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 21
X Grand	0 19¾
XLCR	0 18½
X Empire	0 17¼
X Press	0 16

WASTE, COLORED WIPING

Quality I	0 15
Quality IA	0 13
Quality IB	0 11
No. 5	0 16
No. 7	0 14
Japanese	0 15

WIPING WASTE, COLORED

Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	10½

This line subject to trade discount for quantity.

WAX Per lb.

C. & B. Floor Wax	$0 35
B.H. Wax	0 35
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 30
Anchor	0 33
O.P.W. Lion Brand	0 35
Old English	0 45-0 55
Johnsons	0 45-0 55
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 40

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2 50
Gilders, bolted, in bbls.	3 00

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL per gal.

In five gallons	$1.80-$1.90
In barrels	- 1.70

$4 extra for barrels
F.o.b. Montreal, Toronto, London.



The Measure of Value
IN
Paints or Varnishes

Depends upon the quality and length of their service, upon their powers for preservation and protection and upon their ultimate economy.

MAPLE LEAF PAINT

values measure high because of utmost value in their ultimate economy.

PAINT POINTERS FROM "THE OLD TIME PAINTER"

MAPLE LEAF
M L
FINISHES THAT ENDURE
QUALITY



RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regal Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $41; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Singl Bit	$14 50	$18 00
Double Bit	16 50	19 50
Broad axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	20%
Gilmour	50%

BARS, CROW. $9.25 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.05 base; other sizes, $5.60 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 33 1-3%; over 6 in., 20 and 10%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOARDS—Wash

	Doz.
Improved Globe	$4 00
Diamond King, Glass	4 75
Western King, Enamel	4 75

BOLTS

Carriage, ⅝ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅝ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅝ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	35
3 x 3 in.	37
3½ x 3½ in.	38
4 x 4 in.	47
4½ x 4½ in.	68
5 x 5 in.	80

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $18.50; ¼, $13.65; 5-16 in., $12.20; ⅜, $11; 7-16, $10.70; ½, $10.40; 9-16, $10.40; ⅝, $10.25; ¾, $10.15; 1 in., $9.90. Logging, 5-16 in., 14c; ⅜, $12.80; ½, $12.20; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 55

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks

8, 9, 10	66c lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.50; 10 in., $7.20; 12 in., $8.45. Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

See Wares.

FILES

Globe	Discount 45%
Nicholson Gen.	Discount 35%

FITTINGS

Malleable	Black	Galv.
Class B	$ 26	$ 36½
Class C	17	26
Bushings	25%	..
Unions	35%	..
Nipples 4" and under	45%	..

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. barrels, 30c lb.; 100-lb. barrels, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$12 00	$17 50
26 to 40	13 25	20 00
41 to 50	16 75	23 00
51 to 60	17 50	23 50
61 to 70	18 75	25 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $7.25; No. 2 and larger, $7; snowshoes, No. 0 to No. 1, $7.50; No. 2 and larger, $7.25; steel, No. 0 to 1, $7.70; No. 2 and larger, $7.45; featherweight, $8.85.

IRON BAND

1½" in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED

	Apollo and Premier	"Fleur de Lis"
10¾ oz. or 28 Eng.	$11 20	$11 20
28 Am. or 26 Eng.	10 90	10 90
26 Am. or 26 spec.	10 60	10 60
24	10 45	10 45
22	10 45	10 45
18 and 20	10 30	10 30
16 Am.	10 20	10 20

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$1 80
Mrs. Pott's No. 50, set	1 90

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $2 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 00
3	2 70
4	4 75
Barn Door	
5	2 70
8	2 90
9	5 00

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 5 00
New Century B	10 15
New Idea	11 35
Snowball	9 00

MATTOCKS

Pick, $11; cutter, $11.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	4 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$7 75	$8 25
Empress	10 00	10 60
Daisy	6 15	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices Per Roll

1 in. mesh x 24 in.		$5 95
	30 in.	7 20
	36 in.	8 50
2 in. mesh x 24 in.		2 90
	30 in.	3 40
	36 in.	4 05
	48 in.	5 25
	60 in.	6 55
	72 in.	7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 35c; Family safety coal oil, 23½c; "Engoline" engine coil oil, 19½c; Summer black oil, 22½c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 46c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $19; less quantities, 20c.

PICKS, Clay, 6-7, $10.40 per doz.

POLISH—

	Doz.
O-Cedar—	
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page.)

What will Spring mean to *your* Paint Sales

?

To Stephens' Agents everywhere each succeeding Spring means a greater paint turnover than ever before.

That's the way Stephens' Paints benefit the dealer—the good effect of supplying these paints that live up to their guarantee is cumulative.

Stephens

Year after year sales increase in volume. Customers perfectly satisfied the previous season come again to ask for Stephens' Paints. They're settled on the paint question—perfectly assured by experience that Stephens' Paints are every whit as perfect as they're guaranteed to be.



If you are not satisfied with your paint prospects for this Spring, if you feel that your increase will not be as great as you deserve, get in touch with us without delay. Let us explain our proposition and tell you what it is doing for other Dealers.

G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG AND CALGARY

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18x21 per box, half polish, $10.25; full polished, $11.75; 18x24, half polished, $10.25; full polished, $11.75; 20x28, half polished, $10.25; full polished, $11.75.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3 55 per dozen.

PUTTY

100-lb. irons	$5 50
25-lb. irons, per cwt.	5 80
1½-lb. tins	0 10

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope, ¼ and over, 55c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $10.00; Watch Spring, $10.40; Lance Tooth or Lightning Blades, $10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 loop	11 50
Bush	13 00

SWEEPERS, Carpet—	Each
Bissell's Grand Rapids, jap'd.	$2 85
Bissell's Grand Rapids, nick.	3 20
Bissell's Vacuum "Superba"	8 25

STEEL SHEETS, BLACK

10 gauge	$8 50
12 gauge	8 50
14 gauge	8 40
16 gauge	8 50
18-20 gauge	8 80
22-24 gauge	8 85
26 gauge	8 90
28 gauge	9 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30. Black Cat and Crescent Scoops—No. 4, $15.80 doz.; No. 6, $16.80; No. 8, $17.80; No. 0, $18.80; Moose & Jones Scoops, No. 4, $16.90; No. 6, $17.80; No. 8, $18.70; No. 10, $19.60.

SOLDER. Per pound, 54 to 55c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $7.50; machine, $8.00 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.30 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $9.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TRAPS, GAME—	Doz. Victor	H.& N.	Jump
No. 0	$1 80	....	....
No. 1	2 12	$3 25	$2 75
No. 1½	3 17	4 88	4 12
No. 2	4 44	6 83	6 05
No. 3	5 90	9 10	8 05

TUBS—	Wood	Fibre
No. 0	$18 30	$20 95
No. 1	15 65	18 00
No. 2	13 20	14 90
No. 3	11 45	12 70

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply	$0 60
Cotton, 4-ply	0 65

Dozen

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.

Scotch Grey, 40, 12½% discount.

Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, 17½% discount.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.65; less than ton lots, $17.00.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 00
8 in.	7 20
10 in.	8 40
12 in.	10 80
15 in.	14 40
Perfect Handle—	
6 in.	13 00
8 in.	15 60
10 in.	18 20
12 in.	23 40
15 in.	31 20
18 in.	41 60

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 13
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 60
36 in.	6 75
Trimo—	
10 in.	$1 45
14 in.	2 00
18 in.	2 90
24 in.	4 15

Dozen

Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Royal Canadian, $51,90 per doz.; Eze, $56.10 per doz.; Bicycle, $62 per doz.; Ajax, $125.00 doz.

ANNOUNCEMENT

ON THE OPENING OF A COMPLETE AUTO ACCESSORY DEPARTMENT BY THE GREAT WEST ELECTRIC COMPANY, LIMITED, WINNIPEG

OUR experience with a limited number of Auto Accessories has led us to believe that our trained organization can give Western Canada an improved service in these lines. With this end in view, we have opened a new department that will be devoted entirely to Auto Accessories. This new department will be in charge of men of wide experience in this class of business—men who know what to buy—and where, and how to give you the very best service. The stock we will carry for immediate shipment will be just as complete as that we have always carried in Electric Supplies, and the service will be just as prompt and satisfactory. You who have learned the value of the service we give will not hesitate to use the new department. From you who have not yet become acquainted we ask a trial order. We will take pride in pleasing you.

Distributors of Laco, Tungsten and Nitro Lamps

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

HARNESS OIL
NEATSFOOT OIL

Special Cylinder Oil (for steam engines).
A Gas Engine Oil (for gasoline engines).
Tractorlene Oil (for oil burning engines).
Ideal Thresher's Machines Oil (for general use).
Automobile Oil and Transmission Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

Consult Hardware and Metal Buyers' Guide

If what you want isn't advertised in this issue, consult our Buyers' Directory. If it isn't listed in our Directory, write us and we will give you the information.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Canadian B. K. Morton Co., Montreal.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg. Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Ware Mfg. Co., Oakville, Ont.

Ammunition
Thos. Birkett & Son Co., Ltd., Ottawa
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Auto Accessories
Adamson Mfg. Co., Hamilton, Ont.
Boston Varnish Co., Everett Station, Boston, Mass.
Canadian Carbon Co., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Cummings Bros., Flint, Mich.
Cushman Motor Works, Ltd., Winnipeg, Man.
Great West Electric Co., Ltd., Winnipeg, Man.
Geo. W. Griffiths & Son., Stratford, Ont.
Hyslop Bros., Toronto.
C. Kloepper, Limited, Toronto, Ont.
Leeks & Potts, Hamilton, Ont.
Line, Hansen & Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Chain Co., St. Catharines.
New Era Spring Specialty Co., Grand Rapids, Mich.
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Reeder Weeks Mfg. Co., Hamilton, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Thermoid Rubber Co., Trenton, N.J.
Samuel Trees & Co., Toronto.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Uneeda Ford Demountable Wheel Co., Toronto.
Vernald Mfg. Co., North East, Pa.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man
Canadian General Electric Co., Toronto.
Dominion Battery Co., Toronto.
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Empire Mfg. Co., London, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Newell Mfg. Co., Prescott, Ont.

Bends, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Bibbs, Basin and Bath Cocks, Fuller
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brass Goods
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets and Rods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

Bolts and Nuts
Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
C. Kloepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound
Wilkinson & Kompass, Hamilton.

Boiler Tubes
Baines & Peckover, Toronto.

Boilers, Heating and Range
Empire Mfg. Co., London, Ont.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Bone Grinders
Toronto Lock Mfg. Co., Toronto.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Canada Cycle & Motor Co., Ltd., Weston, Ont.

Builders' Hardware
J. Brais & Co., Cleveland, Ohio.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Cans
A. R. Whittall Can Co., Montreal, Que.

Cans, Gasoline, Oil
Cannon Oiler Co., Keithsburg, Ill.

Canoes
Canadian Canoe Co., Peterboro, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville, Ont.



Save Your Eyes

Snow and sun are hard on the eyes; save them by using Goggles. We carry a full line, Folding, Universal in tin cases, and Micalite Goggles; the best in the market, made in one piece and fireproof. All in assorted colors.

Thos. Birkett & Son Co.
Limited
OTTAWA, ONTARIO

Have You Ordered

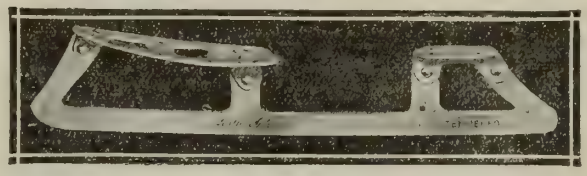
your next season's stock of

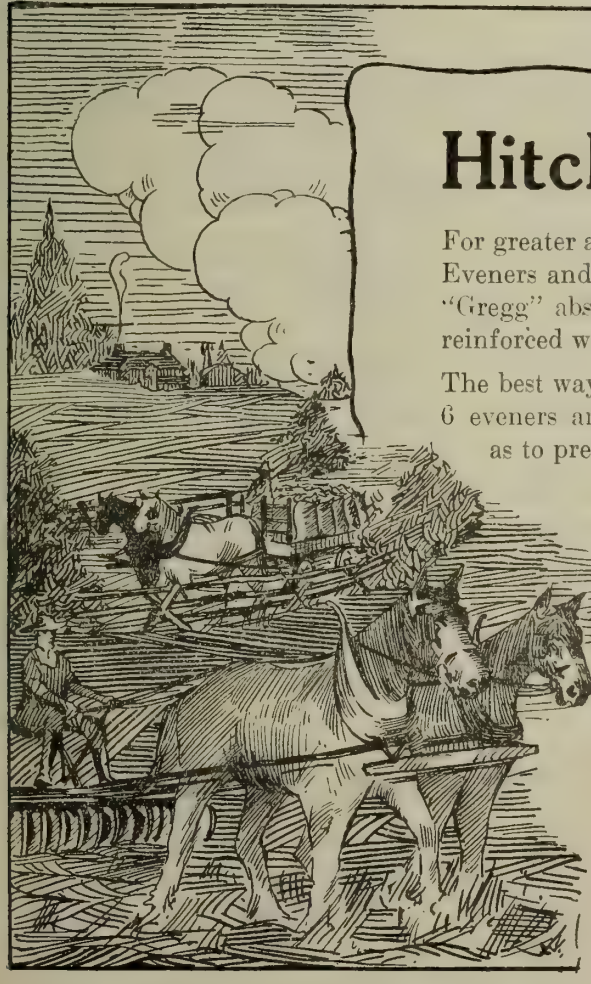
Automobile Skates

Taking everything into consideration, we believe it is advisable to secure your supply at present prices.

See the C.C.M. salesman or write to nearest office.

Canada Cycle & Motor Co., Ltd.
Montreal Toronto WESTON Winnipeg Vancouver



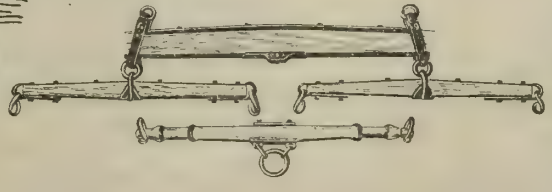


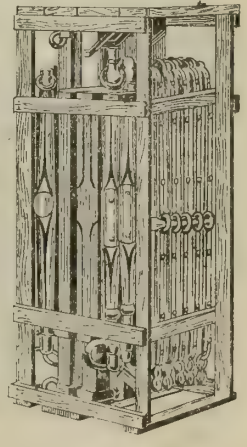
Hitch up with Gregg

For greater and more satisfactory business in Wagon Sets, Neckyokes, Eveners and Hitches link up with "Gregg" steel clad goods and the "Gregg" absolute guarantee. Extra heavy, straight-grained wood is reinforced with one-piece steel straps—guaranteed not to break.

The best way to buy "Gregg" goods is by the crate, each containing: 6 eveners and clevises, 6 neckyokes and 12 singletrees, packed so as to prevent damage in transit.

Any jobber in the West can supply you.





Gregg Mfg. Co., Limited
WINNIPEG

THE BUYERS' GUIDE

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.
Reeder-Weekes Mfg. Co., Ltd., Hamilton, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Closets
Wakyte Mfg. Co., Winnipeg Man.

Chemical Specialties
Vol-Peek Mfg. Co., Montreal.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Faultless Caster Co., Evansville, Ind.
Landers, Frary & Clark, New Britain, Conn.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clocks
Western Clock Co., La Salle, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clippers
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.
Canadian Woodenware Co., St. Thomas, Ont.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Concrete, Reinforcing Steel
Baines & Peckover, Toronto.

Conductor Pipe, Hooks, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Cordage
Brantford Cordage Co., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., Toronto.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crowbars
R. J. Coghlin & Co., Montreal.

Cultivators
J. E. Gilson Mfg. Co., Port Washington, Ill.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
J. Wiss & Sons.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.

Dish Washers
Home Helps Sales Co., Montreal.

Display Racks and Stands
Cameron & Cameron, Toronto.
National Mfg. Co., Sterling, Ill.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.

Doors, Screen
Kasement Skreene Door Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.

Door Checks
Canadian Yale & Towne, St. Catharines.
G. W. Mallory Co., Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man.
Toronto Lock Mfg. Co., Toronto.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Electro-plating
Toronto Lock Mfg. Co., Toronto.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.

Enamelled Ware
McClary Mfg. Co., London, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright Co., Hamilton, Can.

Engines
Cushman Motor Works, Ltd., Winnipeg, Man.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Eveners
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Auckland & Son, Ltd., Winnipeg, Man.

Expansion Tanks
Pease Foundry Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

Extinguishers, Fire
Booth-Coulter Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fanning Mills
Cushman Motor Works, Ltd., Winnipeg, Man.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Ferrules, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.

Fibre Ware
E. B. Eddy Co., Hull, Que.

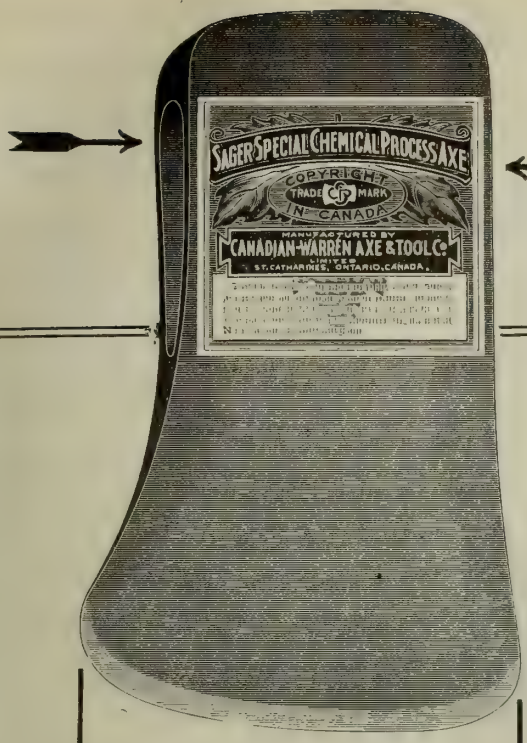
Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Fire Door Fittings
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Department Supplies
Booth-Coulter Co., Toronto.
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.



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MONTREAL

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.

Fixtures, Store
Milbradt Mfg. Co., St. Louis, Mo.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock Ont.
Hall Zryd Foundry Co., Ltd., Hespeler Ont.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire
Canada Metal Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flint Cloths
John Oakey & Sons, London, Eng.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co, Winnipeg.

Garden Cultivators and Weeders
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Erie Iron Works, St. Thomas, Ont.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Hamilton, Can.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Glassware
Leeks & Potts, Hamilton, Ont.

Glass, Window, Plate, Ornamental
Leeks & Potts, Hamilton, Can.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg, Man.
A. Ramsay, Son & Co., Montreal, Que.
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves
Hamilton-Carhartt Co., Toronto.

Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Halters
G. L. Griffith Son, Stratford, Ont.
Johnson Halter Co., Sarnia, Ont.
R. R. Kinread, Winnipeg, Man.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.

Hammocks
Galt Robe Co., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass

Handles
J. H. Steel Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa

Hangers, Door
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Machinery & Supply Co., Hamilton.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Works, New Britain, Conn
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hardware Fixtures
Duluth Show Case Co., Duluth, Minn.

Hardware Shelving
Duluth Show Case Co., Duluth, Minn.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.

Heaters
Beauchamp, J. E., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg

Hones
American Hone Co., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.

Horse Nails
C. Kloepper, Limited, Toronto, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont

Ice Scrapers
James Bros. Co., Perth, Ont.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto
Cushman Motor Works, Ltd., Winnipeg, Man.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic
Jas Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Enamels
Boston Varnish Co., Everett Station, Boston, Mass

Iron Boards
J. E. Beauchamp & Co., Montreal.

Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont

Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.

Iron and Steel, Structural
Baines & Peckover, Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.

Imports may be restricted from States

American made luxuries may not be allowed into Canada—Business Must be prepared for Adjustments.

"Relations with the United States are a vital factor in the business situation at the present time. The exchange problem has become one which is receiving the serious consideration of the Government."

Late reports from Ottawa indicate that in order to right our balance of trade, steps may be taken to curtail shipments of luxuries from the States into Canada.

Canada's Dollar at a Discount

These important points are from the front page of THE FINANCIAL POST this week. In another important article on the same page the statement is made that a minus balance of 428 million dollars is a prime cause for the existing heavy discount on the Canadian Dollar in the United States. In both articles, and in many other important business articles in THE FINANCIAL POST this week, the inevitable need for far-reaching readjustments in business, and the paramount necessity for more production in the Dominion are emphasized. For the business man anxious to keep pace with and profit by the unusual and rapid developments now taking place THE FINANCIAL POST at $3.00 per year, is the right paper to read.

Business News of the Week

In this week's issue of THE FINANCIAL POST you will find in addition to the important matters mentioned above, these other business news articles. All are written to give you the most and latest facts quickly and with the least effort in reading. These are merely a few of the news matters dealt with:

Would Scrap Management of Toronto Rail's Big Profits for Canadian Car Co. This Year
C.P.R. Assets Pass Billion Dollar Mark
Farm Products Are on Higher Price Levels
Eastern Steel Made No Profit on Munitions
Developments re the Dominion Permanent
Supremacy of the Bank of Montreal Maintained
Bank Clearings Show Improvement
Bank Plans re Conscription Being Discussed
Edmonton Not Allowed to Recalculate Sinking Fund
Winnipeg Rails Showed Only 1 Per Cent. on Common

The business man able to give an opinion from knowledge of the facts of these matters and many others of immediate business interest which are contained in this week's FINANCIAL POST would be recognized at once as an alert man of affairs. You can be that man every week in the year if you take the right step now by signing this order for THE FINANCIAL POST:

The MacLean Publishing Co.,
153 University Ave., Toronto.

Send me THE FINANCIAL POST each week till further ordered. I will send subscription price ($3.00 per year) on receipt of bill, or you may draw on me for this.

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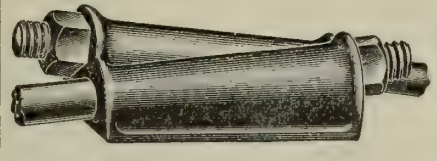
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Ashland Pump and Hay Tool Works



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Mr. Hardwareman

Have you ever considered the advantages of advertising your wants in HARDWARE AND METAL? One of the most important of these is the fact that there is no waste circulation. HARDWARE AND METAL goes only to the people who are directly interested in the trade. We have offices in Montreal, Toronto, and Winnipeg. If you like you can have a box number in care of either one of these offices, whichever is nearest to you. We will then notify our representative there and he will promptly forward any replies which may come in answer to your ad. Remember, Thursday noon is the latest for receiving want ads for the current issue.

Hardware & Metal
Want Ad Department

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Jack Planes
National Machinery & Supply Co., Hamilton.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extention, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Milbradt Mfg. Co., St. Louis, Mo.
Evan L. Reed Mfg. Co., Sterling, Ill.

Lath, Metallic
Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg

Lamps, Nitrogen and Tungsten
Basters Jackson Co., Toronto.
The Canadian Laco-Philips Co., Toronto.
Churton & Taylor, Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago, Ill.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Milbradt Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lead, Black
John Oakey & Sons, London, Eng.

Leather Belting and Soles
Beardmore & Co., Toronto.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.

Lace Leather
Wm. Taylor, Parry Sound, Ont.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
McKee Glass Co., Buffalo, N.Y.
Stopglare Co., Hamilton, Can.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.

Mantles, Gas
Hamilton Gas Mantle Co., Hamilton, Can.

Marine Brass Work
Empire Mfg. Co., London, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Expanded
Baines & Peckover, Toronto, Ont.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Leeks & Potts, Ltd., Hamilton, Ont.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Motor Trucks
Ford Motor Co., Ford Ont.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville

Packings
Consumers Cordage Co., Montreal.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg



Mr. Dealer—

Prepare for the House-Cleaning Season

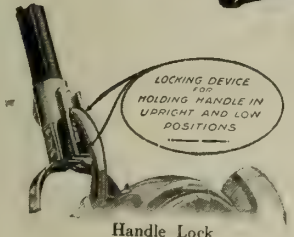
EUREKA Electric Vacuum Cleaner

was awarded the Grand Prize by a Jury of Electrical Experts at the Panama Pacific International Exposition, San Francisco. EUREKA, the one best in competition with eighteen other makes.



EUREKA cleans mattresses perfectly

THE EUREKA ELECTRIC VACUUM CLEANER excels in all requirements of high grade suction and great air displacement. Removes the maximum of dirt from the surface in the fabric, underneath carpet and rugs, without rubbing.



Handle Lock

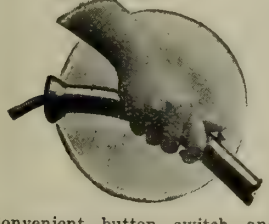
New EUREKA Locking Handle very durable and efficient, (patent applied for).

THE EUREKA ELECTRIC VACUUM CLEANER possesses exclusive and convenient features, such as the "Eureka" Handle Lock, "Eureka" Button Switch and "Eureka" hose attachment, that are not to be found in any other similar make of Vacuum cleaner.



Cleaning portieres

The nozzle, motor and blower frames are made in aluminum alloy of high grade finish. The compactness and lightness of the Eureka makes it most convenient to use.



Convenient button switch and cord protecting knob, (patent applied for).

THE EUREKA ELECTRIC VACUUM CLEANER comes complete with a handy set of attachments for cleaning portieres, upholstery, etc.

Write our nearest house for attractive literature and prices.



Cleaning under beds

Northern Electric Company

LIMITED

HALIFAX	TORONTO	REGINA
MONTREAL	LONDON	CALGARY
OTTAWA	WINNIPEG	VANCOUVER

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto

Pipe, Galvanized, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Tools
Empire Mfg. Co., London, Ont.

Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Plates, Plain and Chequererd
Baines & Peckover, Toronto.

Polishes
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Poultry Netting
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Empire Mfg. Co., London, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto

Rakes
Doust Specialty Co., Toronto.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester Mass.

Rivets
Parmenter Bulloch Co., Gananoque, Ont.

Roadlighters
C. A. Shaler Co.

Roofing, Ready
Bird & Son, Hamilton, Can.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont

Screw and Bolt Cases
Duluth Show Case Co., Duluth, Minn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
Baines & Peckover, Toronto.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
M. & L. Samuel Benjamin Co., Toronto.
B. & S. H. Thompson, Montreal, Que.

Show Cases
Duluth Show Case Co., Duluth, Minn.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont
Empire Mfg. Co., London, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Solder
Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Montreal
Northern Electric Co., Ltd., Toronto
Sharp Spark Plug Co., Cleveland, Ohio.

Spades
Canadian Shovel & Tool Co., Hamilton, Can.
Erie Iron Works, Ltd., St. Thomas, Ont.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Store Fixtures
Cameron & Campbell, Toronto.
Milbradt Mfg. Co., Sterling, Ill.
Walker Bin & Store Fixture Co., Kitchener, Ont.

Stoves
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros., Carleton Place
Gurney Foundry Co., Toronto
Hoosier Stove Co., Marion, Ind.
McClary Mfg. Co., London, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton

Steel, Reinforcing
Baines & Peckover, Toronto.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Baines & Peckover, Toronto, Ont.
Dominion Sheet Metal Co., Ltd., Hamilton

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Standard Paint & Varnish Co., Windsor Ont.
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

Stools
Evan L. Reed Mfg. Co., Sterling, Ill.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Supply Pipes, Iron and Brass, Bath and Basin
Empire Mfg. Co., London, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

"We Are Oversold"

ONCE upon a time a certain manufacturer was urged by his retailers to cut out his advertising in consumer mediums because it was embarrassing them. This manufacturer was disposed to listen to his retailers because his product was heavily oversold. He half-welcomed the chance to save the money he was spending on consumer advertising in national mediums.

So he cut out his consumer advertising.

Then arose a competitor—a new man in the field. He went to the retail trade and got orders easily, for he was in a position to make immediate deliveries. He made a good article, and it was a "cinch" to open up connections with the retail trade. He got in strong and permanently, and to-day he is a formidable rival to the manufacturer who ceased his selling propaganda.

That oversold manufacturer admits that he has had a lesson for life. If retailers were to say to him to-day —"Please cut out your consumer advertising. You can't meet the demand you have created and the public's insistence for your article is causing us to lose sales"—if retailers said this, and they have said it, this manufacturer has his reply all ready. It is— "Never again! I stopped once, and I opened the door to a new maker. It has cost me many times what I thought I was saving to hold my own and to recover what I lost. I learned something three years ago when I yielded to the temptation to cut out my consumer advertising, and in future I'll keep on advertising to the public even though I may find myself heavily oversold."

To-day hundreds of manufacturers are oversold. Some have cut out their consumer advertising. Some have kept up their publicity campaign with little or no diminishment. These consistent and persistent advertisers are not regretting their policy. Some of the others are, and they admit freely their error. They are finding that the lost momentum and the new competition which has arisen will require a doubling and tripling of future advertising and selling effort to get back to old positions.

When war contracts were easy to get and looked plums, many manufacturers dropped making their usual line and went in for the fortunes which they thought could be made in a few months. If you ask some of these manufacturers to-day what they think of their cessation of making their usual line for which a big consumer demand had been created at great cost by national advertising, and which retailers were glad to distribute, because selling it was easy, you will be told by those frank enough to make honest confessions, "We made a mistake. We are finding it harder now to get back to our old place with the retailers and the public. We have lost ground. We regret the mistake we made. It will cost us much money to get back again, and in the meantime retailers and the public have learned to buy others' merchandise."

IF the firms who are oversold, and the firms who have lost something of value because of the stoppage of their advertising, find in the foregoing any message to them, let us say to them that they can do influential advertising of a national sort, effective on both consumers and distributors, by the use of two national mediums—MACLEAN'S MAGAZINE and FARMERS' MAGAZINE. The cost of strong campaigns in each of these magazines, and in them both, is as follows:—

	Circulation	Number of of issues per year	Minimum page rate	Cost of page in every issue
MACLEAN'S MAGAZINE ..	55,000	12	$147.00	$1,764.00
FARMERS' MAGAZINE	30,000	24	75.60	1,814.40
Both Magazines	85,000	36	$222.60	$3,578.40

It means about $300 per month to cover urban and rural Canada. Let it be remembered that 85,000 circulation in Canada is the equivalent of 1,700,000 in the United States with its 20-times larger English-speaking population. That is, using MACLEAN'S and FARMERS' in combination gives an advertiser a circulation in Canada comparable to that of the *Saturday Evening Post* and with that of the *Ladies' Home Journal* in the United States.

We invite correspondence from all oversold manufacturers and others who want to break back into the public's favor. We would like the privilege—and solicit it—of talking over with them the whole matter of national advertising, looking forward to the preparation of a specific proposal based on their own special problems and conditions. And so we ask you to address a letter of enquiry to the General Manager of

The MacLean Publishing Co., Ltd., Toronto, Canada

With branches at: Montreal, Winnipeg, New York, Chicago, Boston and London, England

THE BUYERS' GUIDE

Tanks, Cistern
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Tanks, Galvanized Steel
Empire Mfg. Co., London and Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.
Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Tapping Attachments
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. of Canada, Galt
Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.
Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Terne Plates
A. C. Leslie & Co., Ltd., Montreal
Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Tiling, Walls and Floor
Barton Netting Co., Windsor
Tiling, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.
Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham.
Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
Tires and Tubes, Automobile
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber Co., Toronto.
McGraw Tire & Rubber Co., East Palestine, O.
Tools
Buck Bros., Millbury, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.
Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.
Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.
Toys
American Flyer Mfg. Co., Chicago, Ill.
J. E. Beauchamp & Co., Montreal
A. C. Gilbert Co., New Haven, Conn.
Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Tools, Woodworkers'
National Machinery & Supply Co., Hamilton
Towel Bars
Kinsinger Bruce & Co., Niagara Falls, Ont.
Newell Mfg. Co., Prescott, Ont.
Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont.
Troughs
Beatty Bros., Fergus, Ont.
Trammel Points
Stanley Rule & Level Co., New Britain, Conn.
Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.
Trucks, Warehouse
Canada Foundries & Forgings, Brockville
John Watson Mfg. Co., Ltd., Winnipeg, Man.
Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.
Truing Devices
Cleveland Stone Co., Cleveland, Ohio
Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Turning Tools
Buck Bros., Milbury, Mass.
Ward & Payne, Sheffield, Eng.
Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.
Tubing, Steel
Standard Tube & Fence Co., Woodstock
Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton
Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
Penberthy Injector Co., Limited, Windsor, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
Jenkins Brass Co., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
Penberthy Injector Co., Limited, Windsor, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Varnishes
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston, Mass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Dongall Varnish Co., Ltd., Montreal
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton
Ventillators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Vises
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
C. A. Shaler Co., Waupun, Wis.
Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.
Wagons
Woodstock Wagon Mfg. Co., Woodstock, Ont.
Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.
Washers
C. Kloepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton
Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Canadian Woodenware Co., St. Thomas, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cushman Motor Works, Ltd., Winnipeg, Man.
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man
Maytag Co., Winnipeg, Man.
Northern Electric Co., Montreal
Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton
Wash Boards
Canadian Woodenware Co., St. Thomas, Ont.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Water Supply Systems
Empire Mfg. Co., London, Ont.
Weather Stripping
Swan Mfg. Co., Winnipeg
Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.
Weeders, Garden (hand)
J. E. Gilson Mfg. Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont
Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wholesale Hardware
Thos. Birkett & Co., Ottawa, Ont.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Miller-Morse Co., Winnipeg, Man.
Rice, Lewis & Sons, Ltd., Toronto
White's, Ltd., Collingwood, Ont.
White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal
Windows, Kalameined
Metallic Roofing Co., Toronto and Winnipeg
Windshields
Leeks & Potts, Hamilton, Ont.
Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton
Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal
Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton
Wire
Canadian Tube & Iron Co., Ltd., Montreal
British Aluminum Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound Ont.
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London
Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton
Wire Rope
Baines & Peckover, Toronto.
Wrenches and Accessories
Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
L. S. Starratt Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill
J. H. Williams Co., Brooklyn, N.Y.
Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn
Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal
Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal
Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal
Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Dowswell, Lees & Co., Hamilton.
J. H. Connor & Sons, Ltd., Ottawa
Lewis Bros., Ltd., Montreal
Zinc, Bar
Canada Metal Co., Ltd., Toronto

WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

NOW THAT Mr. FARMER HAS THE MONEY

He is going to gratify that old, old desire for running water in the house and barn. He is going to put in a "regular" bath-room, and a nice white sink in the kitchen.

Maybe he hasn't decided, but his wife and the girls are working overtime on the job. They may be inquiring in the City, under the impression that you do not do that kind of work. Hadn't you better run out and see them, taking with you your catalogues and price lists of plumbing supplies and PEERLESS WATER SYSTEMS.

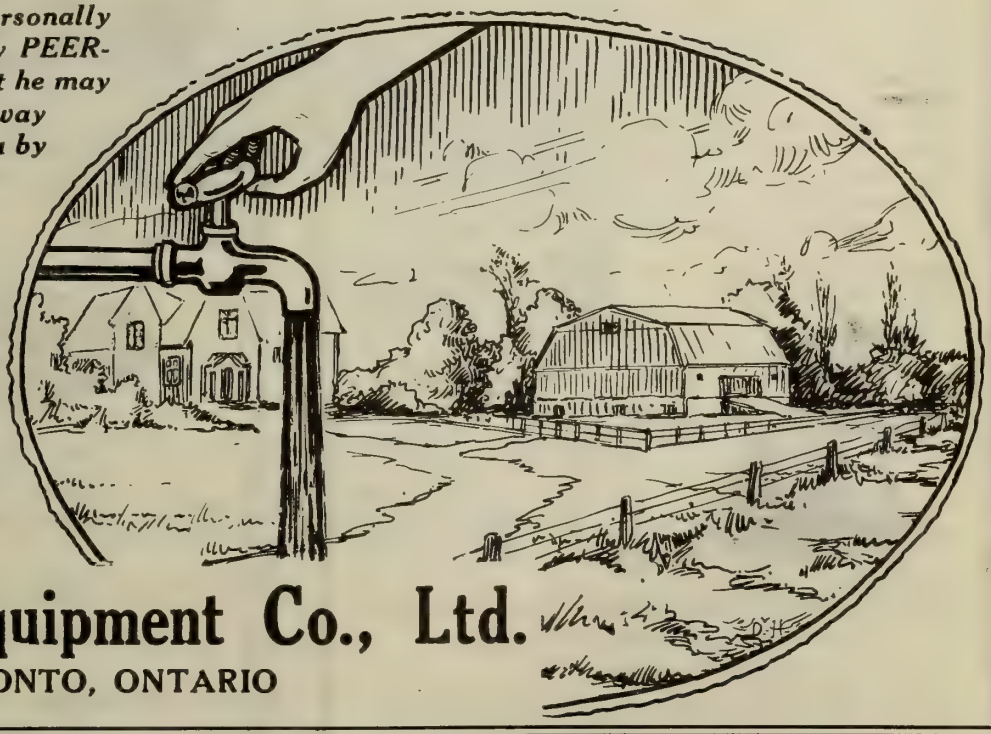
He'll want to know particularly about

Peerless Water Systems

Tell him *—that the PEERLESS Line is made right here in Canada. (And that it's the only one that is.) That it's fully guaranteed by a firm that practically doubles their output every year.*

That we will send him personally a guarantee covering any PEERLESS EQUIPMENT that he may buy, and if there is any way in which we can help you by supplying information or writing him personally, we will be glad to do it.

If you want some bulletins or information forms, drop us a card. Our interests are mutual, and we want to co-operate with you.



National Equipment Co., Ltd.

TORONTO, ONTARIO

If interested, tear out this page and keep with letters to be answered.

Complies with the Law— Gives better light



The "Dominion Lenz" appeals to motorists because besides complying strictly with the Anti-glare Headlight Laws it diffuses a softer, brighter light.

"Dominion Lenz" breaks up the direct rays of light, eliminating the glare, and at the same time improving the illumination. Objects on the road ahead are not surrounded by glare, but are clearly distinguishable against a background of clear, white light.

It won't take much persuasion to convince your motor-owning customer that the lens that meets the legal requirements, and gives a better light, is the best for their cars.

Ford Car size retails at $3.00.

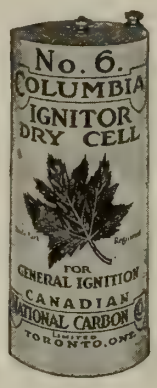
FACTORY PRODUCTS LIMITED

220 KING ST. W., TORONTO

Columbia Batteries for Service

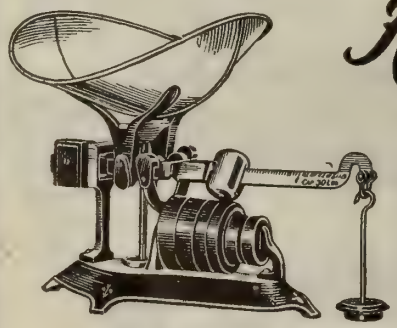
For quick, sharp action recommend Columbia Batteries. These perfectly made, perfectly insulated dry cells give a fast, clean cut response and stand up well under heavy working conditions. Where heavy, intermittent service is demanded, as for auto starting and ignition, Columbia Multiples will be found most effective. These are groups of cells permanently connected by soldered brass strips with only two connections to be made.

Ask us for more particulars.



The Dispute Settler

Here is a scale that captures confidence the minute you show it. And confidence "sells goods." In a dispute over correct weights, for instance, the owner of a Renfrew can defend its accuracy against any other scale, no matter how elaborate. The Government Inspector's Certificate, accompanying every Renfrew, is indisputable evidence of accuracy in every weight from ½ oz. to 30 lbs. That is one reason why the Renfrew sells like everything, these days. The housewife is ferreting out every leak due to honest mistakes in weighing. Get the



Renfrew

HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs. Government certificate with every Renfrew. Finished in black or all nickel plate styles. Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

Eastern Branch, Sussex, N.B.

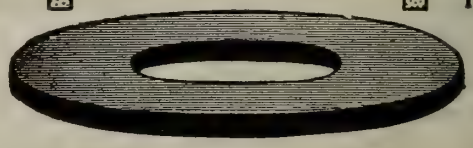
Western Representatives: P. A. C. McIntyre & Co., 206 Scott Block, Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

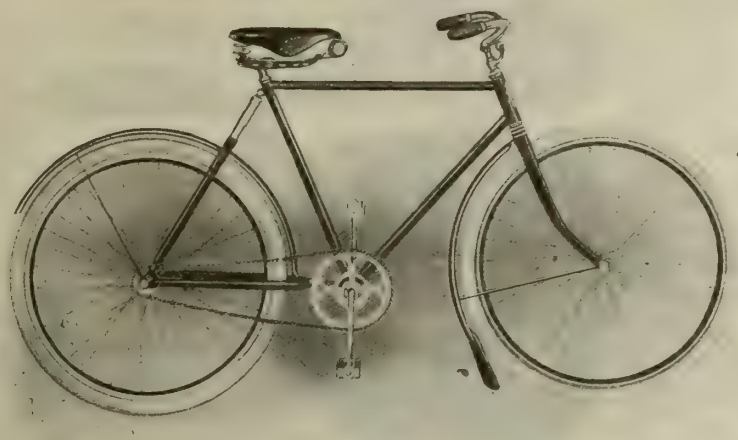
We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

MILWAUKEE, WIS.

If interested, tear out this page and keep with letters to be answered.

ONE OF OUR 1918 MODELS



A Winner by Popular Acclaim

Judging from recent enquiries the demand for HYSLOP bicycles this season promises to be greater than ever. With seven models to choose from the dealer will be in a position to offer great variety to intending patrons.

We honestly believe our 1918 Models will give the utmost possible value for the price asked.

HYSLOP Bicycles are renowned for their:—

BEAUTIFUL APPEARANCE
STURDY CONSTRUCTION
EFFICIENT SERVICE

Co-operation with us will enlarge your business and increase your profits. **BE A HYSLOP BOOSTER. IT PAYS!**

Made in CANADA for nearly thirty years.

Have you received a copy of our 1918 Catalogue? It's yours for the asking.

HYSLOP BROTHERS, LIMITED

SHUTER AND VICTORIA STREETS - - TORONTO, CANADA

IN WAR TORN BELGIUM



These aeroplane sheds constructed of Apollo Best Bloom Galvanized Corrugated Sheets prove the usefulness and adaptability of *Apollo* at the front.

KEYSTONE COPPER STEEL

Apollo-Keystone (with a copper steel base) gives the utmost of lasting service and resistance to rust. Every user of sheet metal should read our Apollo booklet.

KEYSTONE COPPER STEEL

B. & S. H. THOMPSON & CO., LTD.

MONTREAL TORONTO NEW GLASGOW, N.S.

Sales Agents for Eastern Canada:

United States Steel Products Company, New York

If interested, tear out this page and keep with letters to be answered.

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

PRESIDENT OF THE SUPERIOR JURY

DIRECTOR OF EXHIBITS

SECTY OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

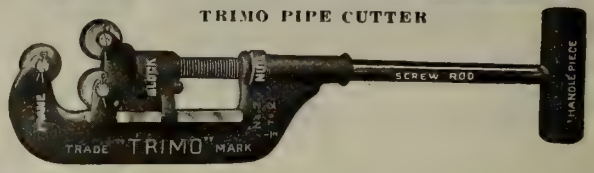
55-71 Amory Street
Roxbury, Mass.
U.S.A.



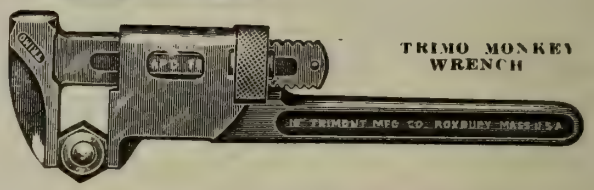
TRIMO PIPE WRENCH WOOD HANDLE



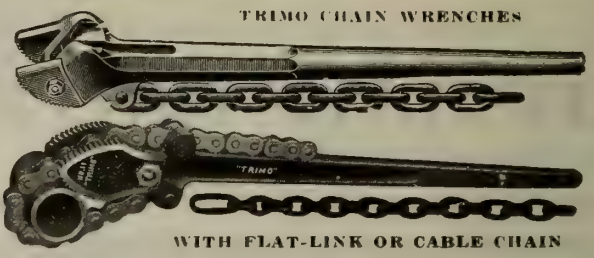
TRIMO PIPE WRENCH STEEL HANDLE



TRIMO PIPE CUTTER



TRIMO MONKEY WRENCH



TRIMO CHAIN WRENCHES

WITH FLAT-LINK OR CABLE CHAIN

UNIFORMITY

USED THE WORLD OVER

SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL TENAXAS TIN-TOUGHENED MASCOT ATLAS W. E. W. BABBITT

In recommending this line of babbitts to your customers

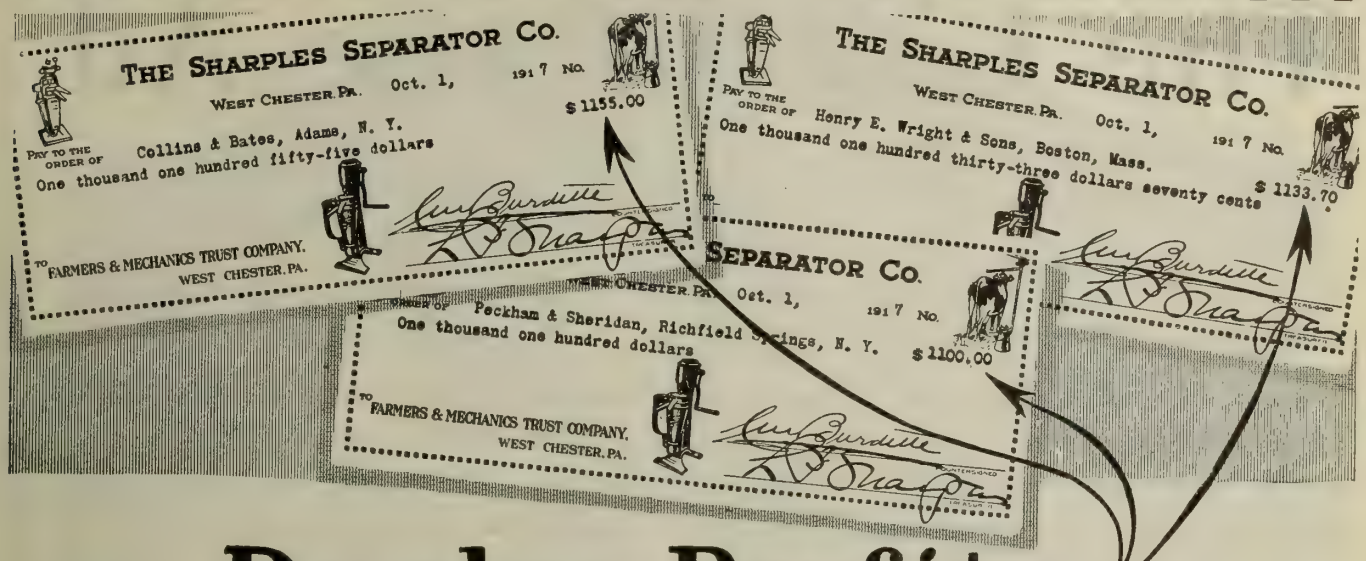
A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED
Large Stocks

THEY MAKE GOOD EVERYWHERE
Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal Works: Riverside Street, Montreal



Dealer Profits

Do you know that Milking Machines are being sold in great numbers? Do you realize that there are a number of dealers making big money right now selling Sharples Milkers?

The high price of milk products and the scarcity of farm labor have compelled many a farmer to think of a Milker who has never thought of it before. The cows must be milked. Yet, so scarce has help become that many of the farmers simply can't milk their cows unless they buy a Milking Machine.

There is an opportunity for good money in this business right around you—more money than you are making on most lines you are selling.

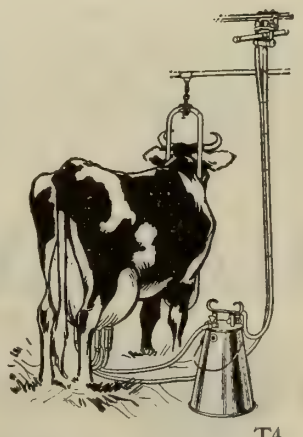
SHARPLES MILKER

is the best Milker for you to sell because it is the best Milker for the farmer to use:

1. It is the world's fastest Milker
2. It is the only Milker that can be adjusted to each individual cow
3. It is the only Milker with a positive squeeze
4. It is the only Milker that all other concerns try to imitate
5. It is used on half a million cows daily
6. It is the Milker that will make you the most money

We will be glad to explain our Milker proposition in detail. If you have the time and wish to make a great deal of money, write us at once; it will not obligate you.

The above is an exact reproduction of a few of the Bonus Checks paid our dealers. They are only three of our many dealers to whom we paid in the aggregate nearly $100,000 in Bonuses last year. This is *in addition* to our Regular Discounts. Write and ask them what they think of the Milker business.



The Sharples Separator Company

TORONTO, ONT. **REGINA, SASK.**

The Mitchell & McGregor Hardware Company, Brandon, Man.

Distributors for Manitoba

T4

If interested, tear out this page and keep with letters to be answered.

The Life of the Ad

THE retailers who are securing best results from their newspaper advertising are those who are using illustrations in their advertisements. Just as a mail order catalog would be dead without illustrations, so is the average consumer advertisement when illustrations are omitted.

Canadian retail hardware merchants can secure attractive illustrations through HARDWARE AND METAL'S Electro Service. Mounted electros are supplied at a cost of 20c each. Booklet showing 365 electros will be supplied on request. Address below.



HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

143-153 University Avenue, Toronto, Canada



"Say, Boss! Here's Another of Those Pratt & Lambert Full-Page "Post" Ads!"

IT'S only on the day the advertisement comes out that you Pratt & Lambert Dealers feel that real thrill of partnership in a big proposition. But the influence of it is going on all the time. In two million homes Thursday is "Post" day; and there, around the library table, the influence of these big Pratt & Lambert advertisements makes itself felt. Sometimes perchance, it falls on fertile ground — a varnish job is just ready to be done, and some dealer, somewhere, sells "61" Floor Varnish. Sometimes it produces more slowly, perhaps in a month or a year. But Pratt & Lambert advertising isn't an *advertisement;* it's an *influence* which has been created by the *hundreds* of different advertisements that have appeared in the last ten years. As an example, look at the

FULL-PAGE PRATT & LAMBERT ADVERTISEMENT IN THE SATURDAY EVENING POST ISSUE OF MARCH 30TH

But this is only one of many; there are full pages also in the American Magazine, Country Life in America and House Beautiful, and a series of large space advertisements in the Ladies' Home Journal. All of these advertisements are hammering one single vital fact—the durability of "61" Floor Varnish. However, ten years' experience has proved that by this forceful, perpetual, consistent devotion to a single advertising idea, the whole Pratt & Lambert proposition benefits — *and the dealers, who handle the P&L line, benefit most of all.*

You should handle the P&L line. Think it over. Ask P&L dealers what they think of it, and when you get their answer, realize and consider that they were once "almost persuaded", just as you are.

Then write for the Pratt & Lambert Dealer Proposition.

PRATT & LAMBERT-Inc. VARNISH MAKERS 69 YEARS

24 Courtwright Street, Bridgeburg, Ontario

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Sydney



If interested, tear out this page and keep with letters to be answered.

Sell Handles that are Most in Demand

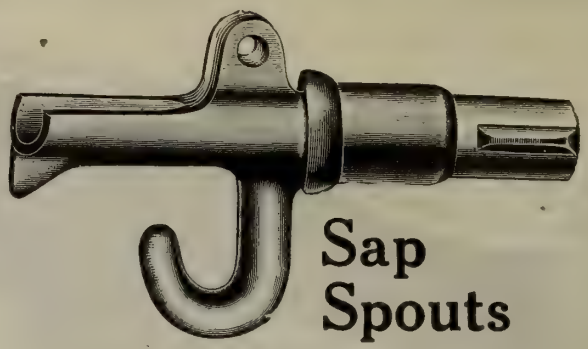
STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO



Sap Spouts

Don't let Maple Sugar time find you without a supply of sap spouts because you failed to order in time.

Just keep in mind the unsettled state of the metal market and be advised to order early.

Better tell us your requirements now and be sure of getting what you want.

Taylor-Forbes Co., Limited
Guelph, Ontario

METALS · CHEMICALS · GLASS
B&SH Established 1790

TINPLATES

Immediate shipment form stock

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.
Canadian Sales Agents: United States Steel Products Company
Exporters for American Sheet & Tin Plate Company

HARD USAGE

emphasizes the superiority of

P X H
TRADE MARK

Quality Files

They are rugged tools made to stand up under the exacting demands of modern industry.

Fine materials and fine workmanship go into their manufacture.

On the basis of actual performance they are "The Standard of File Efficiency."

Port Hope File Mfg. Co., Ltd.
Port Hope, Ont.
"Ask Your Jobber"

If interested, tear out this page and keep with letters to be answered.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

OWL BABBITT METALS

A composition of pure virgin Metals with unusual wearing qualities. Always specify Owl Brand. Made in the West by



THE OWL METAL CO., LTD.
WINNIPEG, MAN.

NORCROSS
Garden Cultivator-hoes



"Used the World Over"
Send for Catalog
C.S. Norcross & Sons, Bushnell, Ill.

Enameled Signs

Drop us a card for prices and particulars
HAMILTON STAMP & STENCIL WORKS, Ltd.
HAMILTON, ONT.



"Climax" Paper Balers

Turn Waste Paper Into Money
FREE—10 DAYS' TRIAL.



12 sizes.
Made of Steel.
Reduces your fire risk.
Salesmen and Dealers Wanted.
CLIMAX BALER CO.
HAMILTON, ONT.





BLUE LABEL LAMPS
ALWAYS SATISFY
Made by
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

STERLING

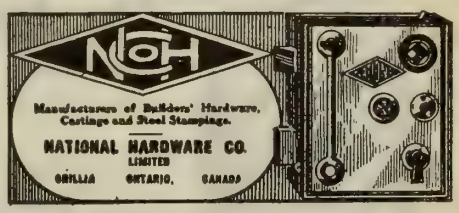
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.



FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

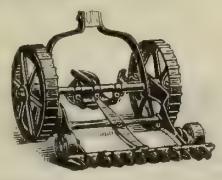
F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal



TRADE **SAWYER** MARK Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG

THE CLIPPER

There are three things that destroy your lawn. Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO. Dixon, Ill.



Strong, Serviceable Trucks of all Kinds

Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

John Watson Mfg. Co., Ltd.
Winnipeg

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

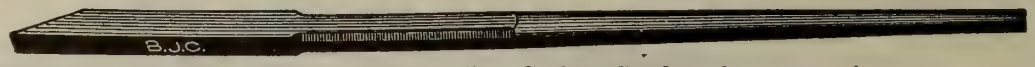
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.





"Write for HARDWARE and METAL Electro Booklet"

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

Montreal
E. Roy
65½ St. Andre



Winnipeg
C. C. Cartwright
85 Water Street

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.



The Peterboro Lock Mfg. Company, Limited

Peterboro, Canada

Established 1885

MANUFACTURERS OF

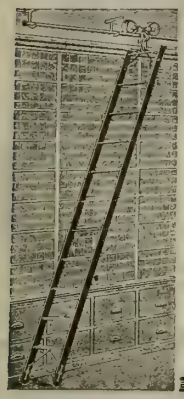
BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

Advertising makes for a better product—

Not only does advertising create a good impression regarding the product advertised but it **makes for a better product.** There are added responsibility and written-printed claims to substantiate.

MILBRADT LADDERS



will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write to J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Marshall-Wells Co., Ltd., Winnipeg, or direct for catalog giving prices of a large number of styles we manufacture, suitable for all kinds of shelving.

John Calander Mfg. Co.
155 E. 13th Street,
St. Paul, Minn., U.S.A.

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS
Manitoba — Bissett & Webb, Limited, Winnipeg
British Columbia—McPherson & Teetzel, Vancouver

Reliable QUALITY

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL



VOL-PEEK

Mends holes in all kinds of Pots and Pans, Graniteware, Aluminum, Enamelledware, Tin, Iron, etc. Easily applied with the fingers; no tools required; article ready for use in two minutes.

A popular War Time Specialty that gives you a good profit, put up in attractive display stands.

From your wholesaler, or write us direct.

H. NAGLE & CO.
Box 2024, Montreal

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



MADE BY
A. SHAW & SON, London, England.
Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL

SHARRATT & NEWTH'S

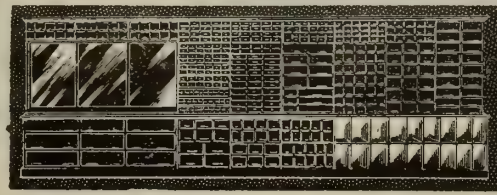
GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds

A want ad. in this paper will bring replies from all parts of Canada.



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL, Manufacturers
Toronto, Canada

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

Acme Waste Mfg. Co.

Cotton and Wool Waste Manufacturers

482 Wellington Street West, Toronto, Ont.
5 Queen Street, Montreal, Que.

Western Representatives:

P. A. C. McINTYRE & CO.
206 Scott Block, Winnipeg, Man.

Write to any one of these places when in need of waste.



Why not stock these lines, which will bring you good results?

Ironing Tables, Garden Seats, Sleighs, Folding Chairs, Kiddy Karrs, Toboggans, Lawn Swings, Iron Washers, Mail Boxes, Chair Seats, Snow Shove's, Games, Knife Sharpeners, Auto Tire Vulcanizers, Orange Peelers, Sifting Shovels, Croquet Sets, Hibernocycle, Tennis Rackets.

J. E. Beauchamp & Co., Montreal

British Columbia, R. G. Bedlington & Co., Vancouver; Alberta and Saskatchewan, Frederic Sara & Co., Calgary; Manitoba, J. D. Macbeth, Winnipeg; Western Ontario, W. J. Grant, Toronto; Toronto City, Lynch & Manley, Toronto; Eastern Ontario, L. E. Adams, Toronto; Montreal City, J. M. Paquin, Montreal; Quebec City, Landry & Simard, Quebec; New Brunswick, St. John Sales Co., St. John; P. E. Island, Jas. D. Offer, Charlottetown; Newfoundland, Walter Clouston, St. John's.

Arctic Metal

ARCTIC METAL

QUALITY

should be the first consideration when purchasing Babbitt Metal. Order Arctic Metal and satisfaction is assured.

"We guarantee what we make"

Tallman Brass & Metal Co.
HAMILTON, ONT.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

CLEVELAND GRINDSTONES SHARPEN

It's in the Grit

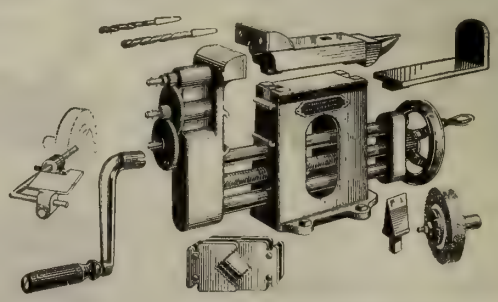
80% of all edge farm tools used in America are sharpened by the manufacturer on "Cleveland Grindstones" the natural abrasive stone that best preserves the temper of the steel.

Profit by the maker's experience—give your trade an opportunity to keep their tools at their best with "Cleveland Grindstones"—the recognized standard.

Catalog and prices on request.

Write for folder, "Selection and Care of a Grindstone."

The CLEVELAND STONE Co.
1836 Euclid Ave. 8th Floor Cleveland, Ohio



If interested, tear out this page and keep with letters to be answered.

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

GLUE
IN PACKAGES

Put up in the way that best appeals to the people—that's "Brantford" GLUE

It's an all 'round glue and makes good profits for dealers.
In ¼, ½ and 1 lb. packages at your jobbers.

CANADA GLUE CO., Limited, Brantford, Ont.

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

IN
ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.
Montreal, Toronto
Philadelphia New York
Winnipeg
London, Eng.

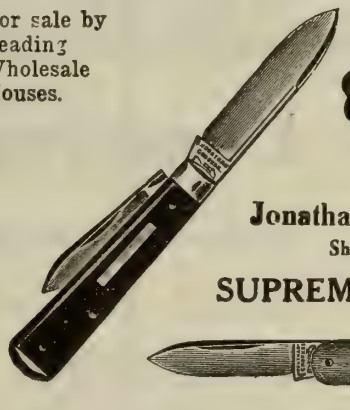
JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our
CUTLERY
By seeing that this exact mark is on each blade

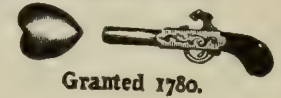
REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY



THE BRITISH ALUMINIUM COMPANY, Limited
OF LONDON, ENGLAND

PRODUCERS OF ALUMINIUM IN ALL COMMERCIAL FORMS

CANADIAN HEAD OFFICE:
60 WEST FRONT STREET TORONTO
Eastern Agents: Spielmann Agencies Montreal

C. KLOPFER, LIMITED
Edward Halloran, Manager
44-50 Wellington Street East, TORONTO
And at Guelph

IRON and STEEL
HEAVY HARDWARE
AUTOMOBILE ACCESSORIES

If interested, tear out this page and keep with letters to be answered.

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Made in Canada



Conservation of Food

DOMESTIC ECONOMY is impossible without FRUIT JARS.

This is fully recognised by all Authorities interested in FOOD CONSERVATION and their PUBLICITY CAMPAIGN will undoubtedly stimulate the use of JARS this year and create a demand far above normal. RETAILERS should be ready to do their part by having JARS on hand when required.

REQUIREMENTS should be carefully considered and orders placed with WHOLESALERS as early as possible.

LATE ORDERS may not ensure delivery in time to meet the requirements of the PUBLIC.

NO FRUIT or vegetables should be wasted this year for want of JARS.

Ask your Wholesaler for JARS "MADE IN CANADA" and guaranteed by a reliable manufacturer.

Adv. of Dominion Glass Company, Limited



Made in Canada



Wanted

SITUATIONS VACANT

WANTED — HARDWARE CLERK, ONE OR two years' experience; state salary. Box 391, Hardware and Metal.

WANTED—TINSMITH FOR COUNTRY SHOP —must be competent, reliable, exempt from military service. Good salary paid to right man. Apply Drawer A, Rocanville, Sask.

THOROUGH HARDWARE MAN OR LADY capable of taking charge of all office work. Reply, stating full particulars, Box 380, Hardware and Metal.

WANTED—2 LIVE SALESMEN — ONE AS manager of department carrying electrical supplies, fixtures, mantels, grates, tiling, etc. Would also have charge of department carrying linoleum, wagons, toys, washing machines, household goods, etc. Must be good salesman and capable of managing department. Would have two or three helpers and in addition would have under his control two or three electricians.

The second salesman should have good knowledge of house furnishings, including enamelware, kitchen ware, house furnishing goods, etc.

These openings in one of Ontario's best city stores. Apply giving all details. Box 396, Hardware and Metal.

WANTED

WANTED—HARDWARE BUSINESS — STOCK not too large. Must be clean and up-to-date. Box 397, Hardware and Metal.

MISCELLANEOUS

STOVE REPAIRS FOR GARLANDS, PEN Esthers, Acmes, Sunlights, Silver Kings, Souvenirs, Welcomes, and all kinds of ranges. Write for list and prices. Grundy Bros., Strathroy.

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

FOR SALE

HARDWARE BUSINESS FOR SALE—SOUTHwestern Ontario. Nice clean stock, about $8,000. Owner in poor health. Apply Box 386, Hardware and Metal.

HARDWARE STOCK AND BUSINESS FOR sale in live town of 800. First-class farmers' trade. Hydro just coming in. Apply Box 360, Hardware and Metal.

FOR SALE — HARDWARE BUSINESS IN large Eastern Ontario city; stock about $8,000.00. Price right for quick sale. Box 361, Hardware and Metal.

FOR SALE—BUILDING AND HARDWARE stock in good live Saskatchewan village. Stock on hand about $6,000. Living rooms above. Good opportunity and terms for right man. Box 726, Hardware and Metal.

FOR SALE — HARDWARE BUSINESS IN good Western Ontario city; stock five thousand; paying business; act quick. Box 365, Hardware and Metal.

HARDWARE BUSINESS FOR SALE—IN A Northern Ontario town of 8,000 population. Stock of shelf and heavy hardware, in excellent condition. Stock can be reduced to about $15,000.00. Will sell or lease premises. Owner has been in business over twenty-five years and wants to retire. Box 730, Hardware and Metal, Toronto, Ont.

WELL ESTABLISHED RETAIL BUSINESS and buildings for sale—in Western Ontario town, of population 835. Stock about $38,000.00, consisting of shelf and heavy hardware, furniture, groceries, crockery, tinware and graniteware, harness, wallpaper, tinshop and plumbing. Been in business 28 years. Good reasons for selling. Apply Box 382, Hardware and Metal.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

SITUATIONS WANTED

MARRIED MAN, 40 YEARS OLD, SEEKS position in retail hardware store. Several years experience. To begin about April 15th. Saskatchewan or Alberta preferred. Box 393, Hardware and Metal.

UP-TO-DATE, THOROUGHLY EXPERIENCED hardware salesman, capable of taking charge, desires position where there is room for advancement. Best references. Percy E. Paddick, Florence, Ont.

WANTED—POSITION AS HARDWARE MANager or head salesman by discharged soldier. Was in business in town in Western Ontario before enlisting. Excellent references. Box 395 Hardware and Metal.

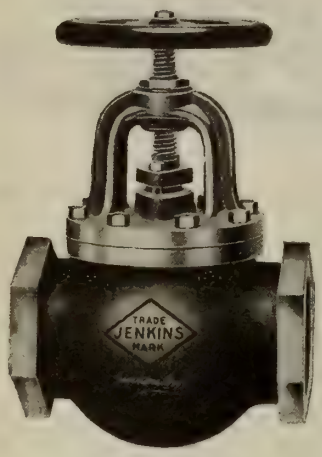


FIG. 141
JENKINS BROS.
Standard Pattern Iron Body Globe Valve Screwed with Yoke.

For use under steam service there are no valves quite as satisfactory as

JENKINS BROS.
Globe and Angle Valves
Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Write for Catalogue No. 8.

103 St. Remi St. **JENKINS BROS., Limited** MONTREAL

WANTED, AT ONCE — CAPABLE HARDware man to manage retail hardware business in thriving Ontario town. State experience, salary expected, and give references. Apply Box 182, Hardware and Metal.

Men who are capable of managing a retail hardware business are not easy to find. The position requires a high type of ability. Above all, it requires a man who recognizes opportunities and who knows how to make the most of them. That type of man in the hardware business is almost invariably a reader of HARDWARE AND METAL. There were fifteen replies to the advertisement shown here. It was a point in favor of all the applicants that they were in the habit of reading HARDWARE AND METAL.

USE THE WANT AD PAGE

"HENDRYX"

STANDARD STEEL AND BRASS CHAINS

MR. CHAIN USER: August, 1917.

For many years we have made a specialty of chain for manufacturer's use, and are well equipped for this business.

Our chain is made of special wire found by us to be best suited for the purpose. The links are well shaped, small and compact, making a heavy, strong chain.

A sample mailed to us of what you may need will be given immediate attention, and interesting prices quoted on any quantity.

Yours very truly,

The Andrew B. Hendryx Company, New Haven, Conn.

"Multiped"

The Garden Hose That Doesn't Kink



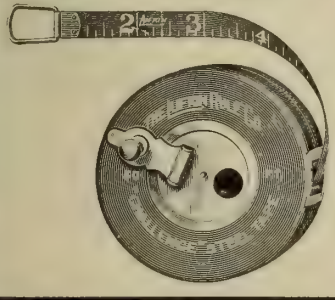
A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

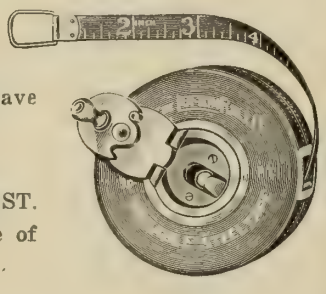
MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto, Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria

LUFKIN

Measuring Tapes





are the market's staple in their line, and while guaranteed, have a reputation for dependability better than any guarantee.

ACCURACY is the backbone of that reputation.

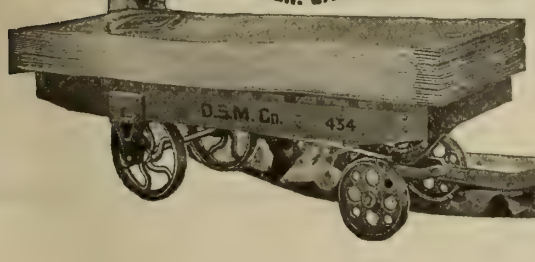
Our tapes are well fitted in every way to do their work.

ON SALE EVERYWHERE. CATALOGUE ON REQUEST.

Ask also for circular of *Instantaneous* Readings, one of the many improvements brought out by us.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TINKER TOM'S TALKS.



Talk Number One Hundred and Forty-Two

"PREMIER" GALVANIZED SHEETS are made in widths 24", 30", 36"; lengths 72", 96", 120". These are regular sizes in gauges No. 18, 20, 22, 24, 26, 28 and 10¾ oz. No. 14 and 16 only in 36 x 96 and 36 x 120. Better keep this list for reference.

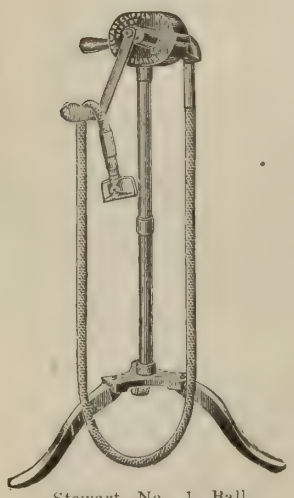
TINKER TOM.

Look for Talk No. 143 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

Goods Every Dealer Should Stock Now

In Big Demand—Quick Sales—Good Profits.
They Never Fail to Please and Stay Sold.



Stewart No. 1 Ball Bearing Horse Clipping Machine. Retail price, $11.00.

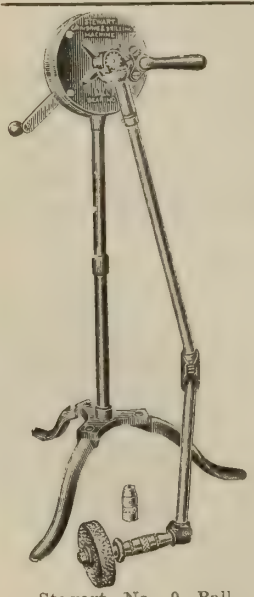
Right Now Is the Time for Stewart Horse Clipping Machines

Horse clipping is just starting with the first days of spring weather, and during the next five or six weeks there will be a number of Stewart No. 1 Ball Bearing Machines sold in your locality.

The way for you to get the cream of this business is to not only stock but display them.

If you haven't the Stewart No. 1 Machine in stock, order from your jobber at once. Sales are certain—you can't miss it.

This machine is being purchased extensively for clipping the udders and flanks of dairy cows.



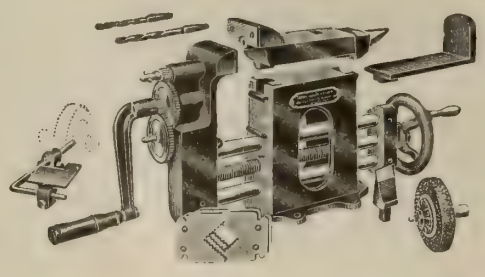
Stewart No. 9 Ball Bearing Shearing Machine. Retail price, $17.00.

Every Sheep Owner Needs a Stewart Shearing Machine—Will Immediately Pay for Itself

Wool now is worth a lot of money, and the additional amount obtained from a few sheep with a Stewart Machine over hand-shearing will **pay** for a No. 9, which is our latest and best hand-operated machine.

The No. 9 gets about a pound of wool more from each sheep that the hand blades leave, to say nothing in the saving of time and labor and elimination of all cuts.

Showing the No. 9 Machine now means immediate sales. Order at once from your jobber.



The Big Six-in-One Tool

Stewart Handy Worker

1. Drill Press
2. Powerful Vise
3. Grinding Wheel
4. Pipe Vise
5. Substantial Anvil
6. Cutting Hardie

The above six needed tools in one compact device, weighing 90 lbs. Retail price complete, $19.00.

A Big Seller For Dealers—Order From Your Jobber.

Chicago Flexible Shaft Company

Twelfth Street and Central Avenue **Chicago, U.S.A.**

HARDWARE AND METAL

Vol. XXX
No. 14

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

April 6
1918



The Traditional "Trade Mark"

USE

"Lion Brand" Cordage

For Every and All Purposes

Coast to Coast Service

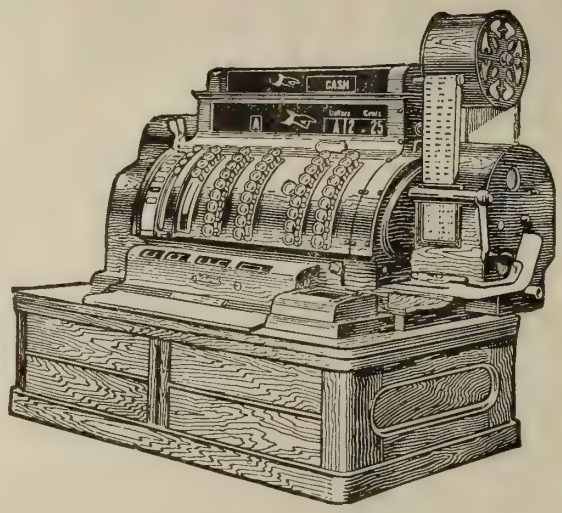
CONSUMERS CORDAGE COMPANY, LIMITED

HEAD OFFICE—MONTREAL, CANADA

AGENTS AND STOCKS AT

HALIFAX ST. JOHN, N. B. TORONTO JAMES BISSETTE & CO., QUEBEC
MACGOWAN & CO., VANCOUVER TEES & PERSSE, LIMITED, WINNIPEG, FORT WILLIAM
REGINA SASKATOON MOOSE JAW CALGARY EDMONTON

When ordering please specify whether rail or water carrier is desired.



Rising Costs Attack Profits

More than Ever Before Merchants Must Guard Every Cent of Profit

MERCHANTS today are face to face with several difficult problems, the most important of which is the rising cost of merchandise.

In many instances these rising costs are hard to pass on to the customer.

Consequently the merchant's margin of profit is lessened.

Merchants find the use of a National Cash Register helps greatly in solving this serious problem.

It safeguards every cent of profit that they can make.

It conserves their profit by preventing losses, by eliminating mistakes in change, by recording all charge transactions.

It reduces overhead by making clerks more efficient, speeding up store service, reducing the number of clerks required and the deliveries to be made.

It relieves the merchant of details and worry, giving him more time to consider his purchasing and market problems.

The National Cash Register Co. of Canada, Limited, Toronto.

The National Cash Register Co. of Canada, Limited, Toronto, Ont.

Please send me full particulars of your latest model cash register and tell me how it will help me in my business.

Name .....

Business .....

Address .....

CANADA FOUNDRIES & FORGINGS LIMITED

ORIGINAL PRODUCERS AND DISTRIBUTORS

CISTERN PUMPS

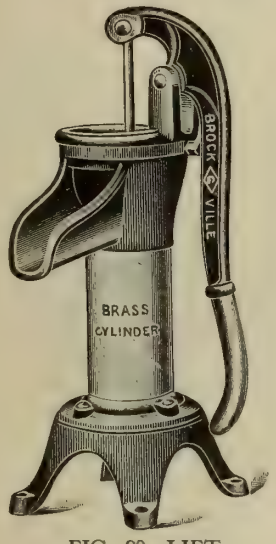


FIG. 90—LIFT

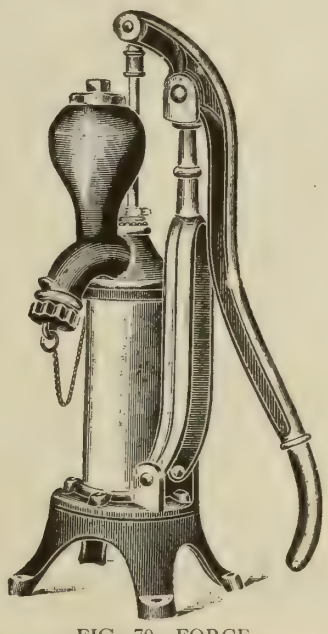


FIG. 70—FORCE

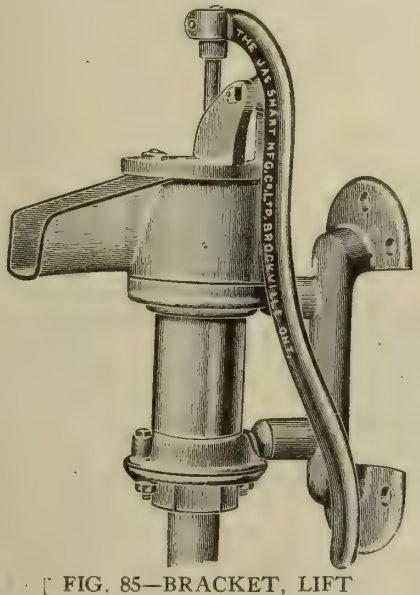


FIG. 85—BRACKET, LIFT

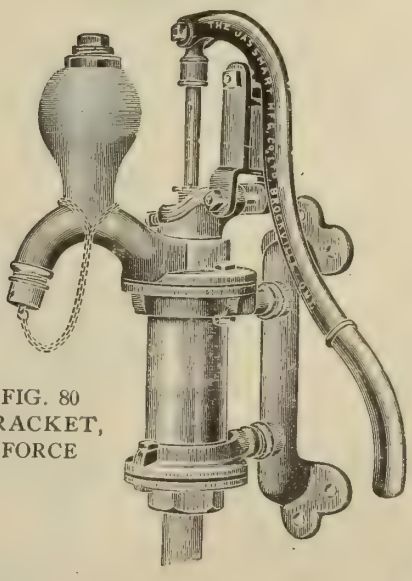


FIG. 80
BRACKET,
FORCE

WE CARRY A FULL LINE OF EASY-WORKING CISTERN AND WELL PUMPS.

JAS. SMART PLANT BROCKVILLE, ONT.
WINNIPEG - MAN.

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL

Bread Makers

Makes better than bakers' bread at less cost. No loss of ingredients. Absolutely sanitary because hands do not touch the dough.

UNIVERSAL Food Choppers make left-overs into palatable, nutritious dishes.

UNIVERSAL Percolators extract every bit of aroma from each grain of coffee without boiling, making a more delicious and healthful beverage.

UNIVERSAL Butter Merger makes two pounds of merged butter from one pound of butter and one pint of milk.

Sell UNIVERSAL Food Conservers. We'll back you up powerfully.

Write for Special Window Trim and sales helps.

LANDERS, FRARY & CLARK

New Britain, Conn.

CANADIAN REPRESENTATIVES:

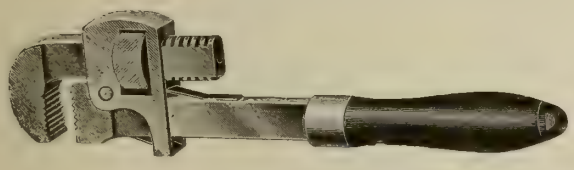
A. MACFARLANE & CO. MONTREAL



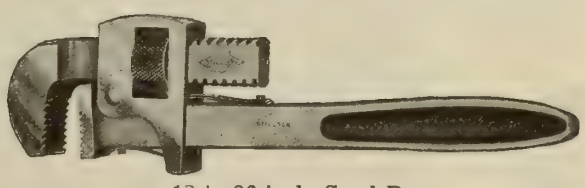
If interested, tear out this page and keep with letters to be answered.

STILLSON WRENCHES

The Canadian manufacturer advises us that we are the largest buyers of Stillson Pattern Wrenches and Parts of any house in Canada. If you handle this line largely, write for our proposition.

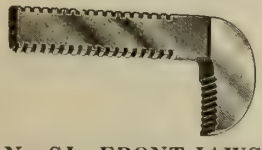


6 to 14 inch, Wood Handle



18 to 36 inch, Steel Bar

COMBINATION NUT AND PIPE



No. SJ—FRONT JAWS



No. SF—FRAMES



No. SN—NUTS

Extra Parts for Stillson Wrenches

Quick Service *Mail Order Department*

LEWIS BROS., LIMITED, MONTREAL

WHOLESALE DISTRIBUTORS **EVERYTHING IN HARDWARE**
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

If interested, tear out this page and keep with letters to be answered.

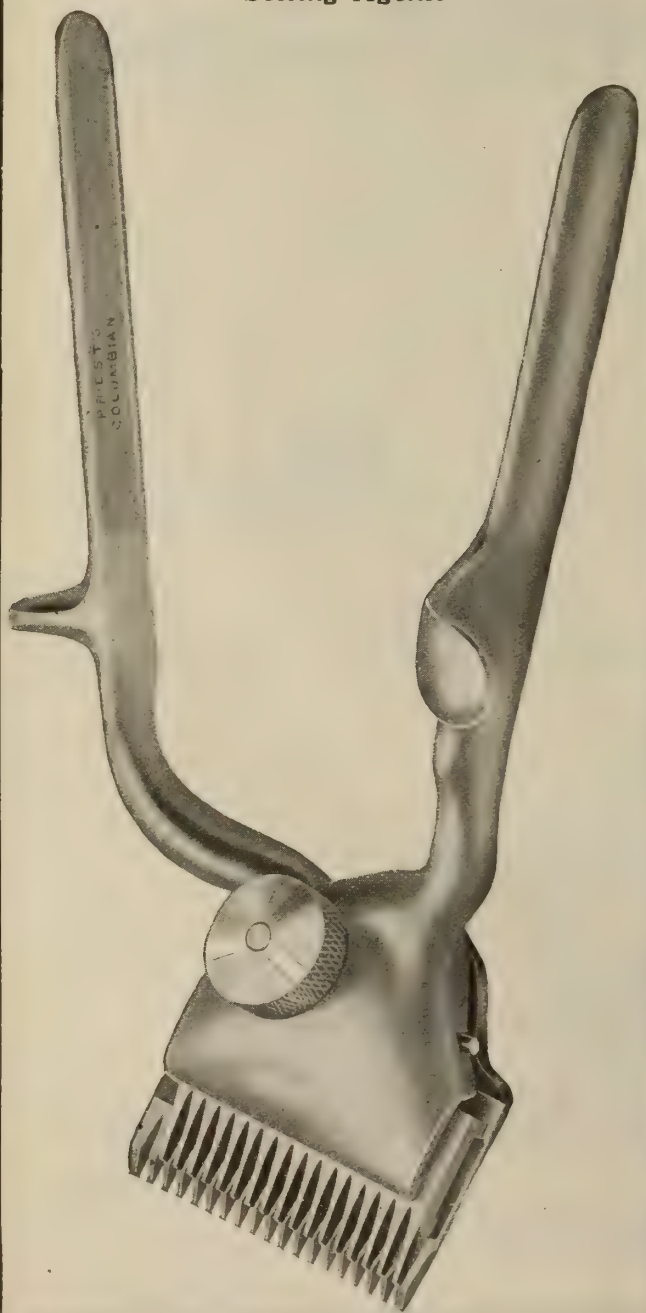
Priest's Toilet Clippers

You will make no mistake in getting acquainted with Priest's Toilet Clippers because you can depend upon them to satisfy your customers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd.
New York City

Selling Agents



WARD & PAYNE, SHEFFIELD

CABLES: WARD, SHEFFIELD

W P
WARD



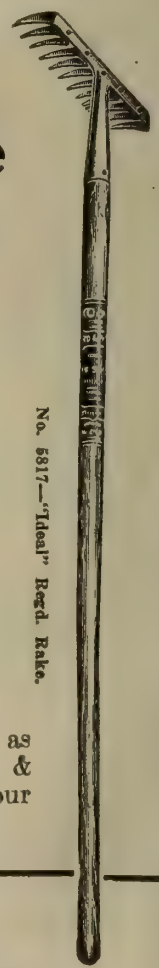
No. 5757—The "Perfect" Patent Dutch Hoe.

The Unbreakable "Perfect" Dutch Hoe

This is the only genuine *Solid* Dutch Hoe on the market. It is not welded, but from tip of blade to end of shank is one solid piece of steel. No more broken sockets or shanks as with a welded tool. Your customer will be perfectly satisfied.

The "Ideal" Rake for any soil

This is a strong, practically unbreakable tool that will work in either light or heavy soils. Its specially shaped teeth prevent clogging and break the soil up with less labor. It is a popular seller.



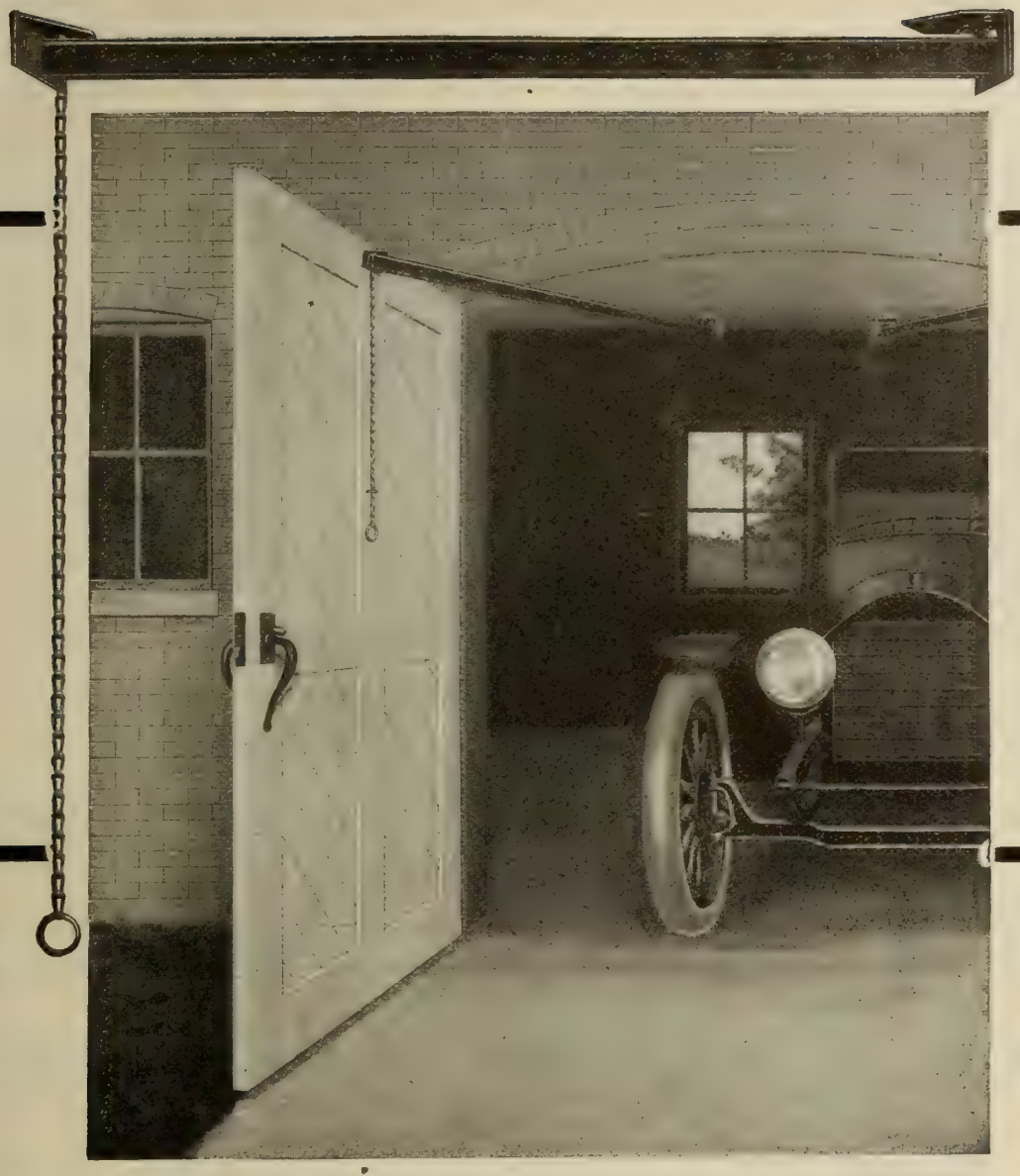
No. 5817—"Ideal" Regd. Rake.

There are many other tools with just as strong selling features in the Ward & Payne line. You should ask our Canadian Agents about these.

Canadian Agents:

SHERMAN F. AINSLIE, Spadina Avenue, Toronto.
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.
ALEXANDER GIBB, 3 St. Nicholas St., Montreal.

If interested, tear out this page and keep with letters to be answered.



Making the Garage Door Harmless

National No. 810 Garage Door Holder is a simple, effective means of preventing damage to cars from swinging garage doors.

When the door is closed the holder is folded back out of the way along the head jamb. As door is opened the long U-shaped steel arm slides through the embossed steel catch plate and engages two notches in the end of the arm. To close the door a light pull on the safety chain operates the trip bar and releases the holder.

Simple to install, always effective, nothing to get out of order.

Packed one pair in a box complete with screws, in the following finishes: Japan, Dead Black Japan, Sherardized and Sherardized and Dead Black Japan.

Weight per pair, 6¼ lbs.

NATIONAL MANUFACTURING COMPANY

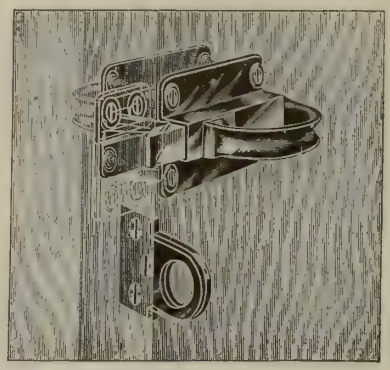
STERLING, ILLINOIS

If interested, tear out this page and keep with letters to be answered.

WHY IS THIS THE BIGGEST SELLING LATCH IN CANADA?

BECAUSE---It combines so many distinct advantages that make it easy to sell. Its quality ensures satisfaction to the customer. It shows the merchant a profit worth while.

The Spring is made of Piano Wire and Sheradized; positively cannot rust.



Made entirely of Steel and all parts heavily japanned except lock bolt which is tinned.

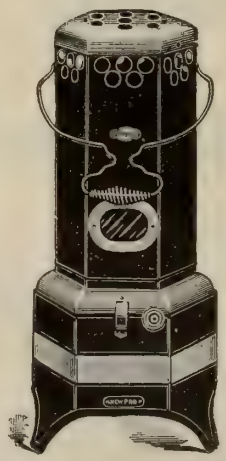
Mechanically made, attractively finished, packed quarter doz. in a box with screws and padlock eyes

THIS IS ONLY ONE OF THE MANY LIVE SELLERS MANUFACTURED BY

Canada Steel Goods Company Limited

HAMILTON, CANADA

"New Process" Oil Heaters



No. 108—With Brass Fount.
No. 208—With Terne Plate Fount.
Height, 27½ in. Width, 12 in. Depth, 12 in
Code Word—No. 108, Oyster; No. 208, Oyer.
Shipping Weight—14 lbs.
Capacity of Fount—1 gal.
Uses No. 21 Wick (8 in.).

(Seamless Wick Sleeve Attached)

Sold by

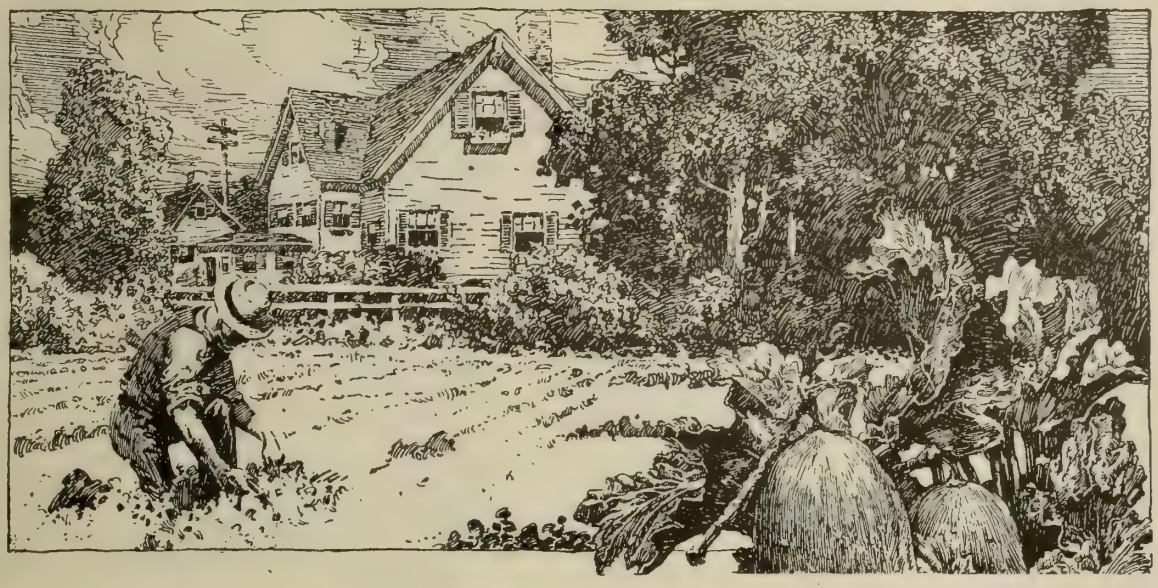
The Thos. Davidson Mfg. Co., Limited

We have a good stock of these on hand and shipments can be made promptly.

Write for Prices and Full Particulars

The Thos. Davidson Mfg. Co., Limited, TORONTO MONTREAL WINNIPEG

If interested, tear out this page and keep with letters to be answered.

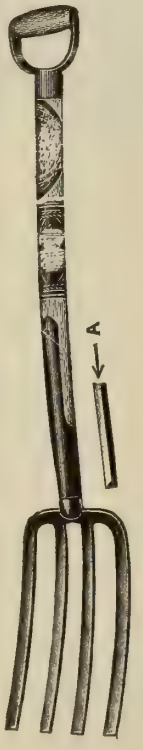




The Production Campaign this year will bring a heavy demand for

Samson Farm and Garden Tools

Be sure and have on hand a good supply of this splendid selling brand



We Fully Guarantee Them

H. S. HOWLAND SONS & CO., LIMITED

WHOLESALE HARDWARE

Toronto

If interested, tear out this page and keep with letters to be answered.

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

PRESIDENT IN CHARGE OF AWARDS

DIRECTOR OF EXHIBITS

SEC'Y OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



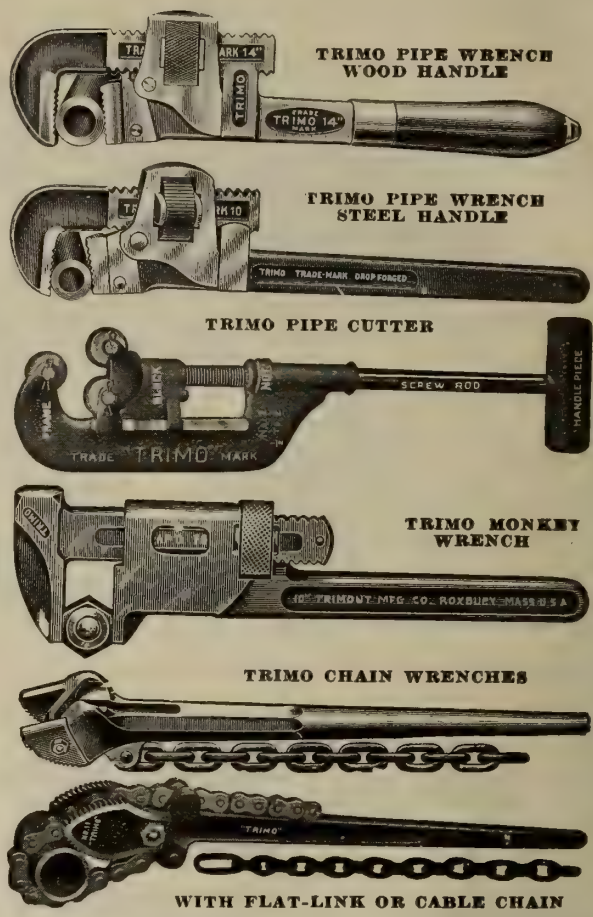
Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

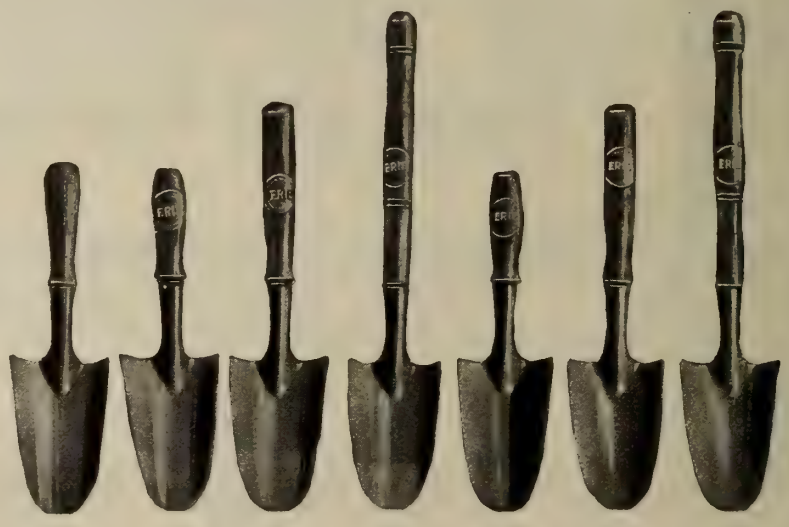
SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



Are You Ready for These New Gardeners?



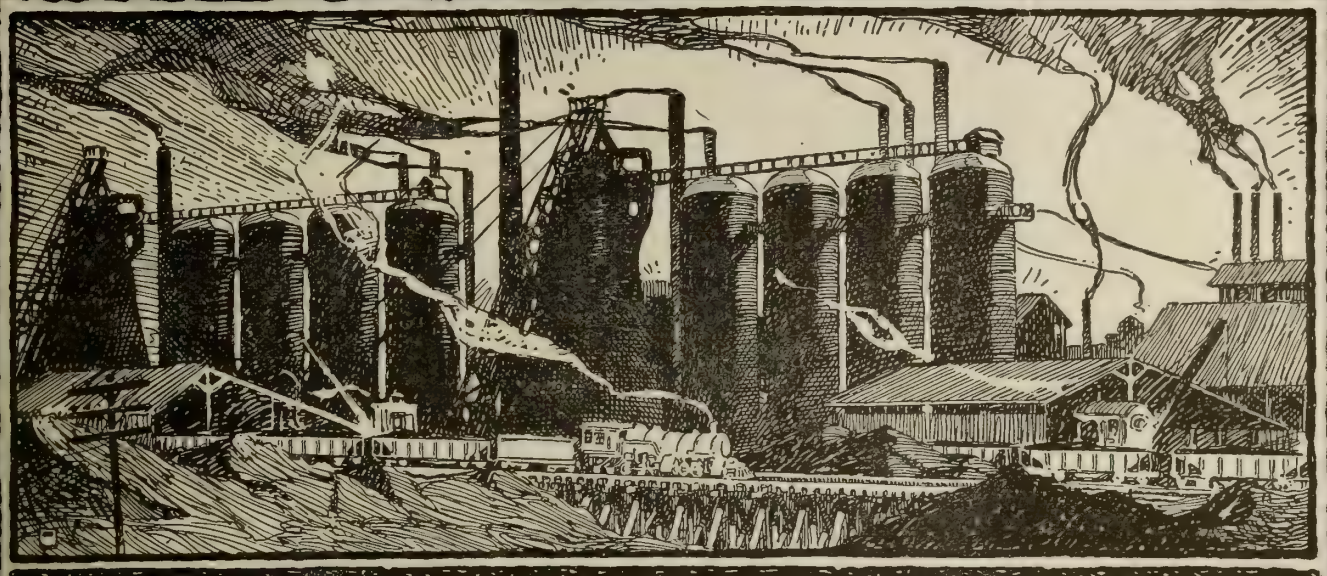
For all the new gardeners who will be working this spring be prepared with a line of tools that embodies new ideas and is up-to-date in every way.

Here is a line of nicely-finished, well-made tools that includes everything used by the best professional gardeners in Trowels, Transplanting Trowels and Forks, both twisted and straight handles. In addition there are Ladies' Spades and Spades suitable for carrying in an automobile. This line is constantly being added to and will be found always up-to-the-minute with new ideas.

We would like to tell you more about this line. May we?

ERIE IRON WORKS, Limited, St. Thomas, Ont.

If interested, tear out this page and keep with letters to be answered.



LITTLE WORDS WITH BIG MEANING

Quality

According to "Webster," Quality is "an excellence of character; natural superiority."

Service

Webster's definition of "Service" is; "The performance of labor for the benefit of another."

We use these words advisedly—fully understanding their definitions—and realizing the obligation we place upon ourselves by their continued use in connection with our products of Iron and Steel, and our attitude to the people we serve.

THE STEEL COMPANY OF CANADA LIMITED

MONTREAL HAMILTON

Pig Iron,
Steel & Iron Bars,
Horse Shoes,
Steel and Iron Products.

Steel Billets,
Track Spikes &
Bolts, Forgings, Wire
of every description.

If interested, tear out this page and keep with letters to be answered.

"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

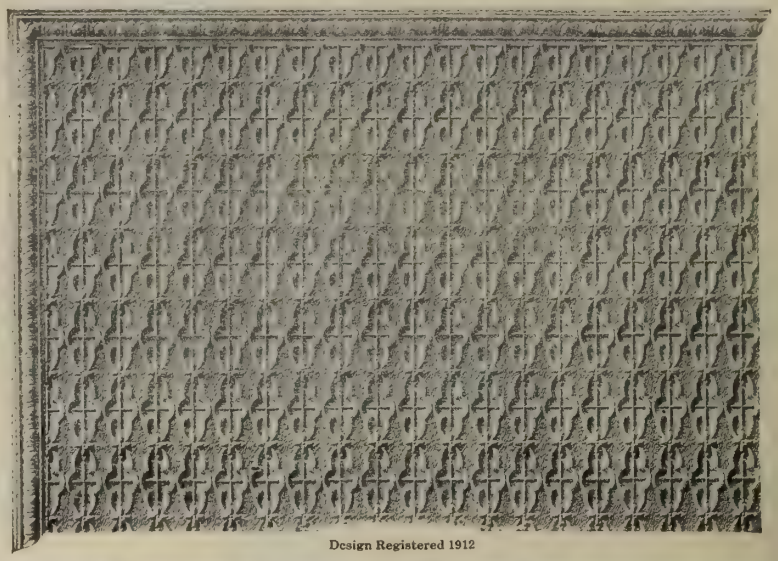
Just a little bit of "hustle"

will land you dozens of orders for "Metallic" wall and ceiling jobs.

We help you in every conceivable way and there's a good profit for you.

Don't overlook this chance. Drop us a card to-day for our catalogue and full information.

Stock carried by
GEO. W. REED & CO., Ltd.
37 St. Antoine St., Montreal



Design Registered 1912

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

UNIFORMITY USED THE WORLD OVER SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL TENAXAS TIN-TOUGHENED MASCOT ATLAS W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED
Large Stocks

THEY MAKE GOOD EVERYWHERE
Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited
Office: 49 Common Street, Montreal Works: Riverside Street, Montreal

If interested, tear out this page and keep with letters to be answered.

Make YOUR Window SELL Rope



Rope is a staple commodity. It is used for some one or more purposes every day. That is why an attractive window display of Plymouth Rope is sure to **draw** people to your store and **hold** them.

We emphasize **draw** and **hold** because the name Plymouth as applied to cordage has an advertising value which no other brand of rope possesses. Plymouth Rope has been in the public mind for 94 years. The time that

Plymouth Rope

has been on the market is very important—you are not asking customers to try an unknown or untested product.

Therefore, when you display Plymouth Rope in your store window the window signs themselves have, because of a world-wide known name, a certain attention compelling value.

It is up to Plymouth Cordage Products to make the sale. They usually "do" it. The do is the reason so many thousands of dealers are selling Plymouth Rope.

If you want to see window displays that have actually sold "Plymouth"—send for the book—"Plymouth Rope Window Displays." It will show you how to make them.



The Mark That Stands For The Best in Rope

We'll "Do our bit" by furnishing the right kind of signs and other material FREE.



PLYMOUTH CORDAGE COMPANY

North Plymouth, Mass. **Welland, Canada**

INDEPENDENT CORDAGE COMPANY, LIMITED

TORONTO - CANADA

Canadian Sales Agents

If interested, tear out this page and keep with letters to be answered.

THE SKILLED MECHANIC

will accept "Famous Five" files without question, because—

They are hard, which insures long life.

They are sharp, consequently require little effort to use,

They have balance which makes them easy to handle.

Their qualities have been standardized; the mechanic has confidence in them.

It pays to sell them, so specify them when buying.

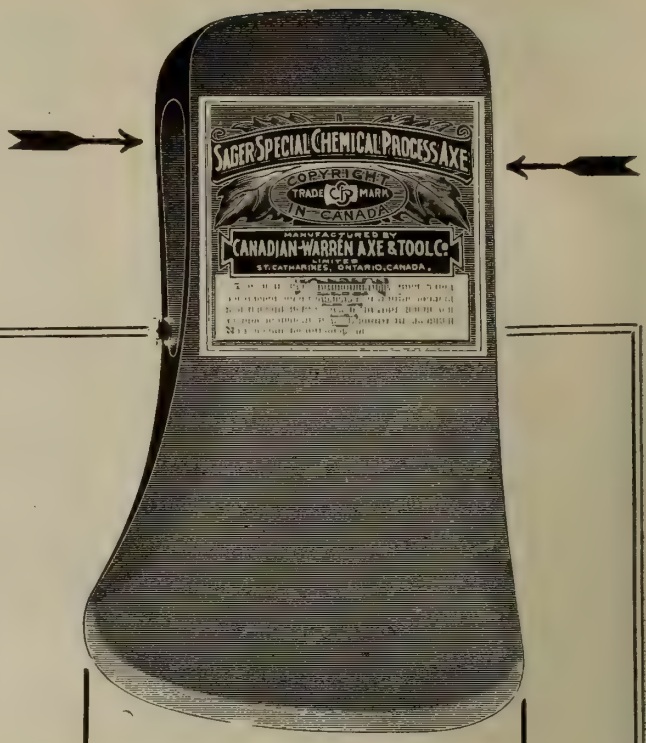
They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



NICHOLSON FILE CO.
PORT HOPE
ONTARIO

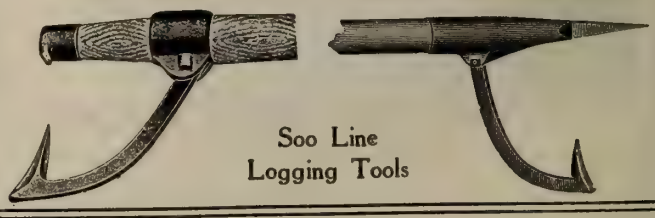


WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE"
LOGGING
TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian Warren
Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

If interested, tear out this page and keep with letters to be answered.

Ask It,—It knows

A copy free to you



Cut Out Guess Work

Select Starrett Hack Saws by the Starrett Chart. Then you will know that you are selling exactly the right blade for the work—one that will give the most in quickness and endurance that a hack saw can give.

Send immediately for a free copy. It embodies the results of long years of improving, perfecting, and testing, backed by the experience of thousands of users.

Call for Chart MA. Then always *Ask it--it knows.*

The L. S. Starrett Company

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

NEW YORK CHICAGO **ATHOL, MASS.** LONDON 42-778

If interested, tear out this page and keep with letters to be answered.



WE PAY YOU TO ADVERTISE OUR GOODS LOCALLY

We advertise regularly in the leading national magazines to increase the demand for sweepers, and to maintain a preference for BISSELL'S sweepers.

We do not expect this advertising to cause droves of people to enter your store insistently demanding a BISSELL—nor will any other "campaign". We do know, however, that this national advertising makes it easier for you to sell them. It is with this realization that we urge you to use the advertising material we furnish as the logical "tie-up" of our advertising in your store—the show cards, display features, newspaper cuts, etc. And besides—

Our Spring Offer tells how Bissell dealers may do some advertising in their local papers, etc., at no expense—to further crystalize the benefits of this national advertising to their own businesses. If you have not received a copy of our Spring Offer Announcement, write for it.

BISSELL CARPET SWEEPER CO
OF CANADA, LIMITED
Oldest and Largest Sweeper Makers
NIAGARA FALLS, ONT., and
GRAND RAPIDS, MICH.

ATKINS

Sterling Quality Cross-Cut Saws



The Saw that brings a *higher price*—a *bigger profit*. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

If interested, tear out this page and keep with letters to be answered.



STANLEY HANDLED HAMMERS

For CARPENTERS, MACHINISTS, BRICKLAYERS, FARRIERS, TINNERS, BLACKSMITHS and ENGINEERS.

The heads are made of special steel, carefully forged, hardened and tempered.

The handles of selected second growth white hickory.

The improved method of fastening the heads to the handles makes it practically impossible for the head to fly off.

The above features, together with their specially fine finish, make them a very attractive line to carry.

STANDARD THE WORLD OVER

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

If interested, tear out this page and keep with letters to be answered.

Everybody will be Gardening this Spring



No. 21 Liberty Adjustable Cultivator-Weeder

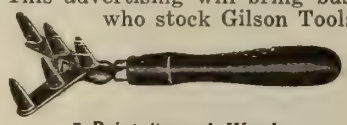
Patent Applied for

The High Cost of Living will combine this Spring with Government Back - Yard Garden Campaigns to make many new gardeners.

These inexperienced as well as the experienced tillers of the soil will be particularly pleased with the labor-saving features of Gilson Garden Tools and will buy them in preference to the ordinary kind. You will in particular sell many Liberty Adjustable Cultivator-Weeders because this double-efficiency tool is just the one to keep garden soil in perfect condition with the least labor.

If you want to carry the best line of efficiency garden tools ask your jobber about Gilson Tools. If he can't tell you, write us direct.

Through our advertising space in these publications readers of MacLean's Magazine and of Farmers' Magazine are learning why these tools are best. This advertising will bring business only to dealers who stock Gilson Tools. Stock quickly.



5 Point Scratch Weeder Patent Applied For.

J. E. GILSON CO.
PORT WASHINGTON
WISCONSIN, U.S.A.

CANE'S Clothes Pins



NOT "Just Clothes Pins"

Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket Ontario

Make Money from Good Pumps---Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.



All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The
R. McDougall Co., LIMITED
GALT, CANADA

Manufacturers OF

WIRE

HEADQUARTERS FOR
Wire Bale Ties

LARGEST CAPACITY AND STOCK IN CANADA

Prompt Shipment

LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA

Winnipeg Toronto Montreal
London, England

If interested, tear out this page and keep with letters to be answered.



Take In More Profit On Every Dry Cell You Hand Out. I'll Tell You How

W. M. Turnley, Manager
The Dominion Battery Company, Limited

I'LL not only tell you how to make a bigger profit on each sale but also **how to make more sales**; how to corner the battery business in your community and **hold it**—with RELIABLE Dry Cells.

Every time you sell a RELIABLE Dry Cell you hand the customer a surprise package. For RELIABLE Dry Cells **give longer intermittent service** than the buyer is accustomed to get. Many extra hours of service are crowded into RELIABLE Dry Cells.

As a retailer you'll like the way RELIABLE Dry Cells are sold—always through the regular channels of trade; never by mail order houses or from the factory.

Write to-day for Profit and Business Increasing Plan.

THE DOMINION BATTERY COMPANY
Limited

736 Dundas Street East **Toronto**

"Lively and Lasting"

The Publisher's Page

Vol. XXX. TORONTO, APRIL 6, 1918 No. 14

Have You Sold The Hardware Merchant?

THE local hardware merchant exerts a great influence throughout the district in which his store is located. The majority of hardware merchants have been established for many years; they are reputable merchants who have built up their businesses on sound business principles and who have endeavored in every possible way to give the best possible service to their customers and supply them with goods which will give satisfaction. Is it any wonder, therefore, when customers visit the store of a well-known and well-established hardware merchant, that they consider him an authority on lines which he is selling and will usually follow out his recommendation regarding the lines which they wish to buy. Actual investigations have proven that in the majority of cases customers place absolute confidence in the recommendation of their local dealer.

The chief problem, therefore, confronting the manufacturer who wishes to distribute products to the hardware trade or to introduce new lines is to sell the hardware merchant and his sales staff. When you sell the hardware merchant and his salesmen on your line you can rest assured that you have then gained the co-operation of the strongest retail selling force in the Dominion.

There is one way in which you can get in touch with this vast army of hardware buyers and salesmen in a most thorough manner and at a most moderate cost. Over 90% of the retail hardware merchants from coast to coast read a weekly hardware trade paper and they read HARDWARE AND METAL.

CARTER'S

Made in Canada

Genuine Dry Red Lead from Canadian Pig Lead

Is needed by Color Makers, Varnish Makers, Rubber Makers, Paper Makers, Bridge Builders, Painters and all Steel and Iron Workers.

It is the best paint that can be supplied to prevent rust and corrosion.

Carter's Genuine Powdered Litharge possesses every quality of a perfect Litharge—fineness of powder, freedom from grit, peroxide metallic lead, and is a fine, clear, canary color.

No better products can be supplied to your trade than Carter's.

If you have not a good stock on hand, place your order immediately and reap the benefit of our advertising amongst your customers.

We also manufacture—Genuine Orange Lead and Genuine Dry White Lead for your requirements.

Manufactured by

The Carter White Lead Company
of Canada Limited

91 Delorimier Ave. Montreal



Quality and Price?

Before purchasing hardware store fixtures be sure you are right—**then buy.**

Do not let price alone be the inducement.

Remember there's just as big a chance to skin and deceive in the quality of store fixtures as there is in any line of merchandise. So be sure you are right, first as to quality, then price.

"Duluth" Sectional Hardware Store Equipment

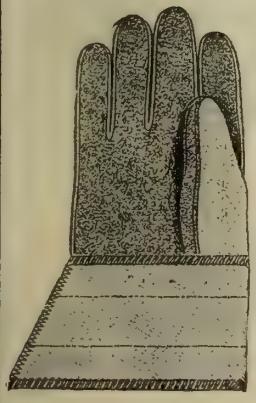
is the best quality that skilled labor and highest grade materials can produce. It pays to buy the best in the long run it is by far the cheapest.

Write us to-day for our attractive and interesting new catalog No. 10C of complete hardware store equipment.

DULUTH SHOW CASE COMPANY
DULUTH, MINNESOTA

TAPATCO

REGISTERED TRADE MARK BRAND



Cotton Gloves Selling Better Than Ever

There's more work being done in the gardens of Canada this year than ever before, and every garden worker feels the necessity of cotton work gloves. Sell them "Tapatco" cotton gloves. They are the most comfortable and serviceable glove made. Good-looking, too.

Many Styles--Many Colors

Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

Also Leather and Leatherette Trimmed Gloves.

Put "Tapatco" Gloves to the front. It will pay you. Big sales and good profits.

The American Pad & Textile Co.

CHATHAM, ONTARIO

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

If interested, tear out this page and keep with letters to be answered.

METALS · CHEMICALS · GLASS
B&SH Established 1790

Are your shipments delayed?
We have in stock at Montreal:

Spelter **China Wood Oil**
Tin **Lithopone**
Sheet Copper **Barytes**
Tin Plates **Blue Vitriol**

etc., etc.

Permit us to quote:

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.
Canadian Sales Agents: United States Steel Products Company
Exporters for American Sheet & Tin Plate Company



"Belleville" Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company
BELLEVILLE ONTARIO

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

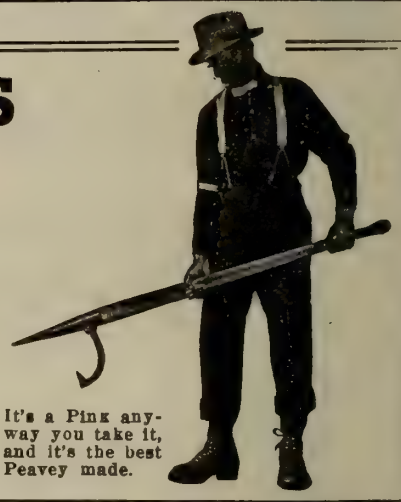
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO



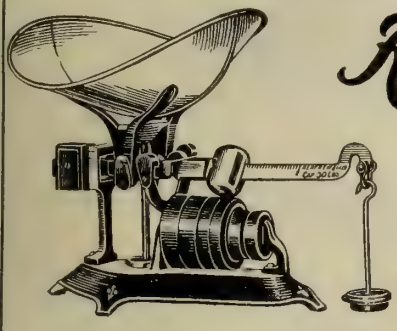
It's a Pink anyway you take it, and it's the best Peavey made.

WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

Stirs up Business

Precious few housewives realize the many uses of an accurate scale in the kitchen—saving losses in careless weighing at butchers and grocers—weighing produce before marketing—weighing flour and other ingredients while baking, etc., etc., etc. It is surprising what a little bit of salesmanship and displaying will accomplish in stirring up big business in Renfrew Scales! The Renfrew is compact, handy, and stands hard knocks. It doesn't get out of order and always tells the truth. A government inspector's certificate accompanies every Renfrew. These features make the Renfrew a lively seller these days. Push business with the



Renfrew

HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs. Government inspector's certificate accompanies every scale.

Write to-day for literature and attractive selling propostion to

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

Eastern Branch, Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 206 Scott Block, Winnipeg, Man.; Foundry Products, Ltd., Calgary, Alta.; Crandall Co., Ltd., Vancouver, B.C.

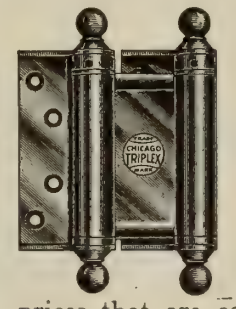
Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

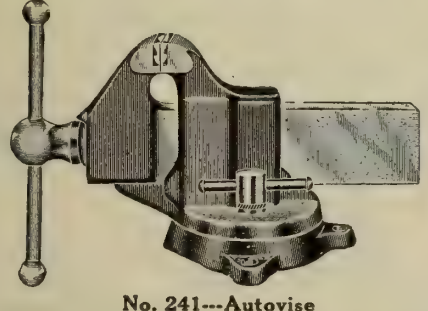
Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK **NEW YORK**

ROCK ISLAND

VISES *A Type and Size for Every Service*



No. 241---Autovise

A Combination Pipe and Anvil Vise ---particularly suitable for auto repair work. Write for catalogue and prices.

Factory and Office:

ROCK ISLAND MFG. CO.

ROCK ISLAND, ILL., U.S.A.

New York
113 Chambers Street

Chicago
180 North Market Street

HARD USAGE

emphasizes the superiority of

P X H

TRADE MARK

Quality Files

They are rugged tools made to stand up under the exacting demands of modern industry.

Fine materials and fine workmanship go into their manufacture.

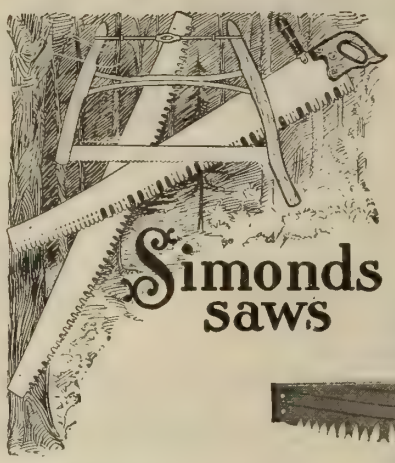
On the basis of actual performance they are "The Standard of File Efficiency."

Port Hope File Mfg. Co., Ltd.

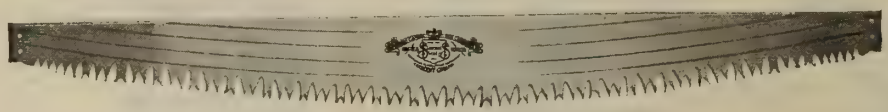
Port Hope, Ont.

"Ask Your Jobber"

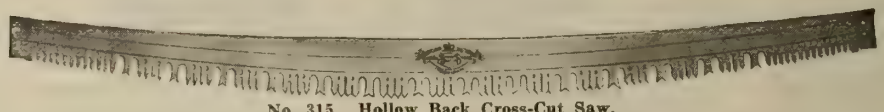
If interested, tear out this page and keep with letters to be answered.



The best way to build a big business is to sell goods that satisfy. In the Saw line you know there is nothing which gives the user such complete satisfaction as Simonds Crescent Ground Cross-Cut Saws and Simonds Hand Saws. They will help to keep your business big or build it big. Write for catalog and terms.



No. 22. Full Width Cross-Cut Saw, Lance Tooth.



No. 315. Hollow Back Cross-Cut Saw.

Simonds Canada Saw Co.,
Limited

St. Remi St. and Acorn Ave., Montreal, Que.
Vancouver, B.C. St. John, N.B.

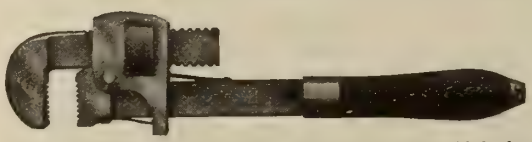


No. 10½. Sway Back Hand Saw.

THE "W & B" LINE OF SCREW WRENCHES

MADE IN CANADA

The only Pipe Wrenches made EXCLUSIVELY IN CANADA



"W & B" Wood Handle Grips, Length open 6 to 14 inches.



"W & B" STEEL Handle Grips, Length open 10 to 48 inches.

"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches



This is the strongest and best HEAVY DUTY Wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W & B" EASY ACTING SCREW.

Machinists' Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W & B" EASY ACTING SCREW.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 90 on request.



Regular Wrenches

Head and Bar Drop Forged in one piece. FITTED WITH "W & B" EASY ACTING SCREW and thoroughly seasoned handle.

The Whitman & Barnes Manufacturing Company
ST. CATHARINES, ESTABLISHED 64 YEARS ONTARIO

If interested, tear out this page and keep with letters to be answered.

PEDLAR'S

"GEORGE" SHINGLES
FOR THE BARN and
"OSHAWA" SHINGLES
FOR THE HOUSE

The Roofings That Last A Lifetime!

Guaranteed wind, water and storm proof on any roof having a fall of three inches or more to the foot.

Exclusive locking devices permitting every shingle to be locked on all four sides.

Easy to lay and a perfect watershed when laid.

Made from heavily galvanized steel that cannot rust, rot or burn.

Trade discounts provide for good profit to the hardwareman, while quality assures perfectly satisfied customers.



The
Pedlar People Limited
Established 1861
Executive Offices and Factories:
OSHAWA, ONT.
Branches: Montreal, Ottawa, Toronto, London, Winnipeg, Vancouver

Write For Roofing Booklet "H.M." To-Day!

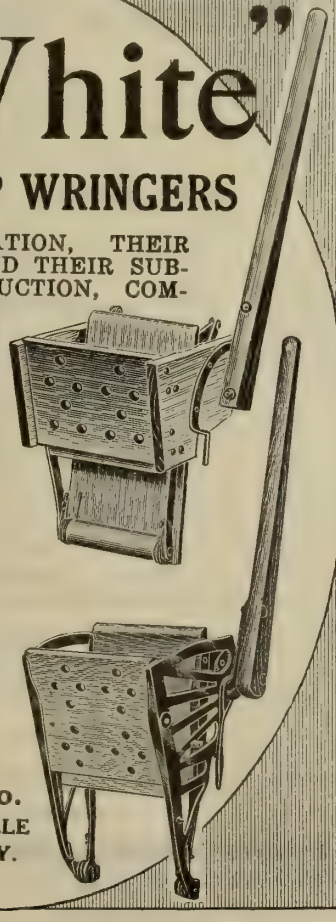
"White"

MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



White Mop Wringer Co.
FULTONVILLE
N.Y.

When in need of

Wrapping Paper
Twines & Cordage
Brooms
Brushes
Baskets
Grocers' Sundries

Walter Woods & Co.
Hamilton & Winnipeg

"HERCULES" SASH CORD

Has a reputation in the Canadian market, thoroughly established for the last eighteen years.

Compares in quality with the best imported brands, but is considerably lower in price.

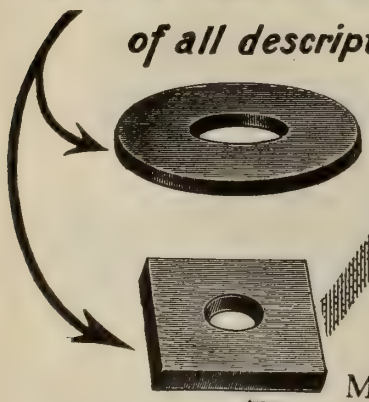
Tests made by Strength of Materials Laboratory (University of Toronto) prove our claims as to quality.

All wholesale hardware dealers carry Hercules Sash Cord.

Manufactured in Canada

Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs.

Felloe Plates.

Sheared and Punched Plates.

Malleable Washers and Cast Iron Washers.

Round & Square

Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

Sharples is a Standard Investment for the Dealer!

There are so many advantages in a Sharples Suction-feed Separator, over all other separators, that even the most critical buyer is interested.

For example, what more appealing argument could be advanced to a prospective customer than "Sharples will *skim clean at any speed,* saving you many dollars in butterfat." This can be said of no other separator.

Or could there be a more telling point than "Within a year (and generally within less time) your Sharples will pay for itself by saving butterfat *wasted* by ordinary separators when turned *under speed.* Sharples gives you years of efficient, profit-increasing service."

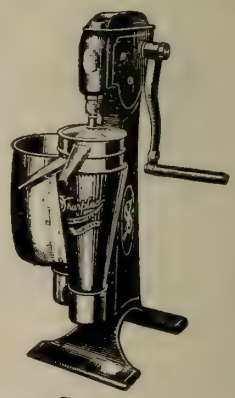
Sharples national advertising is letting your prospects *know* what the Sharples will do that no other separator or method can do.

SHARPLES SUCTION-FEED CREAM SEPARATOR

—the *only* separator that skims clean at widely varying speeds.
—the *only* separator that skims faster when you turn more quickly.
—the *only* separator that delivers cream of unchanging thickness—all speeds.
—the only separator with just one piece in the bowl—no discs, easiest to clean.
—the *only* separator with knee-low supply tank and a once-a-month oiling system.

This will be a big Sharples year, so don't get caught by late deliveries.

Embargoes, freight congestion, scarcity of raw materials make it increasingly difficult to get goods thru. Wise dealers are taking precaution of ordering early and ordering enough Sharples Separators to meet *abnormal demand.* Nowadays goods delivered are half sold.



If not now handling Sharples ask about the *Extra Bonus Contract.* Write nearest office to-day.

Toronto, Ont. **The Sharples Separator Co.** Regina, Sask.

The Mitchell & McGregor Hardware Co., Brandon, Man.

Distributors for Manitoba

DC-13

If interested, tear out this page and keep with letters to be answered.

Edwards Electrical Household Goods

A profitable line for dealers. We can supply electrical house goods for all purposes. Write us your requirements.



No. 190
Directory Push for the Office



No. 206. Table Clamp for the Dining-Room



No. 620. Dixie, Jr.
For General Use.

SAN-FER-ANN
Sanitary Steel Annunciator



No. 91

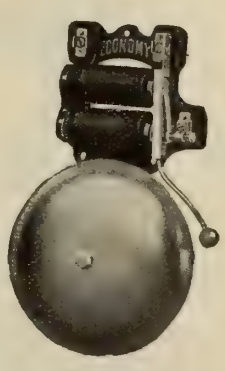
ANNUNCIATOR
Gravity Drop



No. 510. Transformer
3 to 12 Inches
Operated on Bell Ringing Transformer.



No. 720
"DIXIE."
It has "Fahnestock Clips."



No. 17. Economy.
Modern Adapter of Long-Established Principles.

Our distributing houses carry a complete assortment of all types of Electrical Goods—address our nearest House

Northern Electric Company
LIMITED

MONTREAL	TORONTO	REGINA
HALIFAX	LONDON	CALGARY
OTTAWA	WINNIPEG	VANCOUVER

If interested, tear out this page and keep with letters to be answered.

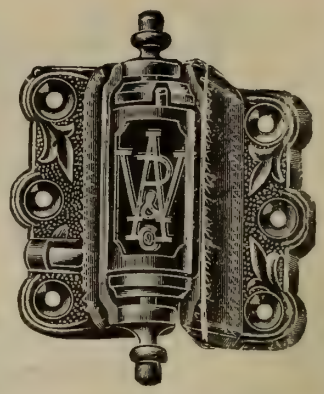
T-F Quality Spring Hinges

A Line that always makes good with the trade

Spring hinges will be in big demand as soon as the warm weather sets in. Now is the time to order from your jobber.

When you buy T-F Spring Hinges you are buying a line that will sell easily and give every satisfaction.

We take pride in producing a high quality article.

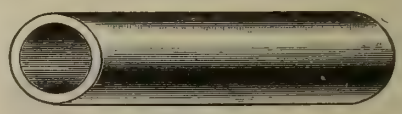


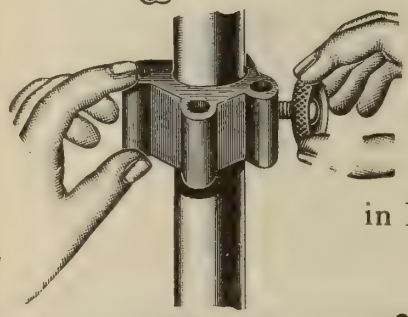
Taylor-Forbes Co., Limited, Guelph, Ontario

TRADE MARK. W.B.&C.

WILLIAMS BROS. & PIGGOTT, LTD.

Small Heath, BIRMINGHAM



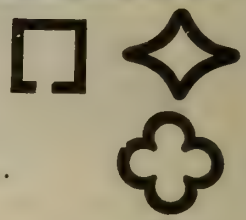


Patent Grip-Tight Socket

Specialists in TUBES

Seamless, Brazed Iron-cased Mouldings, Beadings, Rolled Metals in Brass, Copper, Nickel Silver, and other Metals.

Over 1000 different sections



GENERAL BRASSFOUNDERS

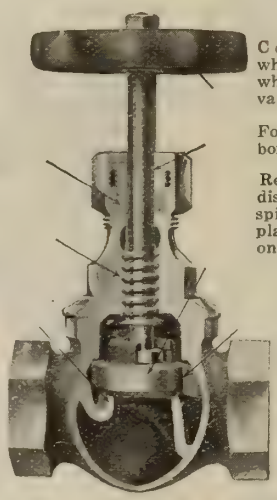
SHOP WINDOW FITTINGS MANUFACTURERS

TRADE MARK. W.B.&C.

Palmetto Twist Packing.

At least four threads of spindle engaged with bonnet at all times

Raised round seat. No sediment can lodge on it or injure disc.



Corrugated iron wheel. Arrow cast on wheel shows direction valve opens.

Follower in stuffing box.

Renewable Bakelite disc slips over end of spindle. Can be replaced in less than one minute.

Guides cast on body hold disc centrally over seat.

Globe or Angle

Screwed or Flanged

Fairbanks Renewable Disc Valves Heavily Built of Best Materials

The disc of a Fairbanks renewable disc valve may be renewed in less than a minute, using only a wrench and without taking the valve from the line.

THE CANADIAN FAIRBANKS-MORSE CO., LIMITED

"Canada's Departmental House for Mechanical Goods"

Offices and Warehouses in Canada's Principal Cities

Parker Sheet-Metal Screws



For joining sheet metal.

Saves 75% cost and labor.

Used by all sheet meta workers.

Does away with bolting, riveting, etc.

Makes a pleasant job in its use.

Parker Damper Quadrant



"BEST IN THE WORLD" FOR DAMPER REGULATION IN HOT AND COLD AIR DUCTS

PARKER SUPPLY CO.

Manufacturers

784 East 136th Street, New York

WRITE FOR SAMPLES

TIN PLATE WASTERS

A large stock of Prime Wasters at interesting prices—while they last!

Call upon us for everything in Bars, Shapes, Plates, Sheets, Bolts, etc. You ought to have our Stock List—Write for a copy to-day.

BAINES & PECKOVER

IRON AND STEEL MERCHANTS

WAREHOUSES— 98-116 ESPLANADE

TORONTO

YARDS— HARBOR DISTRICT

Talk No. 1

MEHASCO

What does it mean?

You won't find Mehasco in the Dictionary. It's not a "dictionary word." It's a business word that means business all the time.

If you were to ask Western Hardware Dealers what Mehasco (it is pronounced Me-has-co with emphasis on the has) means to them they'd invariably tell you **quality and service.**

Mehasco means Merchants' Hardware Specialties Company, Calgary, but it also stands for higher grade hardware specialties. We believe in fair dealing and giving real service to our customers. We feel that service represents a large percentage of what the dealer needs in this Twentieth Century, and by service we mean looking after the dealer's business in a fair and business-like manner, and protecting him absolutely by not selling to the consumer or by taking care of him on a proper margin if a consumer should call on us to buy. Our first catalog will be out this summer and a copy will be sent to each dealer as soon as it is ready.

MEHASCO

Fifty Subscriptions from One Firm

THE International Business Machines Company, of which Mr. Frank E. Mutton is vice-president and general manager, subscribed to 10 copies of THE FINANCIAL POST some months ago—these copies to go to their travelling salesmen. Now this company has increased the number of these subscriptions to 50 because the results of the experimental subscriptions have proved so satisfactory.



FRANK E. MUTTON

Mr. Mutton explained that the object of putting THE POST in the hands of the men of his company was to keep them intelligently acquainted with general business conditions in Canada. He said he knew no better paper than THE POST for the purpose. It would seem that his men have responded fully to effort made to keep them well informed about Canadian business affairs—so much so that the management have added 40 other men to the original 10 to receive THE POST.

When Mr. Mutton was with the National Cash Register Company as its Canadian manager, he was the king of all managers in the matter of sales records. In this position he achieved a big reputation built on solid achievements. He learned salesmanship in a school where competition was of the hottest kind, and where the competitors were brilliant men. Giving Mr. Mutton full credit for superior personal qualities and energy of the most ardent kind, it is taking nothing away from him when it is said that not a little of his success was due to his intimate and sympathetic **knowledge of the other man's business.** And he taught the men associated with him as salesmen to know the point of view and requirements of the men they called on to sell machines to.

As vice-president of the International Business Machines Company, Mr. Mutton is putting into operation an idea used by him in past days with brilliant results—he is causing his salesmen **to know the business and requirements of their prospective customers.** To establish points of contact swiftly and surely is one of the open secrets of successful selling.

In the case of **your** solicitations of customers and desired customers, it is excellent strategy to have your salesmen so well informed about business conditions generally, and about the interests of the men they canvass, that they will be able almost instantly to relate their proposals to the interests of the buyer. When a salesman shows himself intimate with the interests or business or objectives of the man whose order he wants, he is immensely strengthened as a salesman, and his percentage of successful canvasses goes steadily up.

Our definite suggestion to you is: Subscribe to THE POST yourself, and learn from its pages how your salesmen or executives can draw power from this newspaper. Then, having acquired the sought-for knowledge, subscribe to THE POST for each man in your service who can profit you by knowing what is in THE POST each week. If Frank Mutton is making a success of THE POST as a salesman's aid, it is reasonable to suppose that other managers of salesmen and executives can likewise employ THE POST as a producing agent. And so we ask you to sign and forward the coupon below.

- - - -



When Mr. Farmer comes to town on Saturday

is a mighty good time to get him interested in your store and in the fact that you're local agent for the Reliable Patent Dash Churn.

A neatly arranged window featuring a model No. 3 "Reliable" surrounded by various butter-making appliances, such as Butter Ladles, Spades and Moulds, Creamery Cans and Dairy Pails would attract the attention of practically every rural dweller. Many would come in to purchase one of the smaller articles which would give you opportunity to get in some good selling talk on the "Reliable."

By using your window for a display of the "Reliable" you link your store with the extensive country-wide advertising of Reliable Churns which is gradually influencing farmers



Co-operate with us for greater sales.

THE RELIABLE CHURN CO. OF CANADA

T. W. Foster, Mgr. **141 King St. W.** **TORONTO**

PEERLESS PERFECTION

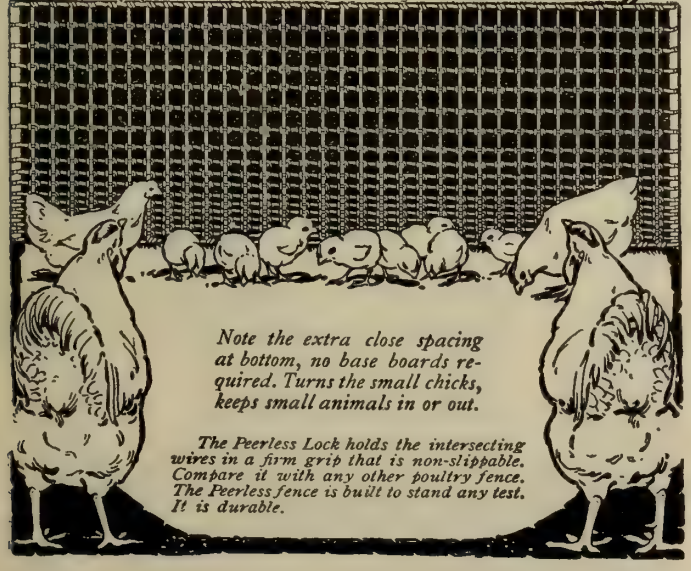
The fencing upon which you can **build a reputation** and hold the fence trade of your territory. You can put up the strongest kind of a guarantee—we back you up.

We build this fence of open hearth steel wire with all the impurities burned out and all its strength and lasting qualities retained. Peerless poultry fencing is extra strong, heavily galvanized, can't sag, won't rust, never gets out of shape, keeps in and keeps out—both great and small.

Write for Dealer's Proposition

We show you where the big trade is for parks, lawns, cemeteries, fences plain and ornamental for farms, ranches, all purposes.

THE BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Manitoba **Hamilton, Ontario**



Note the extra close spacing at bottom, no base boards required. Turns the small chicks, keeps small animals in or out.

The Peerless Lock holds the intersecting wires in a firm grip that is non-slippable. Compare it with any other poultry fence. The Peerless fence is built to stand any test. It is durable.



Fairbanks Scales

For over 85 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

Offices and Warehouses in Canada's Principal Cities.

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

Acme Waste Mfg. Co.

Cotton and Wool Waste Manufacturers

482 Wellington Street West, Toronto, Ont.
5 Queen Street, Montreal, Que.

Western Representatives:

P. A. C. McINTYRE & CO.
206 Scott Block, Winnipeg, Man.

Write to any one of these places when in need of waste.



ACME
PATENTED

This is the trade mark to look for in buying your Box Strapping, Corrugated Fasteners, Steel Mats, Running Board Mats, Clasp, Box Corners, Bed Fasteners.

Acme Steel Goods Co. of Canada, Ltd.
MONTREAL
Agents--T. A. Corley & Son, Winnipeg: Lynch & Manley, Toronto
H. C. Brennan Co., Ottawa: Landry & Simard, Quebec

Arctic Metal



QUALITY

should be the first consideration when purchasing Babbitt Metal. Order Arctic Metal and satisfaction is assured.

"We guarantee what we make"

Tallman Brass & Metal Co.
HAMILTON, ONT.

C. KLOPFER, LIMITED

Edward Halloran, Manager

44-50 Wellington Street East, TORONTO

And at Guelph

IRON and STEEL
HEAVY HARDWARE
AUTOMOBILE ACCESSORIES

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

LACE LEATHER

in

Sides, Backs and Cut;
Raw-Hide and Tanned

W. TAYLOR
TANNER
PARRY SOUND, ONT.

If interested, tear out this page and keep with letters to be answered.

BRANTFORD

The Superior All Round

GLUE

You'll find that Glue sold in packages meets with much favor with the consumer—that's "Brantford" Glue. Very economical. Put up in ¼, ½ and 1 lb. packages. Buy from your jobber.

CANADA GLUE CO., Limited - - Brantford, Ontario.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

Gipe-Hazard Service—



Prevents errors, saves time and labor and is therefore better than any other system.

It's this way: Our Carrier Service and System are as good as we say they are. We say that together they beat any other service all hollow, and soon save your investment. We have a circular that tells our side of the story. Why not drop a post card to ask for it—to-day, please.

Level, Grade and Perpendicular Wire Cash Carriers, Parcel Carriers, Cable Carriers and Pneumatic Tubes.

GIPE-HAZARD STORE SERVICE CO., LTD.
113 Sumach St., Toronto, Can.

Standard Tube & Fence Co., Ltd.

Manufacturers of

STEEL TUBING—

Butted and Welded, for structural work and all kinds of manufacturing purposes. Sizes ⅜″ to 2″, 14 to 20 Gauge.

Galvanized Wire and Woven Wire Fencing.
Steel Tube Fence Posts, Farm Gates, etc.

WOODSTOCK ONTARIO

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal, Toronto
Philadelphia New York
Winnipeg
London, Eng.

Bolts



We have a large stock of **Carriage and Machine Bolts** and **Coach Screws, Rivets, Nuts and Washers,** from which we can fill all orders immediately.
Prompt Shipments. Reasonable Prices.

London Bolt & Hinge Works
LONDON, CANADA

OWL BABBITT METALS

YOU can successfully handle Babbit Metals if you always specify Owl Brand Made in the West.

OWL METAL COMPANY LTD.

WINNIPEG MAN.



MILBRADT LADDERS



will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write to J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Marshall-Wells Co., Ltd., Winnipeg, or direct for catalog giving prices of a large number of styles we manufacture, suitable for all kinds of shelving.

John Calander Mfg. Co.
155 E. 13th Street,
St. Paul, Minn., U.S.A.

VOLPEEK MENDS HOLES in POTS & PANS

Your customers can mend holes in Graniteware, Tin, Aluminum, Iron, etc., at a cost of ½ cent a mend and without the aid of any tools whatever.

VOLPEEK makes this possible. Show it to your trade. Put up in attractive display stands. At your wholesaler's, or direct from

H. NAGLE & CO.,
Box 2024, - - Montreal

fifteen cents

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving, General Manager Western Canada
TORONTO

STEP LADDERS

Two Styles. All Lengths

Curtain Stretchers
Tub Stands Ironing Boards
Clothes Bars
Quilting Frames, etc.

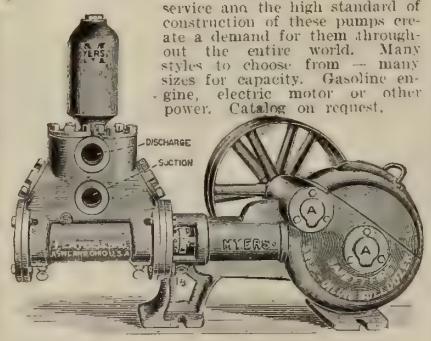
Hand Corn Planters
Drive Well Points
Post Hole Diggers, etc.

Ask for Catalogue

Otterville Manufacturing Co.
OTTERVILLE

MYERS POWER PUMPS

The wide range of pumping service and the high standard of construction of these pumps create a demand for them throughout the entire world. Many styles to choose from — many sizes for capacity. Gasoline engine, electric motor or other power. Catalog on request.

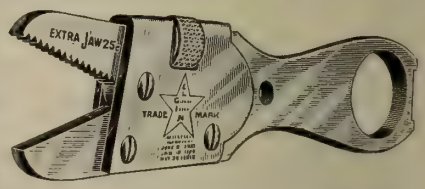


F. E. Myers & Bro., Ashland, Ohio

Getting Results

A large firm in a Western Canada city recently advertised in Hardware and Metal Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

Elgin Adjustable Wrenches



Convenient to use, easy to carry, effective in results. The convenient wrench for inconvenient places. Excels in appearance and efficiency.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Hardy Patent Pick Handles

We make a specialty of these handles.

And are the only manufacturers in Canada.

Write for prices.

St. Marys Wood Specialty Co., Ltd.
St. Marys, Ontario

NOW!

You've been going to send in that ad for weeks, so why not mail it now for next issue?

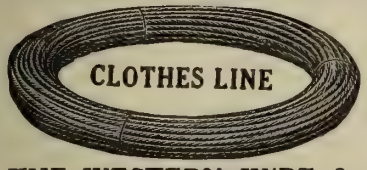
HARDWARE AND METAL
Classified Advertising Section
143-153 University Ave. Toronto

LONDON HIGH GRADE BARIRON

We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices.
The consignments you receive from time to time are the same through and through.
Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.

London Rolling Mills Co., Limited, London, Canada

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzel, Vancouver.



Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE

Smoothest and most pliable made.

Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT

SHARRATT & NEWTH'S

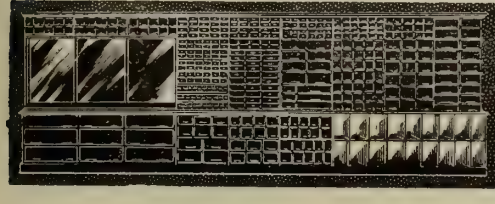


GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: **A. RAMSAY & SON COMPANY, Montreal**

Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right

CAMERON & CAMPBELL Sole Manufacturers

Toronto, Canada

"Delta" Files



—we'll help you sell them

TRADE MARK DELTA

If the "Delta" Dealer never said a word about these good files but just kept handing them across his counter day by day he would gradually build up an enviable reputation for the quality of files he sells. But we believe in hurrying up that good reputation by telling our agents' customers facts about "Delta"—facts which interest file users and induce them to buy "Delta."

If you want to take on the "Delta" File Agency in your district we will help you make it the most profitable line in your stock. We'll help you interest all the big users of files and show you how to close them up.

This is a genuine plan we want you to try, so write and get full particulars.

DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto; Starke, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax; Merrick-Anderson Co., Winnipeg.

ALL LEADING JOBBERS

Kindly mention this paper when writing advertisers

If interested, tear out this page and keep with letters to be answered.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED

Manufacturers of all kinds of Building Paper, Pitch and Coal Tar

MONTREAL



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL



The Peterboro Lock Mfg. Company, Limited

Peterboro, Canada

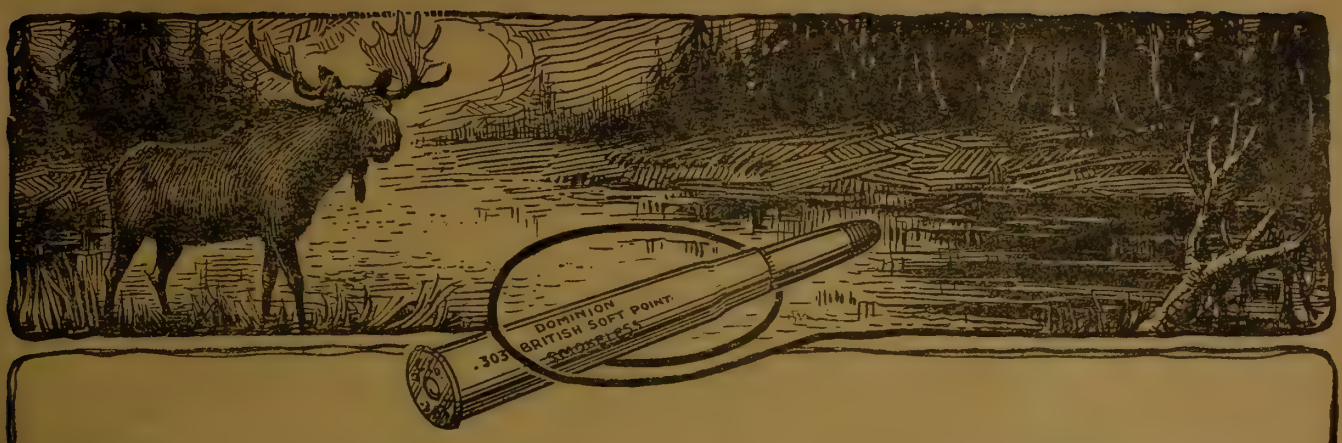
Established 1885

MANUFACTURERS OF

BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

Mention This Paper When Writing Advertisers



Selling the Big Fellows

The only choice open to the big game hunter when purchasing cartridges is between the various brands of the particular cartridge that functions in his rifle.

Dominion Big Game Cartridges

(See List Below)

are made for the popular rifles in Canada.

The established quality of Dominion Sporting Cartridges is the result of the employment of brains that have developed those manufacturing facilities that mean the perfection of product.

Chemical and microscopic analysis of all raw materials—continual inspection at every stage of manufacturing—and thorough tests by actual shooting of hundreds of cartridges result in Dominion velocity—Dominion accuracy—Dominion penetration in every cartridge packed in the boxes having the "D" trademark label. Tell your customers this.

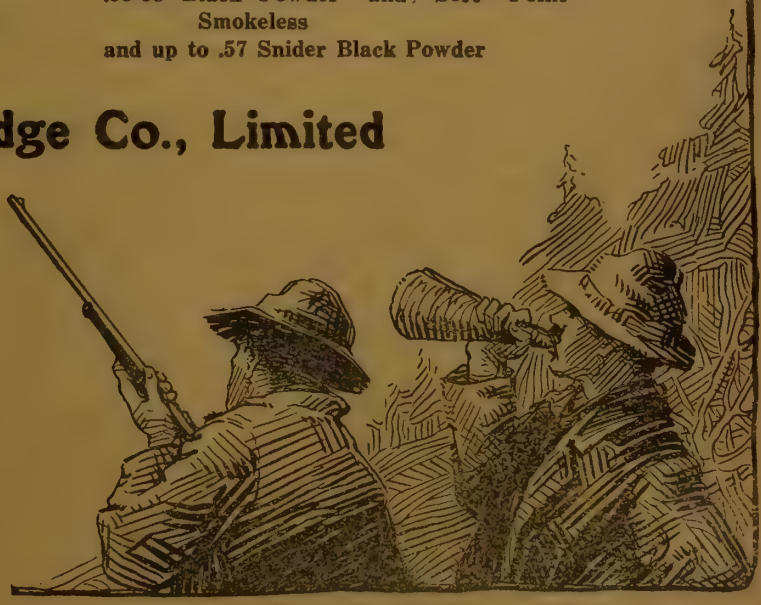
Dominion Sporting Cartridges are:

.25-35 Soft Point Smokeless
.280 Soft Point Smokeless
.30-30 Soft Point Smokeless
.303 Savage Soft Point Smokeless
.303 British Soft Point Smokeless
.32 Special
.32-40 Black Powder and Soft Point Smokeless
.38-55 Black Powder and Soft Point Smokeless
and up to .57 Snider Black Powder

Dominion Cartridge Co., Limited

120 St. James Street
Montreal













FIVE WORKS—OVER 3,000 EMPLOYEES

It is our intention after the War to devote our energies to the intensive production of the following Specialities:

Gunmetal and Brass Valves and Cocks.
Steam, Water and Compressed Air Fittings generally.
Cast Iron Stop and Sluice Valves.
Semi-Rotary Pumps.
Extruded Brass and Bronze Bars.
Brass Bolts and Nuts, Studs and General Turned Work from the Bar
Cast and Malleable Iron Cocks and Pipe Fittings.
Pressure and Vacuum Gauges.
Injectors, Engine Governors.
Spraying Machinery.
Coppersmiths' Work.
"Stella" Brand Alloys, Manganese Copper, Silicon Copper, Ferro Zinc, Phosphor Copper and Tin, etc.

Business After the War

If you are interested in any or all of the lines mentioned and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office.

United Brass Founders and Engineers, Limited

Empress Foundry

Cornbrook, Manchester, England



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

NUMBER PLATES

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

"Climax" Paper Balers

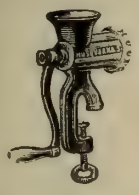
Turn Waste Paper Into Money

FREE—10 DAYS' TRIAL.



12 sizes.
Made of Steel.
Reduces your fire risk.
Salesmen and Dealers Wanted.

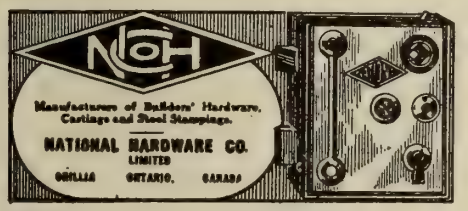
CLIMAX BALER CO.
HAMILTON, ONT.



FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal





BLUE LABEL LAMPS

ALWAYS SATISFY
Made by
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

TRADE SAWYER MARK Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG

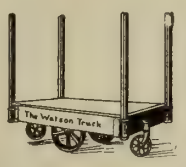


NORCROSS
Garden Cultivator-hoes

"Used the World Over"
Send for Catalog

C.S. Norcross & Sons, Bushnell, Ill.

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST NEW YORK



Strong, Easy Running Trucks

Made in all styles and sizes. Stocked for quick deliveries. Rubber tired if ordered. Made to order. Also hand trucks. Repairs supplied.

John Watson Mfg Co. Ltd.
Winnipeg

BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

Make Your Own Paper Money



Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a

Protech PAPER Baler

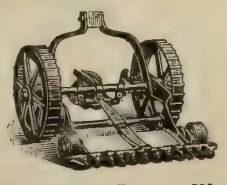
Strongest, simplest, most efficient and easiest to operate — Full particulars from
SPIELMANN AGENCIES RGD
45 St. Alexander St., Montreal

WRITE TO-DAY



THE CLIPPER

There are three things that destroy your lawn. Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO. Dixon, Ill.

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

2 cents

per word for the first insertion is the rate charged for an advertisement on this page. Each figure is counted as a word, and a charge of 5c extra is made when a box number is required.

When more than one insertion is ordered the cost is one cent per word for each subsequent insertion, providing the copy is not changed.

Write your message legibly and state the number of times you wish it to appear.

HARDWARE AND METAL "Wanted" ads get results.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

For more than half a century our Canadian Rubber Factory has been manufacturing Rubber products. That experience has taught us how to produce qualities that will stand the test of wear.

Every detail in manufacturing is carefully supervised and the greatest care is exercised in the choice of materials. Our facilities for buying, manufacturing and distribution make it possible to produce Mechanical Rubber Goods that represent the best possible values.

As a result, the Dominion Rubber System products are recognized throughout Canada as the standard by which to judge Rubber qualities and Rubber values.

You can easily prove our claims by writing direct to our nearest branch for any need in Rubber. Prompt attention is given to all enquiries.

Canadian Consolidated Rubber Co.
Limited

Head Office . . MONTREAL

Service Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Kitchener, London, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver, Victoria.

If interested, tear out this page and keep with letters to be answered.

"Member Audit Bureau Circulations"

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, APRIL 6, 1918 No. 14

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THE MACLEAN PUBLISHING COMPANY, LIMITED

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

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License More Probable than Embargo

Report of Proposed Restriction of Importation of Automobiles and Accessories Into Canada From United States Caused Great Interest—War Trade Board Has Made no Definite Announcement as Yet

MUCH interest was aroused during the week by the announcement in one of the Toronto daily papers to the effect that drastic prohibition of imports was to be made on goods coming from the United States into Canada. The reason for this probable action was based on the desire of the Government to create a more favorable balance of trade, so that exchange on money between Canada and the United States would not be so high. It was pointed out that the rate of exchange on New York has been running to almost two per cent. Canada has been buying heavily in the United States, and the United States on the other hand has not been taking anywhere near the volume of goods from Canada.

The announcement that an embargo was to apply on automobiles, tires, accessories, patent medicines, silverware, jewelry, musical instruments of all kinds, boots and shoes, ready-made clothing, and in fact every article which can be manufactured in Canada was sweeping. According to an announcement by the War Trade Board on Monday of this week in the form of a telegram to an interested party in Toronto no decision had been reached at that time with respect to an embargo on automobiles and accessories. It was intimated that the matter was under advisement but that no decision had been made with respect thereto. A communication from Alfred Reeves, general manager of the National Automobile Chamber of Commerce at New York, later in the week stated that he had been in touch with the authorities at Washington and had been advised that whereas an embargo had been under consideration between the authorities at Ottawa and Washington, but that it was now proposed to license the importation of automobiles rather than prohibit the importation. It was further stated that while this action has not yet been decided upon it will in all probability be the method of procedure rather than to place an embargo on the shipment into Canada.

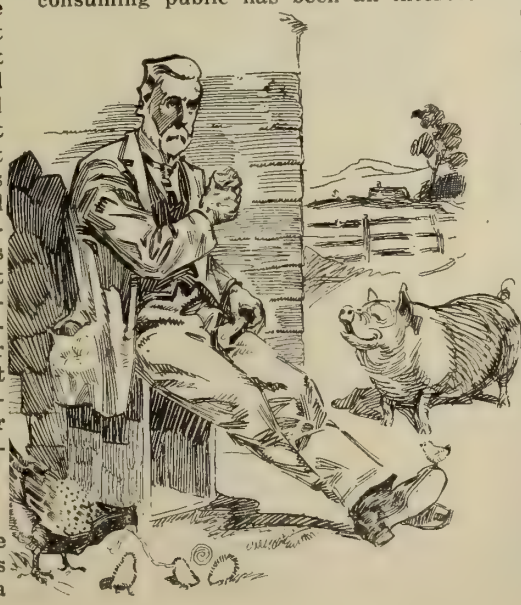
Canadian Dealers Opposed

Such drastic action as the complete prohibition of the entry of automobiles manufactured in Canada would work a serious hardship to many concerns who have made considerable investments for the handling of United States automobiles exclusively. Some concerns would in fact be put out of business entirely. Representatives of these dealers met the War Trade Board and laid their view of the matter before that body. Statistics given out by the Department of Customs at Ottawa during the week showed that the total importations of automobiles for the fiscal year 1917 included 12,037 cars, valued at nearly $8,000,000, or one dollar per head for the population of Canada. There was almost as large a sum spent in the importation of parts, but these were largely for the manufacture of new automobiles in Canada—a Canadian industry. If the importation of entire passenger automobiles were prohibited outright Canada would lose nearly $3,000,000 in duty. The figures for 1917 follow:

	Value	Duty
Passenger autos ...	$7,981,177	$2,790,256
Freight autos	423,824	148,338
Motorcycles, etc....	177,621	62,071
Motor vehicles, parts	7,200,017	2,171,723

Shutting Out of Accessories

Just what the shutting out of the accessories would mean to the Canadian consuming public has been an interesting subject of speculation ever since the idea was put forth. One large Canadian wholesale accessory house stated that it would not mean such a large item as would appear on the surface. It was asserted that fully 70 per cent. of the lines which they handle are already manufactured in Canada. If such an embargo were put into effect it would mean a great stimulus to manufacture in Canada. Those concerns already manufacturing lines in a small way would find a greatly increased market for their product. Some lines are not obtainable from Canadian manufacturers at the present time at all. Some of these articles are: clocks and horns, two-cylinder hand pumps, battery hydrometers, spark plugs, electric lamp sockets and connectors, dash and trouble lamps, starting and motor generator brushes, grease and oil guns, gasoline hydrometers, hose clamps, body polish, top dressing, top cleaners, aluminum enamel, black cylinder enamel, black enamel metal finish, clear glass solution, rust and scale remover, rim paint, clutch and brake compound, spring lubricating compound, chain lubricants for trucks, brake lining, copper gaskets.



Illustrating the view which some of the large dealers of automobiles have taken on the matter of an embargo the following communication which was sent to the War Trade Board is of interest:

Toronto, Ont., March 25th, 1918.

To the War Trade Board,
Ottawa. Ont.,

(Special attention of Messrs. McNaught & Gundy.)

Gentlemen:

Following the conversation held with Mr. Gundy and Mr. McNaught, and the subsequent permission to lay before you our views in connection with the recommendations which we are informed will be, or have been, submitted to your Board by the Committee of Manufacturers, Importing Dealers, Accessory Jobbers and Tire Manufacturers, in support of the claims that we made, namely, that these suggestions discriminated against the importer; were altogether probable to cause extreme hardship, and in fact would do a grievous wrong to a large number of Canadian citizens, while they would in turn work a most decided benefit to another section of the trade, we have to state as follows, but feel it our privilege to remark that in view of the difficulties with which the Board have to contend, to in any way adjust

the financial situation, that we wish it to be thoroughly understood our object is not along the line of personal gain, but rather against unnecessary personal loss, and the resultant undermining of national efficiency:

The proposal that the Canadian manufacturer and assembler should operate the entire Canadian field to the total exclusion and embargo of imported automobiles.

We contend that the proposal as outlined by the general committee is impractical for the following reasons:

(a) That it is impossible of operation without enriching some of the present participants in the business, to the extinction of others.

(b) That the control of manufacture and sale of automobiles in Canada, if placed in the hands of an exclusive few, eliminates competition, and creates a situation that could easily develop into a combine or trust to the absolute exclusion of manufacturing interests locating or organizing in Canada, and a curtailment of the industrial development of the country.

(c) That as the so-called Canadian Manufacturers' distribution of product is conducted through subsidiary organizations already thoroughly established, they are, therefore in a position likely to receive preferential treatment upon the following counts:

1. That the distribution of domestic manufactured automobiles has, at this date, largely been effected for this season.

2. That certain United States manufacturers, we are informed on the best authority, have within the confines of the Dominion an abnormal quantity of cars, which would not be affected by the proposed restrictive measures.

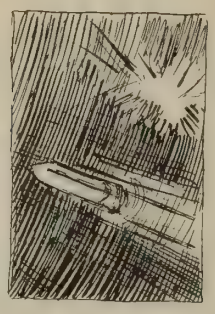
3. That equitable treatment of the trade in general, even if possible on the proposed redistribution basis of so-called Canadian manufactured goods, which we do not admit, could only be effected by costly administration.

4. That distributing importers cut down to a retail basis of sales could not survive (our opinion being that it is not the intention of the Government, under any circumstances, to kill already established Canadian corporate and individual interests.)

(d) That the definition of "Manufacturer" which we understand is contained in the proposal of your Committee, is misleading in the extreme. That whereas in this proposal the Canadian manufacturer is defined as one spending 40 per cent. of the *wholesale* price of his car in Canada, this percentage including labor on assembly, administrative and all other expense, that the same does not insure that any of the material used in manufacture will originate in Canada, and that it would therefore permit firms rated as manufacturers to import the maximum percentages of assembly manufactured wholly or partially outside the Dominion.

(e) That the proposal to place restrictions of the sort in effect immediately is onerous in the extreme. In no other lines of commercial interests where restriction has been found necessary on account of war condition has time not been given to ease the situation, and it must be remembered that in some businesses which have been restricted, that those so restricted could be quickly re-adjusted to fit National or other purposes, but that the organization and investment of the automobile importers does not admit of this.

(f) That the public perforce will purchase cars from a source from which it has in the past been led to expect would be most efficient in all matters pertaining to service and adjustments, and that the sale under a distribution of so-called Canadian product would place the importing dealer receiving his percentage of the said cars at a great disadvantage, for not only would he lack parts and equipment, but in the elimination of competitive selling his efforts would be nullified, and his sales so restricted that it would make it impossible for him to maintain the most meagre



establishment, and would inevitably result in his investment as existing being destroyed, even were the intentions, as expressed, carried out in the most sincere method.

1. That particularly in the innumerable small towns and villages, in the great majority of instances central points for large expanses of territory primarily devoted to the production of food-stuffs, service would become unavailable on many of the cars now owned, and would break down the efficiency of the car owner, whether farmer or business man to a point that would, in view of the existing labor shortage, lead to idle hours and to the curtailment of production of the food so necessary. As a concrete instance of this it can be safely stated that 90 per cent. of the cars in use tend to speed up individual efficiency, making it possible for the producer to save time, and to increase the day's work—long distances necessary to procure supplies and repair parts cannot be covered by any other method as efficiently as by automobile transportation—loss of time resultant upon the breakdown of farm machinery, tractors, etc., would be unavoidable. This, of course applies particularly to Western Ganada, upon whom we are all depending at this time of national stress.

Duties and taxes to be levied on net value of invoice at point of production.

That if it is thought desirable to restrict the sale of passenger cars, commercial cars, trucks and trucking attachments to utilitarian users only, we would suggest that it might be desirable to govern the sale by making it necessary to secure a Government permit to purchase, the fee for said permit to be determined.

That a federal tax of 3 per cent. on all new automobiles in dealers' hands of the passenger car type unsold, and a tax of 2 per cent. on all new commercial cars, trucks and trucking attachments in dealers' hands unsold be levied.

That no tax be levied upon passenger cars, commercial cars, trucks or trucking attachments that have previously been in use, and held for re-sale.

The foregoing is submitted to you as but a hurried effort on our part to endeavor to place before your Board the wide interests affected by any action as contemplated, and while we feel confident that there are many phases of this situation wholly untouched by us, we are also strong in our confidence, and have been so assured, that no drastic action will be taken until all interests involved have had a chance to lay their case before you.

We thank you for the courtesy extended to us, and for the permission to place the situation, as seen by us, before you.

We have the honor to be, gentlemen,

Faithfully yours,

(Signed) A. R. LEONARD,

President, Cadillac Motor Sales, Ltd., (Winnipeg, Man., Regina, Sask.). Authorized representative Manitoba Motor Trades Association.

(Signed) E. H. McGUIRE,

Sales manager Motor Sales, Limited(Calgary, Lethbridge, Edmonton, Alta.) and of Calganry Automobile Trade Association.

(Signed) E. P. CLARKSON,

Representing Dodge Brothers Motor Car (Canada).

BILLION SAVED IN WASTE MATERIALS

The United States is taking a leaf from the book of experience of Germany and is saving all of the junk that used to be wasted. Speakers at the annual meeting of the National Waste Material Dealers in New York recently said that the reclamation was worth $1,000,000,000 a year.

One firm handling old metals alone, it was said, did a business of $45,000,000 a year. These big figures, to those who used to hum, "Got any rags and bottles, any bones to-day?" were surprising enough, but the fact that the government is going into the junk business on a big scale came along as a new thing.

Louis Berkenstein, the retiring president of the organization, is going to Washington to work with the Bureau of Reclamation.

"The average man would be surprised," he said, "to know that under the system now there is absolutely nothing goes to waste in the United States. Even old shoes are put to many uses. They may be ground up for fertilizer, or burned and their ashes treated for chemicals."

The association elected E. Salomon president for the ensuing year. He said he would do all he could to speed up the reclamation work, even in the country and on the farms. He wanted to cooperate with the quartermaster corps of the army in searching for everything that possibly might go to waste, and suggested that iron might be collected in all sections with the aid of the railroads.

NEW MANGANESE ORE PLANT

Construction of a plant at Great Falls, Mont., for the production of ferro-manganese, which will release 50,000 tons of shipping now carrying manganese to this country from Brazil, has been determined upon by the Anaconda Copper Company. The anouncement, made public to-day in a letter which Secretary Lane received from John D. Ryan, president of the Anaconda Company, said the shipping thus released would be capable of carrying 300,000 tons of food and material annually to Europe for the American armies.

The offer of the Anaconda Company to erect and equip the plant in about four and one-half months and go into the ferro-manganese business was made to the War Industries Board, which promised every encouragement and help. The ferro-manganese is to be manufactured through the utilization of low-grade manganese ores in the Butte mines never worked before, and a large tonnage has been developed in opening up mines for ores of other character. In ordinary times these would have no value, but the Anaconda Company considered it a wartime necessity to undertake their conversion. In the manufacture of these low-grade ores into an 80 per cent. ferro-manganese product, hydro-electric power is available without taking it from any other use.

Accessory Dealers Organize

S. H. Rowed, of London, Elected Chairman of Section—A. Sharp, First Vice-President —J. J. Duffus, Peterboro, Second Vice-President—H. Angrove, Kingston, Treasurer

THAT whereas it is deemed advisable that the interests of the retail automobile and accessory dealers should be properly taken care of and a great many trade evils eliminated, we believe that this can best be done by becoming associated with, and by forming a section, to be known as the Retail Automobile and Accessory Dealers' Section of the Retail Merchants' Association of Canada, Ontario Provincial Board, and that we here assembled do hereby agree to become members of said section, and to adopt the constitution of the Retail Merchants' Association of Canada, and to be governed thereby, and that we proceed to elect our officers forthwith."

Above resolution, moved by B. Cane, of London, Ont., and seconded by J. J. Duffus, Peterboro', was the one which formally brought the new association of retail automobile and accessory dealers into being at a convention which was held in the assembly rooms of the Retail Merchants' Association of Canada, 2 College Street, Toronto. The meeting was called through the initiative of the Retail Merchants' Association and was presided over by B. W. Ziemann, of Preston, president of the Ontario Provincial Retail Merchants' Association of Canada, and W. C. Miller, secretary R. M. A. In point of attendance the numbers were not large, and there were slightly less than one hundred manufacturers, wholesalers and retailers registered, with the number of retail dealers numbering about one-third of the number. It was felt that it was unfortunate that more publicity had not been given to the convention and also that it was not a good time to get the members of the trade together on account of the busy season in selling automobiles at present. There were some excellent speeches made and the material given was of high order by those who prepared the addresses. There was enthusiasm for organization on the part of those present and the association was safely launched with officers duly elected as follows:

Officers

Chairman, S. H. Rowed, of the Ontario Garage and Motor Sales Company, London, Ont.; first vice-president, A. Sharp, Wolsey Motors, Toronto; second vice-president, J. J. Duffus, dealer, Peterboro'; treasurer, H. Angrove, Kingston; secretary, W. C. Miller, Toronto.

Executive committee—J. A. McLaren, London; W. A. Warren, London; Thomas Livingston, Hamilton; R. B. Robson, Guelph, with power to add to their numbers.

The delegates were officially welcomed to the city by Ald. S. Ryding on behalf of his worship Mayor Church. Much discussion took place on matters of vital interest to the trade. The work of organizing the trade throughout the province will now be proceeded with, organizers will take up the work almost immediately. While the numbers were small it was felt there was a good working nucleus and that with organization work properly carried out the association should come to be a vital force in the interests of the automobile and accessory trade.

ORGANIZATION

Address by W. M. Gladish to Automobile and Accessory Dealers

On such an occasion as this, when a general conference of members of a trade has been called together to secure organized conditions of business, it is quite easy for a speaker to take great liberties with the English language. He can employ generalities of expression that mean little, and he can use many fancy words that sound nice but do not take the audience to any destination. In introducing the subject of "Organization" at this convention, I might say many things which would please you, but they would not help the situation in the slightest. What I do want to accomplish is to give you the benefit of my experience as a journalist and an amateur trade organizer. I have come into contact with many trade associations; I have helped to organize many business bodies, and I have seen the benefits which are derived from co-operation.

In a nut shell, there are many advantages and absolutely no disadvantages resulting from organized trade effort. You may think that your competitor will adopt all your fine ideas. But he cannot do it. Try as he can, your competitor cannot put your plans into practice just as you have done. If he does make some sort of use of your suggestions, you are only helping to standardize the business, which, in itself, is a good thing.

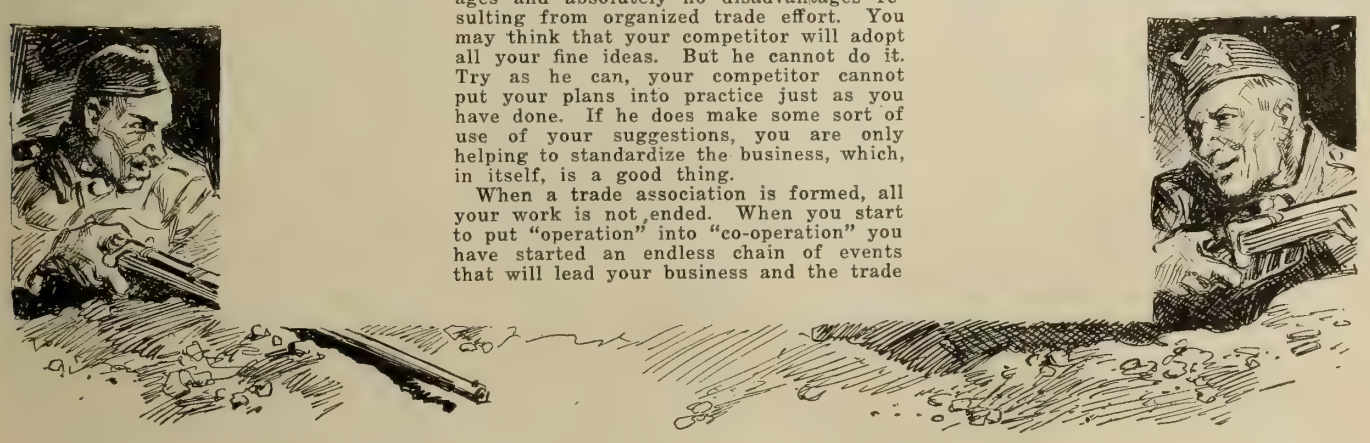
When a trade association is formed, all your work is not ended. When you start to put "operation" into "co-operation" you have started an endless chain of events that will lead your business and the trade in general to permanent success. A trade association is not a panacea for all ills. An association is not the beginning and end of all troubles. The association is the channel, however, through which you can secure relief from evils if you will do your share of co-operating. It has been said that "jealousy is the devil in any home and it is hell in any business." Professional jealousy has wrecked many enterprises. You will always find that when two or three are gathered together that new ideas will develop. I mean by this that entirely new thoughts will arise and everybody will be benefited. You could not have secured these new ideas in any other way than through the exchange of thoughts.

Too Close to Grindstone

You may not realize it but you have been living and working too close to the grindstone all along. You have been too self-contained. You have not been reaping the maximum benefit from your efforts. Why? Because you have not been enjoying the countless advantages of co-operation which come through a union of interests. Many of the present conditions which are bothering you would not be evident if you had been organized to meet outside influences. You talk of this and that tax, this and that restriction. If you could have talked the situation over with your competitors you would have been able to regulate matters effectively by the power of your united decisions. You have been wondering what Ottawa is going to do to you. If the automobile business had been thoroughly organized you could have told Ottawa what to do. In any event, you could have discussed the situation with the authorities and your negotiations, as a trade body, would have led the Government to take action along lines that would be fair and equitable. Up to this moment you undoubtedly have allowed yourself to hold the opinion that most everybody was working against your interests. God helps those who help themselves. This convention could not have been held at a more opportune moment. It may be too late to ask Ottawa to consider your message in the present crisis but the situation is such that you cannot help but realize the need for co-operative work. Now is the time to get busy to prevent further restrictions and hindrances.

Prostitution of the Press

I cannot permit this opportunity to pass without reference to a subject that has been in my mind for five or six years. I refer to the prostitution of the press



by the automobile people, generally speaking. I mean that you, individually, have been wasting the power of the press. The daily newspapers have devoted many columns of space in the past to the publiccation of factory-baked reading matter that got nothing for you. Look at any automobile page in a newspaper in the country and you will find a lot of stuff that is merely wasting valuable space. The casual reader of the newspaper, who is the man you are trying to reach, does not take the time to read what some automobile dealer or owner has done in Alabama or about some automobile stunt that took place in some out-of-the-way place in Oklahoma. The newspaper has been anxious, in many cases, to print this stuff because it was anxious to get your advertising business. It is partly the fault of the newspaper and mainly your fault that the paper has not been supplied with real news about the automobile. With a real live association, you can remedy this evil because you can arrange to have all newspapers supplied with real information of local interest. That is the stuff that counts. If all the columns devoted to so-called "bum puffs" had been used to create proper impressions among the people about the utility of the automobile, you might not be suffering now from super-taxation and iniquitous legislation. The papers have been improperly used because you have felt that the main thing was to get the name of your car and your own name in the papers, regardless of the nature of the so-called news that went with it.

Time For Real Change

It is time for a real change in this respect. Because the automobile has been improperly advertised in this way, the whole automobile business is more or less under a cloud. The organization of an association in Ontario will help to drive the cloud away. I could speak at great length on this vital subject but time does not permit. I will say, further, however, that such articles as you have been reading in the daily newspapers during the past few days have been the result of the fact that you have not been in close touch with the newspapers. If you had a real association, the newspaper editor would have simply referred to an officer of the organization for the trade side of the story. In this way, you would have been able to correct a mistaken notion.

You are behind the times although you are associated with a young industry. I refer, in this instance, particularly to the dealers of Ontario. There are strong automobile trade associations in Montreal, Winnipeg, Calgary, Vancouver and other Canadian cities. These associations are dealing with many matters of national importance as well as local matters. The trade association idea is not a new one. You will find such organizations in many other businesses of the country. It is your turn now. Even the bicycle business is well organized. You can take a real lesson from the bicycle industry. In many ways, you owe a great deal to the bicycle. The bicycle made the automobile possible.

"The automobile accessory business has grown during the past years to such proportions as to cause all but the most careful observers of the business to lose sight of its size and importance. From a pastime of a few years ago it has grown to a full-fledged industry involving millions of capital and employing the services of thousands of men. A portion of this phenomenal business can readily be obtained by every automobile and garage man.

5,000,000 Gallons Lubricating Oil Used

Estimated Will be 240,000 Cars in Canada by End of Present Year—Consumption of Gasoline in Neighborhood 100,000,000 Gallons—Oil Man Gives Interesting Data

J. F. SHATFORD, manager, Eastern Ontario division of Imperial Oil Company, gave some interesting facts in connection with the consumption of lubricating oils in Canada at the convention of the Ontario Automobile and Accessory Dealers, held in Toronto this week. His address follows:

"The important question that arises is, What do we estimate the consumption will be of auto oils during 1918? At the end of 1917 there were 200,000 automobiles registered in Canada, an increase of 80,000 over the previous year. If we allow for a similar increase during the present year and say that half of this increase will be effective from the beginning of the season, this will give us 240,000 on which to base our figures for 1918. We figure, as a conservative estimate, that the average consumption, after making due allowance for cars laid up for repairs, etc., is 20 to 25 gallons per car. This gives us a total of, say, 5,000,000 gallons. The Province of Ontario accounts for approximately half the total number of cars, and will consume half this quantity of oil. Gasoline consumption in Canada totalled about 100,000,000 during 1917.

"This has become a very important branch of our business, requiring great technical knowledge on the subject of lubricating oils in relation to internal combustion engines, and we have endeavored to impart some of our knowledge to the public through advertising of an educative nature, although this can only be done in this way to a limited degree.

"We miss the annual automobile show of pre-war times, when we could in a practical way demonstrate to the dealer and automobile owner at least two very



J. F. SHATFORD

Manager Eastern Ontario Division Imperial Oil Company.

important qualities essential to a good automobile oil, and at the same time give him an ocular demonstration of the fact that while two oils may appear to be identical at a certain atmospheric temperature, a great difference may be observed when they are exposed to low temperature or submitted to high temperature.

"I may mention as a matter of interest that the inner walls of a water-cooled cylinder carry a temperature ranging from 250° to 350° F. Keep this fact in mind when looking at samples in bottles. You see these oils at atmospheric temperature ranging at 60° to 70°. At this temperature two oils may look alike, but submit them at 300° of heat and a poor oil will break down in body as thin as kerosene, while a good oil will be only imperceptibly affected, still retaining its lubricating efficiency. Again submit them to a cold test of, say, zero to 10 above; a good automobile oil will still remain fluid, while a poor one will congeal and cease to flow. It is only necessary to mention these points to see how important they are.

"It is not a very difficult matter for the oil refiner to produce an oil with either one or other of these qualifications, but it is a difficult matter, and one requiring the most scientific treatment to produce an oil with these two qualities in combination—i.e., resistance from deterioration against both high and low temperature. It is not every crude from which these results can be obtained, and it may be of interest to know that we use Peruvian crude from which to refine our best automobile lubricants.

"There is one more point I would like to mention: When an automobile is new all the working parts are snug, with just enough free play for smooth working, and under these conditions a comparatively light bodied oil is required. After the car has been in service for some time the parts become worn, with more space between the working parts, with the result that a time arrives when a change to a comparatively heavy oil is required. In our business we have provided for this contingency by placing on the market two scientifically prepared grades.

"In what I have said I have tried to bring out two points of real interest to the dealer, viz.:

Lubricating Oils on Increase

"1. The rapidly increasing consumption of automobile lubricating oils estimated at 5,000,000 gallons in Canada for 1918, and in this connection you are each interested in ascertaining how much of this trade is available in your district. To find this count the cars in your field.

"2. The necessity of stocking oil of a known reputation for good automobile lubrication. It is not always convenient, nor indeed is it possible in every-day dealings, for the dealer or automobile owner to make the tests alluded to above, but he must of necessity rely to a large extent upon the reputation of the firm with which he is dealing.

Credit Not Advisable

"I notice on the programme that a representative of the Imperial Oil, Limited, would say something in connection with credits. This is really a rather delicate subject to deal with; but I am going to take the risk to briefly state that if there is one line on which credit should not be asked it is on material used for pleasure, such as gasoline and all other products, including accessories, and the principal reason for this is when a man goes to a garage or filling station and has his tank filled with gasoline we will say, for example, before making a trip he knows when the trip is over that the product he purchased for his pleasure trip has gone up in smoke, so to speak, and if there is anything that calls for cash terms it is, I believe you will agree, a product which is used almost solely for pleasurable purposes. If a user asks a garage man for credit, unless the latter has a large capital it means that he also must get credit from the manufacturer or his supplier, and, considering conditions to-day, it should be very difficult for anyone to buy petroleum products on credit.

"I am quite sure the manufacturers of petroleum products to-day, with one or two minor exceptions, could sell all their products for cash without sending out a salesman. This is owing to the large export, as well as large local demand.

"The man who sells on credit naturally must get higher prices in order to take care of the extra clerical work and to provide for bad debts, of which there is bound to be a certain percentage proportion.

"Money is comparatively plentiful. Therefore, I do not believe there was ever a better time for all retail merchants to inaugurate an absolutely cash system of some kind."

Tendency in Tires Toward Anti-Skid

Anti-Skid Adds Measure of Security and Prevention With Greater Life—Capital, Brains and Big Machinery Required in Making Tires

A. A. BRIGGS, advertising manager of the Dunlop Tire Com-Company, gave a talk on "Peeks into Tiredom" at the convention of the Automobile and Retail Dealers' Association in Toronto as follows:

Survey the business horizon of any civilized country, analyse the vicissitudes of any industry, and undoubtedly you will be at a loss to find a commercial unit that, starting as modestly as the pneumatic tire, has become such a factor of comfort in the life of the nation.

It might be said that the automobile made the tire. Then, again, it might be said that the tire made the automobile. Certainly, a sizing-up of the early days of the pneumatic tire industry shows more than a goodly measure of the usual discouragements. Some folks thought the tire industry was rendered hors-de-combat when the bicycle started to slip about fifteen years ago. Yet you all know what happened—not only did the automobile at first creep then burst into public favor—but the bicycle came back with a vengeance, too.

No sensible man now gives much credence to theories about substitutes for rubber in making tires any more than he pays heed to all those fantastic contrivances that are going to take the place of inner tubes—according to the inventor.

While it is generally considered that shock-absorbers and good springs make for greater running life in the car, there can be no doubt that comfort in driving is to a large extent in proportion to the resiliency in the tires.

So that, while tire manufacturers in the past decade or so had largely to concentrate on the right way to convert pneumatic bicycle tires into automobile tires, by a process of enlargement, the present day tire maker, if conscientious, is kept busy getting still greater efficiency out of the established methods and processes of manufacture, which have well nigh proven their invincibility.



A. A. BRIGGS

Advertising Manager Dunlop Tire and Rubber Goods Company, Toronto.

The tendency at this time would seem to indicate a decided preference for the anti-skid tire. To anyone who drives a car this is at once logical. Apart altogether from minimizing skidding, the puncture bugaboo makes any auto owner see that a tire with solid corrugations on the tread has that much greater chance of heading-off the ever-present nail. Then, again, as you all know, on rainy or sloppy days cars, especially with small wheel bases, have great difficulty in making headway on plain tires.

No matter how viewed—apart from the factor of original cost—the anti-skid tire adds a measure of security and prevention, with greater life thrown in as good measure, that the knowing motorist will eventually regard as indispensable.

What the future holds in store for either the tire-maker, seller, or user, no one can predict with certainty. Yet pronounced tendencies make possible at least some ventures into the realms of speculation.

This very meeting itself is surely indicative of which way the wind is blowing—not out of the tires, but into the fundamentals of retail management—reselling, cost-finding, etc.

Probably in the past there has been too great a tendency to think that anybody could jump into the garage business, that the great sale of cars gave it the King Midas touch of easy money. It must be patent to anyone acquainted with the automobile industry, and likewise the tire industry, that the same business acumen—same qualities of hustle and reliability—are as necessary in selling tires as retailing any other commodity.

Somebody once averred that the moving picture business was nearly all profit. Then, after they went through a "movie" plant and saw that it consisted largely of a dark room, and enough vacant floor space for a dark cat to prowl around as a sort of good-luck mascot, they were completely convinced that the business was absolutely all profit.

The same fellow ventured further in his surmises and hinted to someone that the tire business was a veritable gold mine. Then, after he had been taken through a plant where tires were made, he confessed he had a change of heart—it really took capital and brains, and big machinery, and a multitude of busy people to make each and every tire.

Unfortunately, working on this theory that anybody could dabble in the tire-making industry, Canadians have been exploited in more ways than one by men who were going to work revolutions in the tire business—the principle revolution being that kind of camouflage which catches the ear of the unwary investor, then catches the first train out of town.

Probably in the future we will still have with us, like the poor, the smooth, dapper gentleman who wiggles into some small city or town, and there in the glorious sunshine paints a picture, subject: "Stretching the Truth About Rubber." Everybody knows him. He is a pronounced enemy of the trade, because the stock holders he seeks are told they will get their tires direct with ten or fifteen per cent. off.

Must Change Business Methods

Editor of Motor World Says Man Returning From Front Will Expect That Business Methods Should Change—Used Car Show in Chicago

RAY W. SHERMAN, of the "Motor World," New York, said if the organization went at it the way that discussion was carried on that afternoon it would mean a real beneficial organization. In Chicago they are holding a used car show. One of the things is to have an appraisal committee to pass on a car and give some guarantee that it will not be junk. They must be all rebuilt cars. Such a show must be advertised and organized. They distributed something like 200,000 tickets and put an admission of 25c on gate; this netted some 1,500 paid admissions.

Inspection of all cars entered was made by the show association. Their schedule of depreciation is on a fair basis; it is published by the Chicago Automobile Trade Association, and is issued four times a year. Systematizing of used car business is very important. It is a fact that the automobile dealers are often not good business men, because they were very often mechanics. They are not to blame for this, but a man cannot remake himself in a hurry. When the men come back from the front they are not going to accept things as they left them. If we as business men do not change we are not going to keep up with the procession; it is a transformation of character that is needed. We must come near to the ideal of Mayor Duffus, of Peterboro, who has departmentized his business.

"Business is changing faster than we realize. If we do not get the cars what are you going to do? The man who does not know where to turn will go out of business. One man was telling me that the hardware man is selling accessories and the owner is taking them around to the garage and gets the garage man to put them on, and the latter loses money on the transaction. One man had accessories and kept them under the back stairs. He never really started to sell accessories until he put them in a window and now he has an accessory store.

One of the troubles in the United States is to get men; no, you never can get men. You have to make skilled men. There must always be an incoming source of trained men.

You must have a definite policy on giving service. One concern gives no free service whatever; some, however, consider their car often gets a black eye if some little thing is not righted.

Salesmanship is a thing that is given too little consideration and Hugh Chalmers says to get 100 per cent. salesmanship an Irishman must sell to a Scotchman and the Scotchman to a Jew, and they must all make money. Mr. Sherman was given hearty applause for the breezy and able way in which he treated his subject.

Problem of Credits

Mr. Beach of the Northern Electric Company dealt with the subject of "Credits in a Retail Business."

"Prosperity as we see it now is nothing more than a false prosperity, and we want to be prepared for it, some will be lambs and some will be goats. To prepare for that time we must lay a basic foundation. Accounts should be divided into two classes, first those who pay their obligations when they are due. Second there are those who are a moral risk in carrying; only one way to deal with them and that is to know your man. Any expenditures made in entertainment and traveling are well justified in getting to know your men. I have done considerable traveling in finding out and knowing the man; it has often saved the situation; you get his confidence and you are in a better position to understand him; when you have talked with him you are in a better position to know him than by receiving reports of mercantile reporting houses."

Manufacturer's Relations to Dealer

H. C. Lower, sales manager of Goodyear Tire and Rubber Company said:

"It is generally recognized usual channels are the manufacturers, dealers and consumers. The tendency has crept in to think the manufacturers are getting the biggest end of the deal. The problem uppermost in minds of manufacturers is to know what it costs the retailer to do business, but he wants to have more expertness and permanent distribution. The retailer must get a fair profit in order for the manufacturer to retain this business, so it is to his interest to keep his good-will. What is good for the retailer is good for the consumer. Your problem of gross profit and net profit will be greatly facilitated by having an accounting system that will show the manufacturer what the actual profit is. The growth of transportation is going to be one of the vital factors in development. There are three kinds of transportation —motorcycle, automobile, motor truck, which are becoming more and more one of the largest industries of the world. It is generally conceded as fair to make 5 to 10 per cent. on turnover; where turnover is made four or five times over it should be reasonable to expect net profit to be as low as 4 or 5 per cent.; where turnover can be made only once a year the net profit must necessarily be higher and would probably range up to 10 per cent."

William Allan, sales manager of the Marathon Tire and Rubber Company, in his talk on "Tires," dealt with the problem of the price cutter. He dealt with the advantages of organization to overcome this. He said in part:

"The manufacturer has been in no way to blame for price cutting, unfortunately the dealer is not able to insist on a certain price because his competitor cuts first. There is something radically wrong in this condition. If the trade is organized this could not happen. There is a certain aim by all good dealers, viz., the acquisition of goodwill. The price cutter does away with all this; this can be overcome by organization."

W. M. Gladish, editor of "Motor Trade," stated that he had received a telegram from Ottawa on Monday of this week which stated that the government had not yet taken any action with respect to embargo on automobiles and accessories. The War Trade Board had been considering the matter but as yet no recommendation had been made. A communication from Alfred Reeves of the National Automobile Chamber of Commerce of New York City the following day stated that he had been in touch with the authorities at Washington and that it was now proposed to license importation of automobiles into Canada rather than place a complete embargo on their shipment.



Bill's Vision.

Time for Economy in Automobile Trade

F. W. Evans, Toronto Manager of Canadian Fairbanks-Morse Company, Says it is Better That Dealers Should Institute Economies Rather Than Have the Government Compel Them to Change—Should Assist the Government

ASSERTING that it was not the purpose of the Government to "cut off their nose to spite their face" in the prohibition of imports of automobiles and accessories into Canada, since there was an enormous revenue derived in Customs duties, F. W. Evans, Toronto manager of the Canadian Fairbanks-Morse Company, at the organizing convention of the Automobile and Accessory Dealers of Ontario, made a plea that dealers should get behind the Government and give them every assistance in this time of stress. His address follows:

PRESENT DAY PROBLEMS

Mr. Chairman and Gentlemen:—

I do not promise to solve everybody's problems or difficulties, as every firm has troubles of its own peculiar to its business and location—but there is an old saying that when "A" is in trouble, "B" with due consideration refers him to "C"—or in the common every day expression—"Let George do it," which aspect has been in evidence and is still apparent among corporations and individuals in dealing with war measures and problems.

A great many Canadians have not yet realized that we are at war. The same extravagances—in food and clothes—the same indulgences in amusements and idleness, and the same lack of concentration of effort are in evidence and, in many cases, to a greater extent than they were in late 1914 and early 1915, due largely to prosperity of a lot of people, who never saw or had so much money in their lives before, and never having been trained or educated in the handling of large sums of money, spend it inadvisedly. In fact, I think I am safe in saying that there are hundreds of people who have purchased automobiles since the beginning of the war, and the war has made it possible for them to procure a car whether their position in life enables them to afford such a luxury—the question is should we encourage such business—evidently the Government intends to answer this question for us. Are we going to waken up, and when? After the Huns have won? Or are we, all of us, going to help beat them?

We, all of us, are asked this year to save our money to help in future Government loans. There will have to be more, probably many of them, and we, all of us, are being asked, begged, to help increase and conserve our food supply, as well as direct and conduct our business in every possible way to win the war.

We are all, more or less, selfish of our own interests, hollering about our rights. What are our rights anyway? Have we any, when we stop and think of the war necessities? Let us eliminate the word "rights" and substitute the word duty—what is our duty?

We are face to face with the greatest of problems and everybody is anxious to know what effect the anticipated Government restrictions will have on our business. Is it not much better to suffer temporary loss or restrictions than to experience total loss later on? Let the purpose or keynote of this convention be to assist our Government in every possible way. This first gathering is a step in the right direction, it will mean a better understanding, more co-operation—just to illustrate, last year the Ohio State Automobile Dealers' Association was organized and at the first meeting held at Canton, Ohio, shortly afterwards, the president was called to Washington, with five other automobile dealers, to meet with the Economy Board, to discuss the automobile business from an economic standpoint; in other words the Economy Board wanted to know where or how the automobile men could economize in their garages so that in case the war department would call on and take away from them from fifty to seventy-five thousand mechanics whether they would be able to adjust themselves to the condition and have this advanced information without crippling their business. The chairman of the Economy Board stated that while they were not anticipating immediate action, so far as taking the men was concerned, they had called the dealers together that they might start to prepare themselves, as in case the men would be called it would take from one to three out of every garage in the United States and the dealers would have had time to prepare themselves and so arrange their work as not to make it a hardship to have these men taken from them. To give you an idea what they meant by "economy," for instance, they had called into conference the woolen cloth manufacturers, the merchant tailors, gents' furnishing stores and others to discuss the different problems of economy in their lines. The Economy Board found that there were given out over seven million samples of wool, ranging from 6 x 5 inches in size—such samples as you see in tailoring shops. These samples they were going to cut down to the size of a calling card, and some of them would be eliminated altogether, which would mean a saving of one and one-half million yards of wool. They also planned to change the lining on the inside of coats to be placed at one-half inch of edge instead of four inches of the edge as at present, which will mean a saving of another million yards of wool.



F. W. EVANS

Manager Ontario Branch Canadian Fairbanks-Morse Company, Toronto.

The can of paint. There will not be all kinds of shades and colors of paint. There will be only the standard colors, as red, white, blue, green, black and so forth. There will not be the numbers of shades to set around in the hardware stores from five to ten years without being used. This means a saving of nearly a half million gallons of paint.

The matter of service was discussed. He asked how many free service stations there were in Canton. "Well, these men go out and change tires as far as five miles, free. Is it not a fact that if a man knew that he should have to pay for the service of these men and cars to change his tires, he would get out and change them himself?" He asked how many of these tire men were employed. The answer was from one to three men. "They are all good drivers, are they not?" The answer was yes. "That is the kind of men we are looking for to drive trucks and ambulances."

The chairman said further, "We are not going to do anything drastic or anything that will cause a hardship on the automobile dealer, but we want to start to prepare for things that may have to be done and then if we do not need to do them, we have not lost anything, and if we do need them we have gained much." In conclusion he said: "Now, gentlemen, the government wants you to organize. It is absolutely necessary that you go home and organize your dealers, those who have not organized, so that when we need a representative of your automobile dealers we can push a button and get him down here to Washington immediately." He said, "It is your patriotic duty as citizens to organize and be in position to give the government the support it may require."

We can be of the same value and assistance to our own Government. They do not intend to "cut off their nose to spite their face." The revenue to the Government from automobiles and accessories is enormous—both directly and indirectly—but their object and purpose is, due to present conditions, to direct and educate us in handling our business through channels where it will do the most good, in their efforts to win the war. Therefore, let us not hinder but help. We, all of us, might, by slightly tightening our belts, and pulling our purse strings, relieve the situation a great deal, and we can and will have to do it, and much better now than later—for every individual and business organization in Canada must be made to realize the seriousness of the situation—face the facts, and do their part. We cannot do it as individuals but as organizations, the nucleus of a very important one we are starting by this convention.

There are many problems we have to face, peculiar to the business we are in, but time will not permit me to dwell on them.

Credit, you will agree is the most important part of your business—if I were to ask different gentlemen here the name of the worst dead beat on your books, a very interesting discussion would commence. You can see what a strong dealers' organization will do for you, with an ex-

change of credit information bureau—it will protect you against undesirables. It makes a wonderful combination between the customer and the dealer and improves the position of the dealer with the manufacturers and wholesale accessory houses. By the way, the other day, a credit manager of one of the large accessory houses was telling me about his experiences with some of the garages, and he stated that he had occasion to 'phone one garage whose account was overdue, and as they had ordered more goods, he politely asked if they could let him have a cheque on account, or would he send the additional goods up C.O.D., and the response over the 'phone was, "That they would see him in hell first"—a little more Christianity in business would help a great deal. Many problems will be overcome by a dealers' organization in Ontario, and many benefits derived therefrom.

Educational campaigns among the dealers of the province, so far as keeping their places clean and in good shape, their stocks well displayed in show cases and in many other ways, keeping their places in shape so that lady as well as gentlemen buyers may enter as readily as into a hardware store or drug store or any other place of business. This campaign may be put on by their secretary, and it will not be long until the dealers throughout the province will be considered just as good merchants as anybody else in the merchandising business.

Manufacturers' contracts can also be eliminated through the dealers' organization. I speak particularly of the contract made by the manufacturer of automobiles to the dealer selling cars. I recall one case where a man was in the baker business. He bought an automobile, and the salesman persuaded him to sell his business, which at that time was making him money, and go into the business of selling cars. He interested the man so much that he decided to do so. He sold out his business for $7,000. His wife inherited $5,000 more. They took the $12,000 and put it into the automobile business, rented a $3,000 salesroom which they leased for a term of years. The man the first year sold about enough cars to break even on expenses. The second year he sold about twice as many cars as he did the first year, and made some money, but he spent the greater part of it for advertising and building up what he thought was going to be a permanent business. But there was a man in town who was jealous and who thought the other fellow's business was too flourishing and doing too much business on the line he was selling, and he wanted the line. He goes to the manufacturer making the car and offered to take twice as many cars as this man had contracted for, and also put up twice as much money as this particular man was able to do. It was along about the latter part of February when the manufacturer suddenly decided that he would cancel this particular agent's contract. The man had carried all of the expenses through the winter of a large place. He also had orders booked for spring delivery, but this made no difference to the manufacturer. His contract was automatically cancelled, and the agency was turned over to another concern. The new concern decided that they did not want the lease, therefore the man was left with a large building on his hands with no agency or anything to put in it. He also had a lot of machinery, parts and other materials to take care of the service of a car which he was selling, which the new man naturally bought at fifty cents on the dollar, as it would have done the former dealer no good after losing the agency for the car. This kind of contract will certainly be eliminated as soon as they have enough of strong organizations.

The organization will also eliminate the salesman going around and selling all of the dealers about, two, three and sometimes as much merchandise as the dealer should buy, simply because he tells him he is giving him the jobbers' prices, and that he will be able to clean up. The fact of the matter is that this salesman knows that this dealer cannot clean up the quantity of merchandise he is selling him. The dealer finds that the merchandise is a boomerang, absolutely worthless, and will not sell at all.

The wholesale accessory jobbers want to prevent this, and their salesmen know that they discourage business methods of this kind, but on the other hand, the wholesale accessory jobbers are clearing houses for the dealers—for in purchasing millions of dollars' worth of accessories every year, they have an opportunity to develop good judgment in buying, sorting out the worthless and useless accessories, for there are many, on which good time and money is spent. These must be eliminated just the same as restrictions on other commodities and supplies.

I feel confident that this organization will be ready at all times to co-operate with the Government and all branches of business in meeting war conditions, even to the extent of self-sacrifice, which, after all, is one's duty in this crisis.

Retailer Should Pay Himself a Salary

Address on Cost of Doing Business Before Automobile and Accessory Men Created Much Interest—Knowledge of Business Necessary

At the convention of the Retail Automobile and Accessory Dealers of Ontario an address by John C. Kirkwood on "The Cost of Doing Business" was of great interest to those present. Mr. Kirkwood enumerated the various items that should be taken cognizance of in ascertaining the cost of business. "If a merchant knows the cost of doing business he will make the necessary effort to make his required profit. The cost of doing business has an intimate relation with the question of salesmanship." The substance of Mr. Kirkwood's address has already been given in these columns as the speaker recently addressed the Ontario Retail Hardware and Stove Dealers' Association at Hamilton on the same subject.

Advisable to Advertise

R. A. Baker, of the Baker Advertising Agency, said the dealer can get a great deal more business if he goes after it. Letter, direct literature, local papers and parish papers are good mediums. In a town of 5,000 population he would advise spending $500 in local newspaper, and $500 in other literature. The manufacturer will usually go fifty-fifty. Mr. Baker believes advertising beats down resistance to extent of 75 to 90 per cent. Putting the written message across brings good business.

Requirements of Salesmanship

J. B. Caswell, general sales manager Champion Spark Plug Co., said the section was lucky in having a parent organization. "Any business is a good business if you run it as a business. Show me the business that has not a trade organization and I will show you a business that is not paying. The main object of all dealers is to make money, when that is realized co-operative effort becomes easy.

Salesmanship requires that a man keep physically fit; you must be efficient; to be efficient you must know your goods. To be efficient you must live, breathe, talk and die with them. Buyers want to know the simples; do not becloud with technical points; study the plain essential facts—the things he wants to know the same as you want to know. Character study is the greatest help in salesmanship that can be found; do not bore your subject. The term best fitted is diplomatic persistency. The question is when to stop and when to go on. Cost has a direct relation to sale; in keeping down costs it becomes an aim; you know what you have to attain when you know the cost of doing business.

LABOR SAVING DEVICES WEEK

The second annual Household Labor-Saving Devices Week will be nationally observed by furniture merchants and house furnishers in general during the week of May 6 to 11, at which time a special drive on goods in stock which make housework easier will be put on.

The idea for Household Labor-Saving Devices Week was originated last year and it was put on by many merchants with gratifying increase in sales. This year bigger plans have been made for the week and manufacturers of labor-saving articles have been invited to co-operate in helping the merchant make the week a big success.

The idea of an anual Household Labor-Saving Devices Week has a sound merchandising foundation, and any merchant selling household furnishings can observe the week with a satisfactory increase in profits. Old methods are fast going into the discard. War needs have speeded up efficiency everywhere. The home has assumed unusual importance of late as the necessity for saving on food and fuel has increased. Women are taking an active part in the war work and they are being stimulated to thrift and efficiency as never before. The war has accomplished in a few strenuous months domestic benefits that years of peace might not achieve. Thus women are eager for the latest methods and the up-to-date appliances for doing their housework and saving food and money and time, and the merchant who observes Household Labor-Saving Devices Week will be astonished at the widespread attention it will receive.

Domestic help, too, is scarce this spring because women who work have been attracted by the high wages offered by factories and so more housewives than ever before are doing their own work. This gives them a special interest in labor-saving articles.

Growing Gasoline Demand Will Be Met

Estimated Needs of United States For Home Use and Export Placed at 63,000,000 Barrels, or 2,000,000 Barrels More Than Production

THE gasoline demand for the year 1918 will be met, says Richard D. Leonard, manager of Atlantic Refining Company in an article in the Philadelphia *Public Ledger*. In the face of facts that apparently indicate a shortage, the petroleum industry merely smiles and says, "The demand for gasoline always has been met and will be met again this year."

There is no fear or apprehension. On the contrary, there exists a feeling of confidence that could be born only of years of experience.

There has not been a year since the automobile industry became a factor in our national life that the estimated requirements for the year have not exceeded the estimated production. But in each case the petroleum industry has risen to the occasion and met the demand.

The average man may well wonder how it is done when he considers that the number of automobiles owned in the United States jumped from 400,000 in 1910 to more than 5,000,00 in 1917 and, of course, the gasoline demand rose in proportion. In the same period the production of crude oil increased only 60 per cent. to meet this increase of more than 1,000 per cent. in motor cars.

In 1910 there were produced approximately 210,00,000 barrels of crude oil, and in 1917 it was 340,000,000 barrels. It is very apparent from these figures that crude oil production did not in any sense keep abreast of the needs of the country.

The refiners' problem, therefore, was to meet the growing demand for gasoline by increasing the yield of gasoline from the available crude oil. The achievement of the refiners of petroleum in increasing the yield of gasoline from crude oil sufficient to meet the unparalleled increase in demand is remarkable as an industrial accomplishment and has served to place it among the leading industries of the world.

Gasoline Supply for 1918

Any prediction or prophecy of how the demand for gasoline will be met in 1918 should be based on past experience as revealed by the statistics of the petroleum industry and not on any assurances pertaining to the future. The gasoline requirements for the year 1918 must of necessity come from the crude oil and from the supply made from natural gases, which is seldom in excess of five or six months' requirements, while gasoline in stock at refineries is seldom in excess of from thirty to sixty days' requirements. This would furnish a rather discouraging outlook, but for the inevitable optimistic attitude of the petroleum industry.

The latest figures available indicate the stocks of crude oil amount to about 212,000,000 barrels, equivalent to 34,000,000 barrels of gasoline. In addition to this there are about 6,000,000 barrels of refined gasoline in stock at refineries. For the last several years, besides using up the regular production it has been necessary to draw more and more upon the reserve stocks. In 1916 the crude oil in storage was drawn on to the extent of 24,000,000 barrels, and in 1917 the reserve stock was further reduced 24,000,000 barrels.

And yet, in the face of these astounding figures the producer merely smiles and says, "The demand always has been met and will be met again this year."

Production of Crude Oil

Crude oil producing requires an operator with an optimistic viewpoint. It is, always has been, and probably always will be a business that has in it a large element of chance. The geologist and his studies have undoubtedly assisted in the solution of the problem, but the average producing field has been developed by men who had very little faith, if any, in the findings of the geologist, but who by nature were inclined to take big chances with only the incentive that they might some day strike it rich.

Ordinarily the individual or small operator is the man who does the experimental work in the undeveloped field, and it is this type of operator who is doing the "wildcatting" and is responsible for the opening up of the big fields where crude oil production is possible on a large scale.

The stories of virtually all the larger oil fields in the United States country are the same. There is the period of wildcatting or experimental drilling, the period of steadily increasing production until the peak is reached and then a gradual decline until the field ultimately peters out. It is, therefore, very necessary in order that crude oil production should be kept up that there should be an incentive to keeping up constantly experimental work for the discovery of oil and the opening up of new fields. To the average man who has made a success his business is the greatest game in the world, and if you take out of it the element of sport you rob it of all incentive.



Crude Oil Refining

Assuming that the production of crude oil in 1918 will increase in the same proportion as the production in 1916 and 1917, the problem then becomes one of stretching the refining of gasoline to cover the demand. It is generally estimated that the 234 refineries throughout the United States have a still capacity considerably in excess of the requirements for running off the maximum production of crude oil.

It is estimated that 318,160,000 barrels of crude oil will be run at the refineries in 1918, and that the yield of gasoline will be 61,000,000 barrels. The needs of the nation for domestic use and export have been estimated at 63,000,000 barrels, 2,000,000 more than the estimated production. This shortage will be made up from the reserve stock of 6,000,000 barrels on hand January 1, 1918. There is a possibility, too, that gasoline from Mexican crude oil may be used to bridge the gap. The problem of facing an apparent shortage is simply a repetition of past experiences, and if the problem is left in the hands of the men who have been a force in the building up of the industry, the supply for the year 1918 undoubtedly will be very amply met.

The handling of the entire petroleum industry is more or less romantic in its nature, and it is quite certain that if the atmosphere of the business is not radically altered, and if the men who built it up from a small beginning are permitted to continue to operate it, they will rise to the occasion and meet every requirement of the emergency which exists in the present national crisis.

GLASS PLANTS TO CLOSE

With the first operating period allowed manufacturers of window glass by the United States Fuel Administration at an end and the closing of approximately forty-five such plants, largely distributed through the States of Pennsylvania, Ohio and West Virginia, a statement made public recently by John R. Johnston, secretary of the National Association of Window Glass Manufacturers, shows that the early closing order has resulted in a great saving of fuel, labor and freight capacity. With the exception of fifteen plants in which operations began to continue until July 1, manufacturers of window glass throughout the United States were to-day putting out their fires.

The curtailment of output in the window-glass trade, according to the statement of Secretary Johnston, will result in the saving of 450,000 tons of coal, 18,000 freight cars, and release 5,500 workmen for other labor. The direct loss to glassblowers, the statement says, will approximate $3,000,000, although this will be reduced by earnings in other industries. The shortage in window glass resulting is estimated at 5,500,000 boxes, or about half the yearly output of 11,000,000 boxes.

EDITORIAL COMMENT

EDITORIAL BRIEFS

IT IS not too early to boost spring paint sale in a big way. Painting should be one of the big features on every "Conservation" program this year.

* * *

IN THE customary bungling manner Canada's Minister of Trade and Commerce has caused unnecessary uneasiness and alarm by making premature non-committal statements regarding proposed taxation and embargoes.

* * *

THERE never was a time in the history of the hardware trade when there was greater need for co-operation between all branches of the trade, manufacturing, wholesale and retail. Only by close co-operation can the best results be secured. Business to-day, so far as hardware is concerned, is being conducted on a more sane basis than ever before and co-operative competition will help to maintain this desirable condition.

ACCESSORIES ARE A HARDWARE LINE

AT the inaugural convention of the Retail Automobile and Accessory Dealers' Association held in Toronto during the past week the opinion was expressed by one delegate that automobile accessories were not properly a hardware line but that they belonged to the garage.

One of the points on which various speakers laid emphasis was the necessity for garages to clean up their place of business so that women would have no scruples about entering to get required supplies. If the garage man has let this trade slip away from himself through his methods of conducting his business he should not rail against the hardware man because he stepped in and handled the line under conditions appreciated by customers.

But this factor is not the whole story in connection with the handling of automobile accessories by the hardware man. The garage in its inception was not a place for merchandizing of goods. It was a place for repairing automobiles and giving them other attention. Rarely is it even a place for selling automobiles. The hardware man has taken up with this line because he has heretofore been in the merchandizing business and accessories are but another hardware line that it was logical for him to add to his stock.

REASON FOR REDUCTION IN IRON

THE United States Government recently made effective a new price for pig iron which was $1 per ton lower than the established price prevailing for some months past. Prices of all other steel commodities, with the exception of scrap steel, were left unchanged in price at the previous schedule. Scrap steel was also reduced to the extent of $1 per ton.

The reason for the reduction is given as the desire to favor those producers of finished steel products who have been working around or below cost. Some of the smaller producers of iron and steel were insistent in their demand for higher prices. They pointed out that they were losing money in many instances, and that unless some upward revision was made many of them would have to quit business and production would thereby decrease.

It was not in the interests of the war efforts of the Allies to have production retarded in any way. The reduction in the price of basic materials was accordingly granted as a means toward giving the smaller producers a better chance.

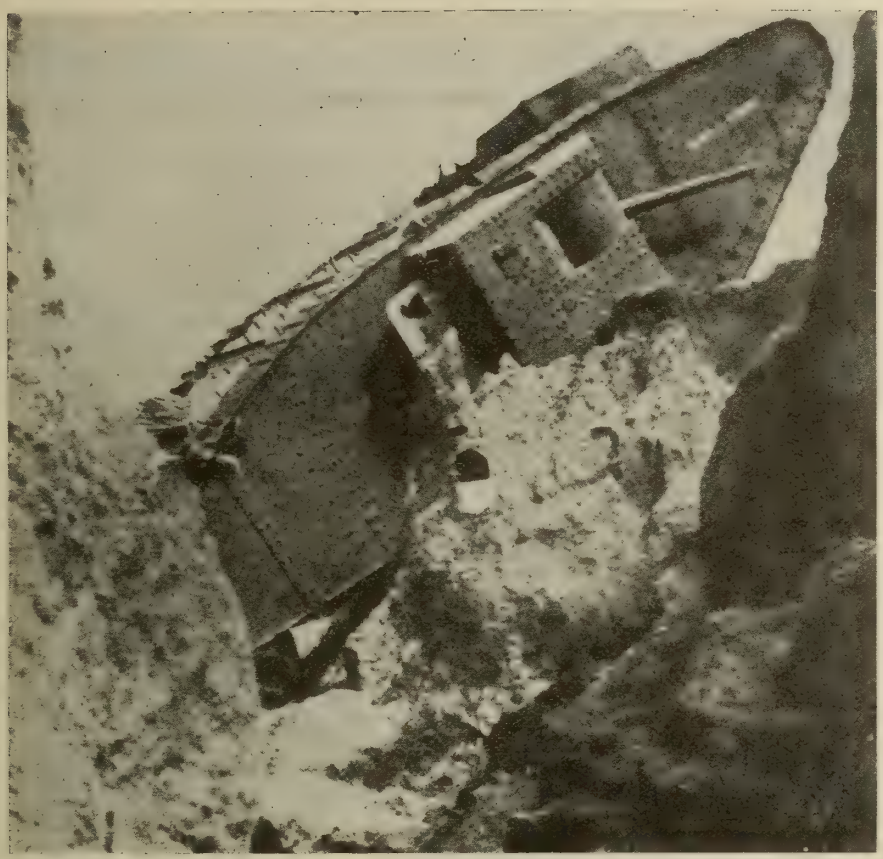
LICENSE RATHER THAN EMBARGO

AUTOMOBILE dealers and accessory dealers have been wrought up during the past week through the announcement in one of the daily papers that the Dominion Government proposed placing a strict embargo on shipment of all automobiles and accessory lines. The War Trade Board, however, during the first part of the week announced that they had not yet come to a decision on the matter. They had been considering the matter, but as yet had made no recommendation.

Advice received from the Chairman of the National Automobile Chamber of Commerce at New York City during the week stated that the Washington authorities had advised that it was proposed to license importation of automobiles and accessories coming into Canada rather than place a strict embargo on all shipments.

Accessory and automobile dealers in Canada are inclined to the opinion that this would be more reasonable than to shut shipments out of Canada entirely. Great hardship would result in many instances through a strict embargo on account of the tying up of investments in many concerns organized to handle these products coming from the United States. It seems reasonable to expect that a system of licensing will be adopted.

Current Events in Photograph—No. 14



SUPPLANTING THE CAVALRY

THIS remarkable photograph of a tank in action was taken during the battle of Gaza in Palestine. It suggests the wonderful adaptability of these new monsters of warfare. The country is obviously not suited for cavalry operations, as the ground the tank is negotiating would defeat most horses.

WHY U. S. CAN'T ANSWER ALLIES' APPEAL

Waddill Catchings, chairman of the War Service Committee of the United States Chamber of Commerce, asserted in an address before the National Wholesale Lumber Dealers' Association at the Waldorf-Astoria Hotel, New York, that the United States was unable to respond to "frantic appeals" to send more troops to France. He declared Washington is filled with "office boys" instead of able business men. President Wilson, he said, had snubbed the United States Chamber of Commerce and deferred to organized labor. His auditors applauded him.

"Frantic appeals to us to send troops to Europe to reinforce the lines of our Allies in this time of grave anxiety can have no effect," he said. "The utmost we can do is measured by what we did last year. Any call for help now cannot be met by any helpful response.

"It has been said this was not a war of armies, but a war of nations, and our business problems are the far-reaching issues of the war. We cannot regard this as a struggle for the month. We must reckon our resources for a year from now.

"In this war business interests have not had their part. I am going to speak frankly, for this is no time to be making statements just to be polite. There are few business men in the councils of the nation. On the contrary, there is the finest aggregation of office boys in Washington I have ever seen. Unless business men are taken into the councils of the Administration without further delay this war is going to be lost. There is no overhead organization at Washington made up of business men. I know whereof I speak, for we of the patriotic Chamber of Commerce have tried twice to get an audience with the President and have failed both times."

Mr. Catchings said that in ignoring the Chamber of Commerce invitation to speak in Atlantic City and going to Buffalo to speak at the labor convention President Wilson was only following the trend of thought of the people.

"The people do not trust the business men," he said. "Ever since the insurance investigation this distrust has been increasing. That is why the business man has not been in the councils of the Administration where decisions were reached, or were not reached. That is why the appointment of a college professor to handle the coal problem was more pleasing to the people than the appointment of an expert and a prominent coal operator would have been."—"American Metal Market."

JUDGE GARY ON STEEL PRICES

Judge E. H. Gary, chairman of the United States Steel Corporation, in discussing the steel price fixing announcement by President Wilson, said as follows:

"The prices approved and announced by the President were those which were recommended by the general committee of the American Iron and Steel Institute after consultation with representatives of the different lines. For some of the manufacturers they are very low in view of the increased and increasing cost of production. However, all are disposed to devote their capacity to the interests of the Government. A majority of the producers will realize a fair profit on the average.

"The prices of steel making pig iron and scrap were reduced $1 per ton; it was believed these products could reasonably afford a reduction, but more particularly because the reductions would be of considerable benefit to the makers of finished products who are compelled to buy their melting material.

"The new price committee is giving careful and daily consideration to the subject of costs, and is well qualified to determine what prices are reasonable and will come within the original proclamation of the President."

EVENTS IN THE TRADE

BUSINESS CHANGES

Lang, Sask.—Lang Hardware Co. Selling out.

Hamilton, Ont.—J. F. Mitchell has obtained charter.

Lansdowne, Ont.—E. Latimer & Co., reported selling out.

Montreal, Que.—Larin, Edouard & Co. Lucian Larin registered.

Nepawa , Man.—Ralph & Simpson Partnership registered.

Winnipeg, Man.—Canada Never Break Trace Co. Partnership registered.

Montreal, Que.—J. C. Jones Est. Assets to be sold at auction April 12.

Grenfell, Sask.—Walker & Son. Sold to Grenfell Milling and Elevator Co.

Roblin, Man.—C. H. Burns, hardware and implements, selling to Dunlop Bros.

OBITUARY

Thomas Clohecy, 27 Hilda Avenue, Hamilton, who for a number of years conducted a saddlery hardware store in that city, died on March 27. Deceased was 77 years of age and lived all his life in Hamilton. He leaves wife and three sons.

William R. Andrews, formerly superintendent of the Page Wire Fence Company, Walkerville, died recently on a train near Macon, Ga. Mr. Andrews resigned his position with the company in the fall of last year on account of ill-health and was succeeded in his position by his son, William F. Andrews. His body was taken to Windsor for burial.

INCORPORATIONS

Oshawa, Ont.—The Dillon Manufacturing Company, Limited, has been granted letters patent by the Provincial Government to carry on the business of manufacturers and dealers in barn and stable fittings, including hay carriers, stalls and stanchions, pens, water bowls, builders' hardware, saw tools, scythes, car wrenches and car movers. The capital of the company is to be $75.000. The incorporators named are Richard Burnett Dilon, manufacturer; Gertrude Rolston Dillon; William George Henderson, sales manager; Oliver Roscoe Durrant, mechanic; Harriet Rolston, widow.

MONTREAL AUTO TRADE MEETS

The sixth annual meeting of the Montreal Automobile Trade Association elected the following officers: President J. O. Linteau; vice-president, J. E. Millen; treasurer, N. J. E. Catudal; secretary, J. R. Marlow; directors, W. E. Baker, R. A. Kelly and C. Garceau. The manager for 1917 was retained for 1918, T. C. Kirby.

MONTREAL SPORTMEN'S SHOW

In the forthcoming patriotic sportmen's show to be held at the Auditorium in Montreal, May 4-11, a comprehensive display of all lines of canoes, motor boats and bicycles, motorcycles and other lines will be made. Even at the present time a great deal of interest is reported and space is being secured by numerous firms who propose showing their lines.

In view of the fact that the proceeds of the show are to be given for patriotic purposes, the assistance of the various patriotic organizations is being enlisted and from 50,000 to 60,000 tickets are expected to be sold.



Rollin Kirby, in New York World.
Trying to Save Him.

CHANGES IN MACKENZIE, MILNE & CO.

Further information at hand with respect to the reorganization of the Mackenzie, Milne & Co., Limited, hardware and oilwell supplies, Sarnia, Ont., are to the effect that the members of the company withdrawing from the business are D. Milne, Charles Mackenzie and M. Mackenzie. The business continues as before, with P. Paton, the purchaser of the stock of those retiring, as president, actively engaged in the management. The following members of the old executive remain as before, viz., George S. Samis, vice-president; T. F. Towers, secretary-treasurer; J. A. Farquharson, director. The company has purchased the metallic lifeboat building business of Watt & Sons, Collingwood, and will add this and other lines of ship supplies to those at present carried.

NEW BRUNSWICK NEWS NOTES

T. H. Bullock, formerly manager for the Imperial Oil Company, and John H. Thornton, manager of the Consumers Cordage Company, Ltd., will be among the candidates for the offices of city commissioner at the approaching civic elections in St. John.

The St. John members of the Maritime Travelers' Association took a leading part in a big drive for funds for the Soldiers' Comforts Association in St. John on March 30.

The master plumbers of St. John have rejected the offer made by the plumbers who have been on strike for nearly a year and the negotiations are off.

Equipment for the spring log drives and for the maple sugar season are featured in New Brunswick hardware establishments just now.

William Todd, born at Milltown, N.B., 83 years ago, one of the leading hardware merchants of Calais, died recently. In 1865 he, with his brother E. Albert Todd, established the business of Todd Brothers, which later was incorporated with William Todd as president, an office he held until the time of his death.

NEW UNIT FOR T. McAVITY & SONS

T. McAvity & Sons, Limited, St. John, N.B., have taken another step forward in the improvement of their facilities. Before the war began they had perfected plans for the consolidation of manufacturing and foundry end of their business in a new plant on the outskirts of the city, with the intention eventually of abandoning the present facilities which are located in various parts of the city. The war hampered the plans but they went ahead with the construction of one unit, which is a model of its kind. Now they have decided to go ahead with the construction of another unit on the same lines but with larger capacity. The contract has been awarded to Grant & Horne and ground will be broken next week. When completed it is expected that the cost of the new plant and equipment will be in the vicinity of half a million dollars. Five hundred additional hands will be requred as the erection of the additional plant is required now to provide for the expansion of their business while the other buildings will continue to operate at full capacity.

MONTREAL NEWS NOTES

A. T. Black, general manager of the Martin-Senour Company, Montreal, was a business visitor to Toronto this week.

Morris Wheeler, representing Sargeant & Co., of New Haven, Conn., was a visitor to Montreal this week in the interests of his firm.

H. T. Kneeland, of the Manhattan Brass Company, New York City, has been in Montreal this week in the interests of his firm.

Mr. Gibson, representative of Oneida Community, was in Montreal, where he called on the trade in the interests of his company.

Beverley Robinson, president of B. & S. H. Thompson & Co., Ltd., is in the Maritime Provinces this week in his firm's interests.

FIRE DESTROYS GLASS WORKS

Fire caused the loss of a two-story building of the Jefferson Glass Company, 388 Carlaw Avenue, Toronto, on Sunday last, the extent of the loss being placed in the neighborhood of $30,000. The building was insured, but about 200 employees will be thrown out of work. The fire started in the engine-room and spread rapidly to other parts of the buildings.

KILLED BY BOILER BLOW OUT

William Hearst of 527 Eastern Avenue, Toronto, was killed by being struck on the head by a steam plug which blew from one of the boilers of the British Forgings Company. He was passing the boiler at the time of the blow-cut and was felled to the floor, sustaining it is believed a fracture of the skull which caused his death.

GLIDDEN COMPANY ABSORBS PAINT COMPANY

The Glidden Varnish Company of Cleveland, O., has taken over the Whittier-Coburn Company of San Francisco, manufacturers of paints and varnishes. It is the purpose of the company to continue the business as the Pacific Coast plant and office of the Glidden Company.

CHANGES IN HARDWARE STAFF

George F. Irons, for the past eleven years with the James Walker Hardware Co., Ltd., of Montreal, has joined the sales force of the Yale and Towne Co. His engagement dates from April 13. Mr. Irons spent some years in New Zealand, where he was engaged in business on his own account and subsequently he was in business for several years in England. In April, 1907, he joined the staff of the James Walker Hardware Co., Ltd., and has been with them since, for some time having charge of the builders' hardware department. At the time of his resignation he was a shareholder and director with the Walker Company. Since the resignation of H. Holden ,formerly secretary-treasurer of the Walker firm in December last, they have suffred the loss of two of their best men, John A. Fraser, now with Lewis Bros., Ltd., as sales manager and also at the present time, Mr. Irons. The territory to be covered by Mr. Irons will extend from Port Arthur to the Coast and he will eventually make his headquarters in Vancouver.

CANADIAN WHEELMEN MEET

The thirty-ninth annual convention of the Canadian Wheelmen's Association was held on Saturday of last week at the Queen's Hotel, Toronto. Alderman Louis Rubenstein of Montreal presided over the deliberations of the association. President Rubenstein announced that the National Championship meet would not be held this year on account of so many racing men now being absent on military duty. The report of the secretary, Harry Richard, showed that over $700 had been realized during the year 1917 through the staging of a bicycle race meet in Toronto during August. The money had been turned over to various military hospitals.

CONDUCTING TRACTOR SCHOOL

The International Harvester Company opened a tractor school at E. F. Cooke & Sons' warerooms, Orillia, on April 2. A series of charts and lantern slides will be used to illustrate the subjects pertaining to farm tractors. All farmers were urged to be present to see what the tractor can be expected to do and also to learn something of its operation.

BROOM OUTLOOK GLOOMY

In Illinois where a large proportion of broom corn is raised, farmers have been instructed by the food administration that they may not plant more than ten acres of each one hundred and sixty acres in broom corn this season. It is pointed out by broom men that if a similar order were to be issued in Kansas and Oklahoma the heavy shortage of broom corn resulting would enhance values to a point far beyond the reach of the average housewife. A recent convention of broom manufacturers in Chicago received reports which presented a gloomy outlook not only for the broommaker but for the purchaser. Consideration of the situation in the broom trade is the object of a meeting to be held the latter part of this month or in May by the Central States Broom Manufacturers' Association.

BOWLERS TO COMPETE IN BUFFALO

The Simonds Saw Companies, manufacturers of saws and machine knives, are to stage an inter-company bowling tournament at Buffalo on April 19 and 20. Two teams will represent each of the Simonds factories located at Fitchburg, Mass.; Montreal, Que.; Lockport, N.Y.; Chicago. The winning team is to be presented with the Olson trophy at a banquet to be held at Buffalo following the close of the tournament. The Montreal team of the company won the city championship in 1915, 1916 and 1917. An interesting time is anticipated in view of the rivalry among the various teams.

CATALOGUES and BOOKLETS

Souvenir Booklet

The Greenfield Tap and Die Corporation, of Greenfield, Mass., has issued a souvenir booklet in very artistic design, the occasion being the opening of the new administration building of the company. The history of the company is given in detail together with illustrations showing some of the groups of the first employes of the concern. Interwoven in the history of the company is the history of the development of the tap and die industry. The booklet also contains various views of the new administration building. It is printed on tinted paper stock and is a very fine example of the printing art, thereby reflecting much credit on the Greenfield Tap and Die Corporation. An insert carried inside the front cover is a photo of F. O. Wells, president of Wells Brothers, one of the companies comprised in the corporation.

Marine Specialties

A splendidly illustrated 58-page booklet, designated Bulletin No. 50, featuring marine specialties, has been issued by the James Morrison Brass Mfg. Co., Ltd., Toronto. A wide range of marine specialties, including such lines as valves, injectors, whistles, ship gongs, gauges, and many other steam and water specialties, are featured in the booklet. It is gotten up in convenient form, and not only gives the dimensions of the various products featured, but also quotes list prices. Copies of the booklet will be supplied upon request.

Howland's Spring Bulletin

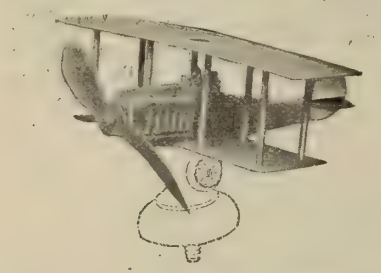
The special spring number of Howland's monthly bulletin is one of the most attractive and interesting as well as practical of any spring hardware catalogue ever issued in Canada. It consists of 176 pages and is splendidly illustrated, many of the illustrations in colors. The goods featured cover an exceptionally wide range and are arranged in such a manner so as to be of most practical use to the retail hardware merchant and his sales staff. Many catchy and interesting headings have been inserted on various pages throughout the bulletin emphasizing the importance of the production of food-stuffs during 1918. The front cover of this bulletin is a most appropriate one and the illustrations throughout the bulletin are of a high order.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

AIRPLANE RADIATOR ORNAMENTS

The Art Metal Works, Inc., 7-15 Mulberry Street, Newark, N.J., is placing on the market the airplane radiator ornament, which is a model of the real aeroplane. It sails along on the radiator cap with the propeller blades whirling in

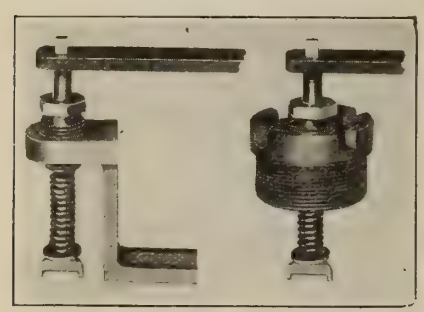


Airplane Radiator Ornament.

front. It is asserted that every detail of the real aeroplane is carried out in this model—vents in the radiator hood, the silhouetted spokes of the wheels, the camouflage grey paint, with a slight upward tilt of the planes to add the final touch of realism. It extreme width it is 7 inches, height from base 3¾ in., length from propeller to rudder 6¼ in. The forward motion of the car revolves the propeller blades and the effect of the whole suggests speed. The ornament is weighty and made of solid metal, planes being of heavy sheet steel. It comes equipped with bolt, washer and nut at base, and can be attached to any ordinary radiator cap in a very short time.

NEW VALVE GRINDER

W. C. Brown, Niles, O., is placing on the market for Kandikid valve grinder, which is designed to be used on automobile motors, motorcycle motors, truck motors, motor boat motors, airplane motors.

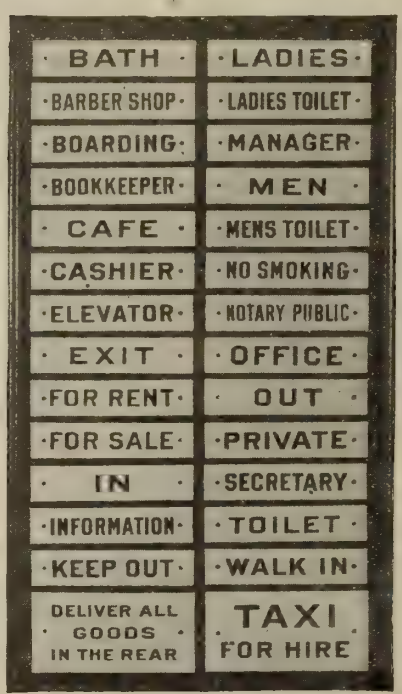


Kandikid Valve Grinder.

It is stated by the manufacturers that on motors with removable head the grinder is fastened by a cap screw in-bolt used for fastening down the head, holding rigid the Z-shaped support for the grinding post. It is claimed for this grinder that a valve located under the dash board and hard to reach can be ground just as easily and accurately as any other. For motors with removable spark plug bases the Z support is discarded and one of the spark plug bases taken from the motor is used instead by inserting the pressure block in place of a spark plug.

PORCELAIN HOUSE NUMBERS

The Kimball-Dieterich Hardware Co., Elgin, Ill., are placing on the market what is claimed to be a new and practical line of porcelain enamel on steel house



"Elgin" porcelain enamel signs.

numbers and small signs under the brand name of "Elgin." In this style of house numbers and signs it is asserted the user finds something that is practical, durable and inexpensive, being porcelain enamel the weather has no effect upon same and they will last indefinitely. For the convenience of the trade they are put up in neat paper containers and the house numbers are packed with brass screws. They are put up in assortments and suitable display boards are furnished gratis.

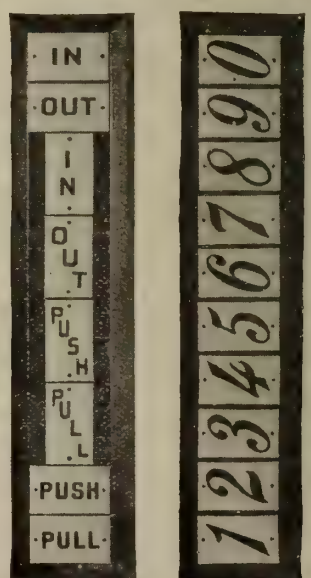
BAGGAGE CARRIER FOR AUTO

The Beaver Motor Device Co., Buffalo, N.Y., is placing before the trade the Beaver baggage carrier, which it is claimed is simple in construction and yet



Beaver Baggage Carrier.

will do the work effectively. The device is used as an attachement to the running board and consists of three parts. There is the socket which fastens to the side of the running board together with a rod made of malleable iron heavily plated which fits steadily in the socket. There is a strap of extra tough fabric, which is readily adjusted to hold the luggage tightly in place. The strap passes up from the socket over the luggage, around the rod and back to the socket. It is claimed the adjustment can be made in short time and with very little effort.



"Elgin" porcelain enamel numbers.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

FURTHER declines in turpentine have occurred following the weaker tone of the primary market, 62c to 67c per gallon now being quoted. Reports from the States indicate a possible withdrawal of coastwise shipping for government use and this will affect supplies of turpentine reaching Canada. Present stocks are ample for the demand but the future contains an element of uncertainty.

Linseed oil has held in a very steady market during the week. Supplies of seed coming through during the past couple of weeks are practically nil and stocks of oil are becoming increasingly scarce. Some improvement in movement of seed is hoped for on the opening of navigation. Orders for oil for delivery during the next couple of weeks are being accepted in some quarters where shipments are en route. Orders for mixed paint are going forward freely.

In at least one of the United States the acreage devoted to broom corn is to be restricted and should other State food administrators rule similarly, a heavy shortage is expected to result. This will enhance values to a point where brooms would be prohibitive from the average housekeeper's standpoint and the question of a substitute will more than likely engage the attention of manufacturers.

A slightly easier tone is evident in the lead market and quotations are from ¼c to ½c lower per pound than formerly ruling. The position of tin remains rather acute and stocks held locally are gradually being cleaned up. Little disposition to offer stocks at any lower prices is evident.

Crude oil is reported as likely to go higher and this will affect refined still further. A shortage in fuel oil exists at present.

Included in the list of lines to advance is a 20% jump in one line of revolvers and shotguns. All lines of game traps are also higher, a 10 per cent. increase having been put into effect. Lamp and stove wick, metal polish, fibreware and woodenware pails and tubs, wrenches, drawknives and lock washers are all included in the list of goods to follow the upward trend of prices.

MONTREAL MARKETS

MONTREAL, April 4.—The state of trade is better in the country than in the city and is reported quite active. With the opening of navigation in prospect within a few weeks, jobbers state that there will be a considerable amount of activity and there are already in hand some good orders for shipment then. There are a few changes, among these being declines on motor generator sets and certain fasteners for automobiles. Old heavy and light cast iron is firmer Fibreware is higher. Shovels, spades and other lines of handled tools will perhaps be higher in sympathy with the situation on handles. Wrapping paper is easier. Seine twines are firm. Game traps are up about 10 per cent. Revolvers and cheap shotguns are higher. Crowbars and claw bars are higher. The general tone of the market is to firmness.

Coil Chain Is Advanced; Shovels, Etc., To Go Up

Montreal.

COIL CHAIN, SHOVELS, ETC.—There has been a revision of coil chain prices and these are made effective at once. The same will be found in the current market quotations elsewhere. Some of the prices indicate a decline and others advance. They are applied to fireweld and electricweld. There is a strong probability of an upward revision of shovel and harvest tool prices in sympathy with the recent readjustments on handles.

Game Traps, Revolvers And Cheap Guns Are Up

Montreal.

GAME TRAPS, REVOLVERS, GUNS.—Advances are announced on game traps and these will be effective this week. It approximates about 10 per cent. Some of the changes are relatively as follows: Victor No. 0 with chain, was $1.75, now $1.90 per doz.; No. 1, $2.05-$2.20; No. 2, $4.30-$4.60. Cheap single barrelled guns are selling at $10.50 for the non-ejector model and for the ejector pattern, $11. The Iver Johnson 32 B revolvers are selling at $12.60 against a former price of $10.85 and the 32 N at $12.25 against the old price of $10.50.

Fibre Tubs Up; Wrapping Paper Down

Montreal.

FIBRE WARE, PAPER.—Advances have been made in all lines of indurated fibreware excepting Twin Beaver wash boards. This is equal to about 5 per cent. The tubs are now selling as follows, per dozen: No. 0, $21,75; No. 1, $18.40; No. 2, $15.60 and No. 3, $13.20. Prices are effective immediately. A reduction of 50c per 100 pounds is made by some on kraft wrapping paper.

Carriage Heaters, Claw Bars, Twine Higher

Montreal.

CARRIAGE HEATERS, CLAW BARS, ETC.—Advances have been made of 10 per cent. on list for Clark carriage heaters. In addition to this announcement comes one regarding the discontinuance of the cheaper grade of coal, and the better only will be made from now on. Seine twine is very firm and some have marked prices up. Claw bars are up.

Generator Sets For Automobiles Are Down

Montreal.

GENERATOR SETS.—Among the changes for the week is one of motor generator sets. This is on the "60-Cycle Outfits" and some of the relative list prices are as follows. Numbers 2 B, old list, $178, new list $153; No. 3 B, $193.50-$183.50; No. 4B, $249-$244.50. On the "25 Cycle Outfits" of the 2 B style the old list of $218.25 is reduced to $178; the 3 B from $291 to $201.50 and the 4 B, $339.50 to $270. The discount is 10 per cent. to the trade.

Curtain Fasteners Are Revised To Lower Levels

Montreal.

AUTO ACCESSORIES.—There has been a decline in the prices on curtain fasteners for automobiles and these are immediately effective. Single pattern, to screw to wood have a new list of $1.10 against a former one of $1.20 and the double to screw to wood are taking a list of $1.50 against $2.05. The single style to clinch on canvas are now listed at $1.15 the former list being $1.60 and the double pattern $1.50, with a previous list of $2.10. On lots of six the usual discount of 37½ per cent. applies.

Better Outlook For Stoves And Stamped Wares

Montreal.

STOVES, WARES, ETC.—There is a decided improvement, HARDWARE AND METAL is definitely informed, in the delivery of the raw materials needed by stove and ware manufacturers. This has enabled them to assemble the needed supplies of manufactured oil stoves, pails, enameled ware and other lines on an uninterrupted working schedule, and they are now hopeful of a continued good trade. Sales of sap supplies have been especially heavy, and it is stated that all the buckets available have been picked up. The stove business is normal, interest being fairly well maintained and prices held unchanged.

Normal Business For Gasoline, Coal Oil, Etc.

Montreal.

COAL OIL, GASOLINE, ETC. — There has been a better condition with respect to the delivery of booked orders for such lines as are in evidence among the oil men, than at this time last year. The conditions a year ago did not permit of as prompt shipment as this, say the importers and refiners, and they expect to have goods in the hands of their trade in good season. Sales of coal oil are still maintained in fairly good volume, while there is naturally a gradual improvement in the gasoline demand. Prices are held unchanged and these are as follows: Gasoline, 34c per gallon; coal oil, Royalite, 19c and Palacine and Electroline 22c per gallon.

Rope Trade Is Light Except Shipping Needs

Montreal.

ROPE AND CORDAGE, ETC.—There is no great demand for rope from the ordinary trade channels, and this is probably more confined than ever for the immediate present. There is, however, a better outlook for the demand from shipping interests, but the same will not be manifest in an active sense before the navigation season opens. This will be late, from present indications. Prices are held unchanged and there is less likelihood of immediate revisions upward than obtained a few weeks ago. Prices having been fixed by the United States Food Administration Board, the situation is more likely to now remain normal and unchanged here. Prices, pure Manila, base, 39c; British Manila 33c and sisal 27½c per lb.

Wire And Cut Nails Will Soon Move

Montreal.

WIRE AND NAILS.—At the present time there is a good prospect for the trade in wire nails and wire products, as relating to the near future. Enquiries and orders from the country are satisfactory and the various jobbing houses are now anxious to see the opening of navigation. There are many, served by water routes, who defer the buying of their requirements as long as possible. Prices hold unchanged and wire nails are selling still on the base price of $5.25, cut nails $5.60 and smooth steel wire at $6.25 base.

Better Request For Iron And Steel Bars

Montreal.

IRON AND STEEL.—There is a better tone to the iron and steel market. Supplies are fairly well maintained and the country demand is better than that from within the city. The opening of navigation will also further improve the demand, it is expected. Prices are maintained without change and stocks are fairly well maintained.

MONTREAL—	
Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20-0 21

Sheets And Plates Are Likely To Be Unchanged

Montreal.

SHEETS AND PLATES.—It is stated here that there is unlikely to be any interference with prices on galvanized or black sheets of the ordinary and lighter grades. There may be a little readjustment, locally, but it was pointed out to HARDWARE AND METAL that the fixing of prices across the line by the U.S. Government would probably leave prices much as they are for the next six months. In interviewing one of the large importers, he stated that those requiring any heavy plates for regular trade purposes would do well to secure any supplies they needed, wherever possible, as the possibility of getting these for other than government requirements was very remote. This applies to the heavier gauges, of course. Prices hold unchanged. Deliveries of copper sheets are much delayed in view of the fact that U.S. Government orders across the line are urgent and heavy.

BLACK SHEETS—		100 lbs.
10 gauge	$8 00	$11 50
12 gauge	8 65	10 50
14 gauge	8 80	7 90
16 gauge	9 00	8 00
18-20 gauge	9 25	7 80
22-24 gauge	9 40	7 85
26 gauge	9 45	7 90
28 gauge	....	8 00
10¾ oz. (28 English)	10 55	10.75
GALVANIZED SHEETS—		
10¾ oz.		$10 00
28 ga.		9 65
26 ga.		9 25
22 and 24 ga.		9 05
20 ga.		8 85
18 ga.		8 85
16 ga.		8 70

Lead Products Will Move Better Very Soon

Montreal.

LEAD PRODUCTS.—There will be a better movement of manufactured lead products, think the jobbers, in the near future. Orders are already on hand for shipment to points on water served routes and shipment is awaiting the opening of the lakes and rivers. For the immediate present there are no large sales being made, and prices, while unchanged, have a tendency to be easier, excepting in solders.

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 12½	0 13
Lead sheets, 4 to 8 lbs. sq. ft.	0 11½	0 12½
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, strictly, lb.	....	0 53
Solder, commercial, lb.	....	0 48¾
Solder, wiping, lb.	....	0 44¼
Zinc sheets, casks	0 26	0 30
Do., broken lots	0 28	0 32

Better Prices For Heavy And Light Cast Iron

Montreal.

OLD MATERIAL.—While there is not a great deal of movement in the old metal market, there is a feeling that the opening of navigation will make a change for the better. Demand is most active for light and heavy cast scrap iron, and the prices are consequently improved. No. 1 machinery scrap is now bringing $32 to $34 per ton, and stove plate $20 to $22. Old rubbers are a little firmer, there being less spread in the range of prices and 8½c being the minimum quotation for these. In a general way prices are firm, but unchanged.

Tea lead	$ 0 05	$0 06½
Heavy lead pipe	0 06¼	0 06½
Yellow brass	0 13½	0 14
Red brass	0 22½	....
Light brass	0 08	....
Scrap zinc	0 05½	0 06
Heavy copper	0 22	0 23
Wrought iron, No.1, per gr. ton	27 00	....
No. 1 machinery cast	32 00	34 00
Heavy melting steel	20 00	21 00
Pipe scrap	18 00	20 00
Stove plate, per ton	20 00	22 00
Old rubbers, boots and shoes	....	0 08½
Overshoes, lumbermen's rubbers boots	0 07	....
Bicycle tires	0 04¼	....
Auto tires	0 04½	0 05½
No. 2 busheling	13 00	14 00

Licenses Are Expected For Ingot Tin Imports

Montreal.

INGOT METALS.—There is not a great deal of change in the conditions affecting the market beyond what was reported a week ago. There is little movement of most commodities, and trading generally is of small compass.

COPPER.—With sales normal and steady the market holds unchanged. Demand will probably improve some with the return of navigation. Prices, 33-34c lb.

LEAD.—There is an easier tendency in the pig lead market, and the demand is light here. Prices rule from 10c to 10½c lb.

TIN.—News is better regarding the probability of being able to secure tin after a few weeks. Several importers state that there is now more likelihood of securing the product from England. Prices rule firmly at $1.05 per pound.

SPELTER.—There is an easier tone here as a reflection of the United States position, and prices are quoted around 10c. lb.

ANTIMONY.—The demand for this is very limited, and with a dull market prices are ruling easy around 17c.

ALUMINUM.—Not much activity at the present time. With United States prices fixed it is probable that there will be a more normal condition both as to trading and price locally. Price, 50c to 52c lb.

TORONTO MARKETS

TORONTO, April 4. — Further changes in cotton goods are apparent in new prices issued on lamp and stove wick which provide for an advance. Fibreware pails and tubs are higher, and manufactured woodenware has also reached higher levels. Revolvers and shot guns in one line registered a 20 per cent. advance, while game traps show 10 per cent. higher in new discounts issued. The demand for building material though not heavy continues to show improvement, and the fine weather of the past few days has undoubtedly been a factor in this regard. Business generally is improving and reports from retailers and wholesalers are very optimistic.

Stocks and Dies Higher; Taper Pins Up

Toronto.

STOCKS AND DIES, PIPE CUTTERS, TAPER PINS.—An advance of about 10 per cent. in Beaver pipe stocks and dies has been recorded during the week. Beaver pipe cutters have also undergone revision upward, and quotations now being made for No. 1, $18.00; No. 5, $20.00, with a discount of 10 per cent. applying. Taper pins have also acquired a new discount, the Nos. 0-5 being quoted at 45 per cent; No. 6 and larger, 40 per cent.

Lock Washers Higher; Metal Polish, Too

Toronto.

LOCK WASHERS, METAL POLISH. —Further revisions have been found necessary in lock washers, and quotations representing an advance on some sizes are given as representative of the entire list; 5-16-in. are now selling at 40c per hundred; ⅜-in. 50c; ½-in. 65c; ¾-in. $1.90; 1-in. $2.85. An advance in the price of metal polish is apparent in quotations on Bon Ton given herewith: ¼ pints, $1.15 dozen; ½ pint, $2.10 dozen; 1 pint, $3.15 dozen.

Game Traps, Revolvers and Guns Advance

Toronto.

GAME TRAPS, REVOLVERS, GUNS. —A 10 per cent advance has been made in game traps during the week but net prices are not yet available. However, the probable list of prices will be in the neighborhood of the following: Victor No. 1, about $2.25 per dozen; Jump, No. 1, about $2.90 per dozen; Hawley and Norton, No. 1, about $3.45 per dozen; Newhouse, No. 1, about $4.75 dozen. New prices have been set on Iver Johnson revolvers and single barrel guns which range as much as 20 per cent higher than quotations formerly ruling. This action has been found necessary owing to difficulty of securing proper grade of steel and continued cost of production.

Wrenches Advance; Garden Trowels Higher

Toronto.

WRENCHES, GARDEN TROWELS, SNOW SHOVELS. — Knife handle wrenches and engineers' wrenches have gone to higher levels during the week. Engineers' wrenches, which formerly sold at a discount of 7½ per cent. from list are now selling at net list. New prices on Coe's knife handle wrenches are: 6 inch, $13.50; 8 inch, $16.00; 10 inch, $19.00; 12 inch, $24.50; 15 inch, $32.00; 18 inch, $42.25; 21 inch, $53.00 dozen. Garden trowels and child's snow shovels have gone up about another 10 per cent. Present quotation on No. 10 child's snow shovel is $1.60, on No. 22, $1.85 dozen.

Draw Knives Go Up; Bench Axes Show Range

Toronto.

DRAW KNIVES, BENCH AXES.— A new price issued on draw knives shows quotations higher than formerly ruling. Present prices being asked are for 8 inch, $11.50; 9 inch, $12.00; 10 inch, $12.50; 12 inch, $14.00 dozen. Quotations on bench axes at net list are being made which provides a range of values as shown in current market quotations. Prices now being named are: No. 2, $12.50; No. 3, $13.50; No. 4, $14.50; No. 5, $16.50 dozen

Fibreware Pails, Tubs And Stroppers Revised

Toronto.

FIBRE PAILS, TUBS, STROPPERS. —Star fibre pails and tubs have undergone revision upward during the week, prices now prevailing being at considerably higher levels. Fibre pails are now being quoted at $4.60 per dozen net. Fibre tubs No. 0 are selling at $20.70 dozen; No. 1 at $17.75; No. 2 at $14.85, and No. 3 at $12.60. Prices on the Twinplex stropper is shown at $3.25 each.

Cotton Goods Higher, Lamp Wick, etc.

Toronto.

COTTON LAMP WICK, STOVE WICK.—Following the advances made in cotton twines, rope, clothes line, sash cord, etc., lamp and stove wick have followed suit and new prices being asked to-day are shown below. Safety fuse is also among the list of goods advancing, $8.60 per M feet being to-day's higher quotation. Prices on wick are:

		Gross	
Lamp wick—	Nutmeg	$0 58	$0 65
	O	0 70	0 75
	A	0 87	0 95
	B	1 28	1 35
	D	2 05	2 15
	Rochester No. 1	4 50	4 80
	Rochester No. 2	6 30	6 60
	Rochester No. 3	21 60	22 80
	Rayo Junior	$1 00 doz.	
	Rayo Senior	1 25 doz.	
		Gross	
Flat stove wicks,	3 in.	$5 40	$6 00
	3½ in.	6 30	6 60
	4 in.	7 50	7 80
	4⅜ in.	8 40	9 00
	4½ in.	8 40	9 00
	5 in.	9 60	10 20
			Doz.
Oil heater wicks, New Perfection, no carrier			$2 60
Oil stove wicks, New Perfection, with car.			3 50

Coal Oil and Gasoline Firm; Fuel Oil Scarce

Toronto.

OILS, GASOLINE.—Refined oils remain very firm at advances recorded last week. Crude oil from all appearances is going higher and the result on refined is likely to be the same. No change of great moment is noticeable in respect to gasoline, the sale of which is showing greatly increased volume, as motoring increases with the fine weather prevailing. Lubricating oils record no change during the week, prices remaining steady as noted in current market quotations. Royalite coal oil is now selling at 18c per gallon; Palacine at 21c per gallon, and gasoline at 33c per gallon.

No Change In Wire Nails Recorded

Toronto.

NAILS, WIRE.—The demand for wire nails continues in fair volume, and indications from the country are that farmers will be doing a fair amount of building during the spring and summer months. The market on nails is very firm, though the base price of $5.20 per 100 pounds shows no change. Smooth steel wire remains firm and unchanged at $6.25 per 100 pounds base. Cut nails show no variation in the base price of $5.65 per 100 pounds.

Demand For Stoves And Enamelware Heavy

Toronto.

STOVES, ENAMELWARE. — The greatest difficulty experienced just now is filling orders, not in securing the business. The demand for enamelware has been splendid, but an increasingly long

list of "shorts" is greeting the retailer along with his invoice. Summer lines of stoves, oil, gasoline, electric and gas, continue to move out freely, and in these again the situation may be said to be heading towards shortage of supplies. Already a big movement of these lines has been apparent and the future presents uncertainties as regards providing the goods. Orders for stoves and ranges for summer delivery are being booked in good volume and indications point to another 10 per cent. advance in prices applying on fall orders.

Iron And Steel Shows Little Change

Toronto.

IRON AND STEEL.—The interest in iron and steel bars is by no means great, though a fair movement is reported to the retail trade. Prices show little disposition to change, and all lines remained firm at quotations as given below.

TORONTO—	Per 100 lbs.	
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Sheets Continue To Show Improvement

Toronto.

SHEETS, PLATES.—The situation in respect to sheets is gradually showing improvement both as regards receipt of supplies and volume of outgoing business. Shipments from the mills are being handled with greater despatch by the railways and stocks are becoming better with a more nearly complete range of sizes in each gauge. The demand is good, and with continued fine weather conditions bringing an early spring is expected to further improve. Galvanized sheets range in price from $9 to $10.50 per 100 pounds for 10¾ oz., with other gauges proportionately figured. Black sheets reveal no tendency towards revision, and prices on both black and galvanized are shown herewith.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$10 00	$12 00
12 gauge	7 55	10 10
14 gauge	7 45	8 40
16 gauge	7 30	8 50
18-20 gauge	7 30	8 05
22-24 gauge	7 35	8 10
26 gauge	7 40	8 15
28 gauge	7 50	8 25
3/16-inch plate	10 25	....
¼-inch boiler plate	10 00	....
GALVANIZED SHEETS—		
10¾ oz.	$9 00	$9 25 $10 50
U.S. 28	8 70	8 95 10 20
U.S. 26	8 40	8 65 9 90
22 and 24	8 25	8 50 9 75
18 and 20	8 10	8 35 9 60
16	7 95	8 20 9 45
14	7 85	8 10 9 35

Business Improving In Corrugated Sheets

Toronto.

CORRUGATED SHEETS, EAVETROUGH.—Steady improvement marks the demand for corrugated sheets, eavetrough, conductor pipe, etc., with the advent of real spring-like weather. The demand has not yet reached a point where overtime is required to fill orders, but the amount of business being handled is proving quite satisfactory. Shipments of sheets are coming along considerably better, and further supplies will do much to relieve a situation which was at least threatening as regards output. Prices on corrugated sheets below are unchanged; prices on eavetrough, conductor pipe, etc., which appear in current market quotations, are the same as before.

TORONTO—	Per 100 Sq. Feet Galvanized	Painted
No. 28 gauge	$ 8 25-$ 8 75	$6 75-$7 25
No. 26 gauge	9 00- 9 50	7 75- 8 25
No. 24 gauge	13 00-	10 50
No. 22 gauge	16 00-	13 25
No. 20 gauge	19 00-	16 50
No. 18 gauge	23 00-	20 00

Discount 7½%.

Wrot. Iron Pipe Steady; Boiler Tubes Scarce

Toronto.

WROUGHT PIPE, BOILER TUBES.—A steady tone marks the market in wrought iron pipe, and a fair demand is reported. Orders seem to be limited to present requirements, and no heavy buying is in evidence. The boiler tube market is practically bare of supplies. Few, if any, shipments are reaching the city, and little expected before another month or more. Stocks in May will, it is thought, reach more nearly normal proportions. Prices shown below are unchanged. Prices on wrought iron pipe appear in current market quotations.

Boiler Tubes—	Cold Drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Lead Somewhat Easier; Products Unchanged

Toronto.

LEAD AND ZINC PRODUCTS.—Lead in the primary markets is somewhat easier, and this is reflected in the metal market here. However, no change in the manufactured products has been made, lead pipe remaining at 14c per pound. Solder remained steady during the week and prices were unchanged at advances recently recorded. Strictly is selling at from 46¾c per pound in half-ton lots to 50c in smaller quantities. Quotations now being made are noted below:

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 16
Lead sheets, 3 to 3½ lbs. sq. ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.		0 12½
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, gauranteed, lb.	0 54¾	0 55
Solder, strictly, lb.	0 46¾	0 50
Solder, commercial, lb.	0 42¼	0 50
Solder, wiping, lb.	0 40¾	0 45¼
Solder, wire, lb.	0 50½	0 58½
Zinc sheets, per lb.	0 26	....

Zinc Slightly Easier; Little Movement As Yet

Toronto.

OLD MATERIALS.—Heavy zinc is somewhat easier and a decline of ½c per pound has been made in some quarters, bringing present quotations down to 5½c to 6c per pound. A better demand is apparent during the week, and further improvement is being looked forward to. Present prices are as follows:

Tea lead	$ 0 04½	....
Heavy lead pipe	0 07	0 07½
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 21½	0 22
Stove plate, per ton	17 00	18 00
Old cast iron, per ton	25 00	26 00
Overshoes, trimmed Arctics	....	0 06¼
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Little Interest In Waste Or Oakum

Toronto.

WASTE, OAKUM.—Very little interest is manifest in waste during the week. Orders continue to move forward in good quantities, and plants are operating at full capacity, but a generally uninteresting feeling marks the present situation. Prices as shown in the current market quotations show no change.

Oakum stocks are very light and supplies are not reaching the market in large enough quantities to take care of orders. There is none offering in some quarters at all for the present. Prices are held steadily at figures shown in current market quotations.

Rope Unchanged; Fair Movement Exists

Toronto.

TWINE, CORDAGE.—No change has been made in rope and little of interest obtains in the market situation. There is a fair demand in existence, but not enough to be termed "good" as yet. Pure Manila is being quoted at 39c base per pound; British Manila at 33c per pound; sisal at 27½c per pound. Binder twine orders continue to go forward in good quantities. The opening price of 23½c per pound, 500 ft. basis, is steadily upheld.

Cement Demand Better; Plaster Of Paris Due

Toronto.

CEMENT, PLASTER OF PARIS.—Business in cement is picking up materially, and though by no means heavy, shows great improvement as a result of the fine weather prevailing during the past two or three weeks. Prices remain unchanged at $2.70 per barrel in carload lots, or $3.25 per 100 pounds in smaller quantities. Plaster of Paris at $3.25 per barrel shows no change in quotations. Stocks are coming through very slowly and orders remain unfilled due to transportation troubles solely.

Woodenware Goes Up Another Ten Per Cent.

Toronto.

WOODENWARE.—Another advance in manufactured woodenware has oc-

curred during the week. Net prices are not yet available, but manufacturers state that the advance is 10 per cent. on list issued March 1. Continued difficulty in getting through supplies is experienced, and the question of labor is a serious one with these manufacturers. Prices on clothes pins have been withdrawn, and orders are being accepted only at prices ruling at date of shipment.

Lead Slightly Easier; Other Metals Unchanged

Toronto.

INGOT METALS.—The weakness evident in the primary market on lead is reflected locally, though with little trading reported. The position of tin shows practically no change. Stocks are receding to a low level, and the future remains in a state of uncertainty. Consumption of copper is fairly heavy, and indications are that producers will be able to take care of all demands.

COPPER.—The local market shows no change in the situation during the week, prices holding at about 30c to 32c per pound. United States Government and allied requirements are drawing heavily on producers, but from all accounts there is ample copper in sight to take care of requirements.

TIN.—Little has developed in respect to tin, and those having stocks are carefully guarding same. In the New York market there is little metal offering except Chinese, and it is said that holders are asking fancy prices for this. Hope is expressed that Banca tin may come forward, but when it can be shipped is a big question. Prices locally held up around 95c to $1 per pound.

SPELTER.—The market remains very dull, and little interest is manifest in this item. In the primary market supplies are said to be light and buying interest absent. Prices locally remain unchanged at 9¾c to 10c per pound.

LEAD.—The undertone of the market is easy, and this is reflected in a decline of ¼c in the spread of prices locally, which range from 9¼c to 9¾c per pound. At primary points spot offerings continue to be taken up quickly, but futures seem of little interest.

ANTIMONY.—No change in a situation which is uninteresting is reported for the week. The demand is light and trading, therefore, limited. Prices range from 16½c to 18c per pound on the local market.

ALUMINUM.—Except for Government work there is little offering, and all surplus is quickly absorbed on Government contract. Since prices were set in the United States nothing but quiet prevails in the market. Quotations locally remain at about 60c per pound.

PIG IRON.—Some improvement in the position of pig iron is reported during the week, but operations of furnaces are still somewhat restricted. The month of March showed up better than February, however, and further improvement is looked for in April. Foundry iron remains unchanged locally at $49.50 per ton.

LONDON MARKETS

LONDON, April 4.—Price changes during the week, though not numerous when compared with some previous weeks, reveal a general trend of advances, although a slight reduction in cast enamel sinks has been made. Lines to advance include lamp wick, bench axes, tarred fibre, and wire stretchers. Business has been good during the past week. Spring lines, including garden tools, seeds, poultry netting, wheelbarrows, prepared paint, etc., are in good demand. Collections are good.

Lamp Wick Higher; Wagons Sell Well

London.

LAMP WICK, WAGONS.—Following the trend upward in other cotton lines, an advance has been made in lamp wick during the week, new prices established being as follows:—O, 75c; A, 90c; B, $1.30; D, $2.10 per 32-yard roll.

Coasting wagons are enjoying a good sale now, orders going forward freely. Quotations prevailing are as follows:—No. 00, $22.88; No. 0, $29.32; No. 01, $45.04; No. 1, $54.34; No. 2, $60.06; No. 3, $66.50; No. 4, $75.79 per dozen.

Cast Enamel Sinks Decline; Rope Steady

London.

CAST ENAMEL SINKS, ROPE.—A slight decline has been provided for in the new prices issued on cast enamel sinks. The 16 x 24-inch is now selling at $4.80 each, and the 18 x 30-inch can be bought at $5.50 each.

Rope shows no disposition to change. A large percentage of orders booked for spring have been shipped. Quotations remain firm as follows:—Pure Manila, 39c; British Manila, 33c; New Zealand hemp, 33c; sisal, 27½c per pound base.

Tarred Fibre Higher; Wire Stretchers Up

London.

TARRED FIBRE, WIRE STRETCHERS.—Following advances made in tar and paper, as noted in Toronto and Montreal reports last week, a change in the price of tarred fibre has gone into effect at this point, this commodity for the E2 selling at 72c per roll.

An advance in Townsend wire stretchers to $13.50 per dozen reveals another item following the upward trend existing.

Bench Axes Higher; Spades, Shovels Steady

London.

BENCH AXES, SPADES, SHOVELS.—New prices have been adopted on bench axes, this line selling at net list. This is an advance over former quotations, and is said to be due to increasing cost of steel, handles and production. Present prices are:—No. 2, $12.50; No. 3, $13.50; No. 4, $14.50; No. 5, $16.50 dozen.

No change in spades or shovels is to be noted in quotations given below. A fair demand exists for these lines for spring trade:—Jones, $14.30; Bull Dog, $14.30; Burns, $13.87; Olds, $12.40; Fox, $12.40; Black Cat, $11.93; Star, $11.93 dozen.

Spring Goods Moving Freely; Prices Firm

London.

SPRING LINES.—Spring lines of garden tools are moving freely, and prices are being firmly maintained. Some items enjoying a very fair sale, with prices applying to same, are:—Buco cultivators, 5-prong, $11.25 doz. Eureka hand cultivators—No. 4, $3.75 each; No. 8, $4.50 each; No. 10, $5 each. Eureka seed drills—No. 1, $7.25 each; No. 2, $9.50 each. Harvest tools, 25 per cent.

Hose, Poultry Netting, Screen Wire Unchanged

London.

HOSE, POULTRY NETTING, AND SCREEN WIRE.—No price changes have affected any of these lines during the week, and business is in fair volume, though not taxing capacity of wholesalers to supply. Quotations being named on these items are as follows:—Corrugated lawn hose, ½-in., 15¾c; ⅝-in., 18¾c; ¾-in., 22½c; 1-in., 31½c; ⅝-in., in full reels of 500 ft., less 5 per cent.; poultry netting, Canadian, 1-in. and 2-in. mesh, 15 per cent.; screen wire cloth, painted black, 100 ft. rolls, $3.50 per 100 sq. ft.; bronze, 14c sq. ft.

Nails Steady; Horse Clippers Moving

London.

NAILS, CLIPPERS, FLY DESTROYER.—Wire nails remain unchanged during the week. Some interest in the building trade is becoming manifest, and this is expected to increase inquiries and shipments to some extent. Wire nails are being quoted at a base price of $5.20 per 100 pounds; cut nails at $5.60 base. A splendid sale of Stewart power horse clippers is reported. No change is to be noted in the price of $8.25 being asked for No. 1. Orders for Dr. Williams' fly destroyer booked for delivery this spring are being filled and shipped out to retailers. Quotations on the ½-gallon cans are $7 per dozen and on 1-gallon cans, $10 dozen.

Linseed Oil And Turpentine Unchanged

London.

LINSEED OIL, TURPENTINE.—Fluctuations in the seed market have not served to alter the price on linseed oil, and the situation might be termed one of extreme firmness. Prices ruling to-day are as follows:

	Raw, per gal.	Boiled, per gal.
1 to 2 bbls.	$2.00	$2.03
3 to 5 bbls.	1.99	2.02
6 to 9 bbls.	1.97	2.00

Less than bbl. lots add 10c gal.

Turpentine, though somewhat easier in

the primary market, shows no change over decline registered last week. Supplies are equal to present demands.

	Imp. gal.
1 bbl. lots	67c
2 to 4 bbl. lots	66c
5-gal lots.	77c

White Lead In Oil Firm; Putty Unchanged

London.

WHITE LEAD IN OIL, PUTTY.—Prices on white lead in oil were firmly maintained during the week, although a slightly easier tone in the metal market is apparent. A slight improvement in the demand is reported, with quotations being made on the basis of:

	Tons per 100 lbs.	Less per 100 lbs.
Pure	$16.20	$16.55
Pure Elephant	16.70	17.05

Putty holds unchanged in a market void of interest. The demand is limited and prices steady at recent advance:—Standard, 25-50-100-lb. drums, $5.40 per 100 lbs.; pure, 25-50-100-lb. drums, $7.40 per 100 lbs.

Glass Advance Sustained; Paris Green Unchanged

London.

GLASS, PARIS GREEN.—The recent advances in window glass have been sustained in a very firm market. A slightly improved demand is apparent with the increased activity in building, but no large orders are being taken into stock by the retailers. Present discounts:—Single diamond, 25 per cent. full case lots; double diamond, 25 per cent. full case lots; cut lights, 10 per cent.

Paris green shows no change in quotations, which are given as follows:

C. P. Co. make—

½-lb. pkgs.	66½c lb.
1-lb. pkgs.	64½c „
25-lb. drums	62½c „
50-lb. drums	61½c „
100-lb. drums	61½c „

WINNIPEG MARKETS

WINNIPEG, April 4. — Price changes for the week show a firmer tendency with only moderate advances. Among the lines affected appear harness hooks, mendets, saw vises, hog ringers, hog tongs, cattle leaders, roofing nails, Perfect Handle screwdrivers, barn door latches, expansive bits, barn door hangers, burlap and door buttons.

Business for the week is very brisk with noted activity in all lines of automobile accessories, bicycles, baby carriages and sporting goods, brought about by the exceptionally fine March weather. The demand for all lines of garden tools is reported as very good, and should the daylight saving bill go into effect sales of these lines will no doubt be greatly increased.

Some Lines Barn Door Latches Move Up

Winnipeg.

BARN DOOR LATCHES.—New prices recently issued by manufacturers include further advances on barn door latches which move up from 5 to 10 per cent. To-day's markets follow: No. 125, $12.60 doz.; No. 126, $12.60 doz.; No. 128, $3.25 doz.; No. 156, $6.50 doz.; No 1240 J, $6.00 doz. New prices, however, do not affect the following lines which hold firm at the following figures: Thumb latches, steel No. 2, $2.00 doz.; No. 3, $2.70 doz.; No. 4, $4.75 doz.; barn door latches No. 5, $2.70 doz.; No. 8, $2.90 doz; No. 9, $5.00 doz.

Expansive Bits, Barn Door Hangers Advance

Winnipeg.

EXPANSIVE BITS, BARN DOOR HANGERS.—Prices on Clark's expansive bits have remained firm for some time past but new prices just out provide for a further advance. To-day's ruling prices are as given herewith: No. 72, $11.25 doz.; No. 71, $16.25 doz. New discounts on barn door hangers No. 843 makes a further advance necessary and the new price of $11.40 doz. becomes effective at once. Prices on other hangers remain firm at former figures.

Screw Drivers Go Higher; Roofing Nails, Too

Winnipeg.

SCREWDRIVERS, ROOFING NAILS, DOOR BUTTONS.—A slight revision in prices is recorded on Perfect Handle screwdrivers made essential by advanced prices of raw materials. To-day's market prices are quoted herewith: 2-in., $4.65 doz.; 4-in., $4.65 doz.; 5-in., $5.50 doz.; 6-in., $6.60 doz.; 8-in., $8.80 doz.; 10-in., $11 doz. New prices just received from manufacturers again show a further advance in the price of Simplex roofing nails. To-day's selling price is 22c per pound. Japanned steel door buttons show a slight advance in price over last year and are now quoted at 70c gross for 1¾ inch and 80c gross for 2 inch.

Burlaps in Rapidly Advancing Market

Winnipeg.

BURLAPS.—The steady market gains in the price of cotton has been the means of advancing burlap by leaps and bounds. New prices just issued quote drab burlap at 40c sq. yd. in roll lots and 41c sq. yd. in less than rolls. Dyed burlap is quoted around 65c sq. yd. according to quality desired, with only a limited amount available as importations from Europe have now practically ceased.

Sweat Pads May Go Higher; Stocks Good

Winnipeg.

SWEAT PADS.—Prices on sweat pads still hold firm but advances are to be expected shortly, as all raw material is advancing rapidly. Shipments on the above lines have been exceptionally heavy so far and stocks are well assorted. Prices ruling to-day are given herewith: Brown and white, No. 162 N, 12 in., $6.95 doz., $79.20 gross; red edge No. 63 N, 12 in., $7.35 doz., $83.80 gross.

Wrought Iron Pipe Holds in Steady Market

Winnipeg.

WROUGHT IRON PIPE.—Prices on wrought iron pipe still hold very firm, with stocks fairly well assorted, though certain sizes are very hard to obtain. Prices ruling to-day are as follows:

	Black Per 100 feet	Galvanized Per 100 feet
¼ inch	$6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

Miscellaneous Lines Go to Higher Levels

Winnipeg.

MISCELLANEOUS LINES.—Advancing manufacturing costs are responsible for advances in a number of miscellaneous hardware lines and show increases of from 2 to 10 per cent. over former quotations. The lines affected are given herewith:

Harness hooks, No. 18	$5 70 doz.
Mendets	$3 30 carton
Saw vises, No. 80	$8 50 doz.
Saw vises, No. 81	14 00 doz.
Hog ringers, No. 1	1 60 doz.
Hog tongs, No. 4	4 25 doz.
Cattle leaders	1 25 doz.
Combination anvil and vise, No. 2	$3 30 each
Box scrapers, No. 1	$5 85 doz.

Putty Holding Firm and Unchanged

Winnipeg.

PUTTY.—Putty prices still hold firm and unchanged on the Winnipeg market despite the high prices now in force on linseed oil and the recent advance in whiting. New prices however are to be expected in the near future. Prices now in effect are as follows: 100 lb. drums, $5.50 100 lbs.; 25 lb. irons, $5.80 100 lbs.; 1½ lb. tins, 10c each.

Linseed Oil Firm; Turpentine Holding Up

Winnipeg.

LINSEED OIL, TURPENTINE.—The market on flaxseed is still very erratic, but to date has had no further influence on the price of linseed oil which remains firm at the following prices: Raw, $2.00 gal.; boiled, $2.03 gal. Turpentine prices remain unchanged with the usual spring movement. Prices now in effect are as follows: Barrels, 80c gal.; ½ barrels, 83c gal.; 5-gal. lots, 85c gal.; 1-gal. lots, 85c gal., plus the usual extras for containers.

PITTSBURG MARKETS

PITTSBURG, Pa., April 4.—By announcement at Washington late Tuesday night the iron and steel price schedule is carried for another three months, to June 30, the only revision being that basic iron is reduced $1 a ton to $32 at furnace, this carrying with it a reduction in Bessemer to $35.20, to maintain Bessemer at 10 per cent. above basic, and all grades of scrap on which prices have heretofore been set are reduced $1 a ton.

The steel manufacturers generally desired the set prices for steel to be continued. There were very few who were disposed to urge any advances and still fewer who thought it at all possible that plates, the only commodity about which there was any real discussion, would actually be advanced. The manufacturers desired that prices be continued to the end of the year, but it seems they later offered to be satisfied with a continuance for six months. They were in a somewhat awkward position in this matter, however, seeing that, to preserve the existing schedule, they had argued that costs had been advancing, and the argument of advancing costs did not altogether harmonize with the plea that prices should be fixed for a long period.

Now that the price matter is settled it remains to be seen whether the new situation will result in either buyers or sellers taking more interest in the market. There was no distinct evidence that buyers were holding off by reason of uncertainty as to prices, and indeed if they had bought they would have been fully protected against a decline by the government clause. As to sellers, now that they are assured they will not be compelled to accept lower prices on second quarter deliveries they may be more ready to sell.

The market is still, up to date, a tight one from the viewpoint of the buyer. It is very difficult for him to place orders. That is probably a reflection more of the shipping situation than it is of the volume of business on the books of the mills. Nominally the mills have a very large volume of business on books, between 12,000,000 and 15,000,000 tons, exclusive of government orders. The question is how much of this is live business, how much of the business the buyers would actually be willing to accept shipments against. As long as it is so difficult to make shipments on account of traffic congestion it is impossible to have this matter tried out, and apparently the mills simply proceed on the assumption that the business is all live, and none needs to be written off. A period of a few weeks of really free shipments might put an entirely different aspect on the matter. The whole question is an involved one, for even the usual distinction cannot be made between contract tonnage that is not specified and contract tonnage that is, for the reason that the mills have a large volume of specifications unfilled that was received months ago, and they do not know that buyers would be willing to receive all this steel according to the specifications. Their requirements might have changed very materially even if they had not decreased as in most cases doubtless they have.

Pig Iron

There ought to be a freer supply of pig iron by this time, as blast furnace operations have been increasing more or less steadily and are now not far from normal. Production is between 85 and 90 per cent. of capacity, whereas late in January and early in February it was below 60 per cent., if not below 50 per cent. For three successive weeks Connellsville coke shipments have run at about 334,000 net tons a week, against less than 300,000 tons shipped in any preceding week of the year. A fair estimate seems to be that full requirements of the furnaces depending on the Connellsville coke region are about 375,000 tons weekly, but they may possibly be somewhat less. In any event there remains some deficiency in beehive coke, but the by-product coke plants have lately been receiving practically full shipments of coal so that the blast furnaces depending on by-product ovens are practically fully supplied with coke. It is a fact that pig iron is accumulating, but in the case of the merchant furnaces the accumulation is attributed—by the furnaces—to lack of shipping facilities, while in the case of the steel interests it is asserted that any accumulation merely operates to restore in small measure the stocks the steel works normally carry, but which were completely used up last year. It will be strange indeed if pig iron is not easier to buy in the near future.

With the reduction of $1 a ton in basic iron ordered by the government and the attendant reduction in Bessemer to keep it 10 per cent. above basic, the new schedule of prices ruling on all deliveries April 1 and later, except on contracts made prior to January 1 is as follows, f.o.b. furnace irrespective of location: Bessemer, $35.20; basic, $32; No. 2 foundry, $33; malleable, $33.50; gray forge, $32. Leaving malleable at $33.50 can hardly be called anything but an oversight, for it should stand in relation to basic. Most of the malleable sold lately has been, generically, simply off basic.

Government Buying

Word comes that the government's shell steel buying program for second half is enlarged. It was first reported at 2,500,000 tons, but is now reported at 3,000,000 tons for the government's own shells, and 500,000 tons for account of the government's allies. The freight car buying programme appears to cover 100,000 cars, 50,000 box, 25,000 hoppers and 25,000 gondolas, at least that is what is contemplated in the enquiries against which bids were to be filed at Washington last Wednesday. It is stated that 50,000 cars may be bought late in the year. Reports several weeks ago indicated 150,000 cars or more, but very lately there was a rumor that only 50,000 would be bought.

The government is seeking heavier deliveries of plates from the plate mills, asking in general that they make 75 per cent. of their output in government form.

The Steel Corporation's steel ingot production is this week reported at 20,285,061 gross tons, against 29,910,589 tons in 1916, indicating a decrease of 625,000 tons. The Institute's recent preliminary report on total ingot production indicated 42,200,000 tons, against 41,400,000 tons made in 1916. If these figures are to be followed it would mean that the independents increased their production by 1,400,000 tons while the Steel Corporation had a decrease of 625,000 tons. That might be a reflection of the fact that the independents increased their capacity more than did the corporation, while it is a fact that both suffered from lack of coke. The corporation, however, was particularly short of coke and was awaiting completion of its very large by-product coking plant at Clairton, near Pittsburgh, which was originally expected by the end of last September, but is only now nearing completion.

LARGE ORDERS FOR SHIP PLATES

The "Iron Trade Review," under date of April 4, says:

Grimmer determination to fill promptly every demand upon it is the answer of the iron and steel industry to the supreme German onslaught on the battlefields of France. A tightening of effort and more effective co-ordination in speeding up production is apparent. The Government continues to display a more vigorous attitude in following up deliveries of steel and in eliminating delays in the supplying of material which may obstruct essential lines of manufacture.

With the opening of lake navigation in sight, plans have been crystallized to smooth the way for a maximum ore movement during the present season. Coordination of the inter-related interests of ore and coal producers, of vessel owners and of the railroads, is to be effected through committees and a superior administrative body representing all. While March showed a big gain in pig iron production over January and February, the figures for the completed first quarter strikingly display the slump compared with similar period last year. The net loss of output for the three months of 1918 compared with the first quarter of 1917 is 1,131,403 tons. March's production of 3,212,715 tons represents an increase of 894,473 tons over February and 809,488 tons over January. The average daily production in March was 103,636 tons against 77,523 tons in January. The number of active stacks was raised from 319 to 340.

Extension of federal price regulation to include railroad supplies is erpected to connection with the government's large purchases of this character about to be made. Bids have been taken from the builders on 100,000 freight cars of standardized type and on about 3,000 locomotives. These are expected to be distributed in a few days. Buying of steel by the government in behalf of the Allies is more in evidence. Large orders for ship plates and shapes have been placed for British delivery. A 60,000-ton inquiry for barb wire for Italy has been put out.

WEEKLY PAINT DEPARTMENT

"Paint Up" an Insurance Measure

Loss by Failure to Paint Greater Than Loss by Fire — And Loss by Fire is Enormous Each Year—Should Link "Paint Up" With "Clean Up"—Saving Effected in Some Cities

"PAINT Up" should go hand in hand with the spring "Clean Up" idea. They are indivisible and inseparable. It is not possible to have things looking ship-shape around a home when the house looks as though it were about to fall to pieces. No matter how well the front and back yard may look the house, as the dominating attractive feature will reflect more than any other factor the impression that the spring cleaning has been carried out in a proper manner. The house that is in need of a coat of paint is like a shoe that is worn at the heels. It never looks well. It reflects in large measure the mental attitude and status financially of the one who is the owner thereof. From a sanitary standpoint it is very essential that back yards, alleys, sheds and other adjuncts to the house should be cleaned up each spring. But the owner of the house and yard who fails to have his house cleaned and painted, both inside and outside, is like unto the man who has one shoe heeled and polished and put in good shape, while the other shoe goes still in a worn and dirty appearance. The hardwareman should link up this clean-up idea to the paint-up idea. He can talk paint at the same time that he talks clean-up. There should be no half-way measure in the spring "Clean-Up" and "Paint-Up" proposition. They are both insurance measures. One insures against disease. The other insures against fire and depreciation.

Fire Loss in Various Cities.

John Winship, Michigan State Fire Marshal, in a report recently stated that the annual average fire loss for the last ten years in the United States, was $230,000,000. This is an enormous loss, for it works out at $630,000 per day, $26,000 per hour, or $400 per minute. It is stated on reliable authority that the annual loss through lack of painting is greater than the annual loss by fire. One of the very essential things in the preservation of ships is the coat of paint which they receive each spring before they start on the season's run. Some of them receive more than one coat of paint in the season. Ship owners recognize the value as an insurance measure of giving the ship that very necessary coat of paint, whether or not she seems to be badly in need. The action of the wind and water on the ship causes sure depreciation each year. No less does the action of wind and water on a dwelling or other building cause similar depreciation. The only difference consists in the fact that the ship that is neglected might be put out of commission a little sooner than a house that is neglected, but the destruction would be just as certain.

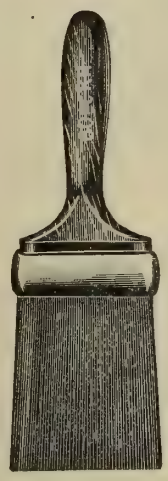
Real Savings Shown

Illustrative of the way a "clean-up" and "paint-up" campaign is an insurance against fire, the city of Hartford, Conn., instituted a campaign and then stayed cleaned thereafter. The following year the fire loss was reduced by $86,000, and the death rate by five per cent. In the city of Boston in the year following the clean-up and paint-up campaign, there were 1,003 fewer fires than during the previous year. This is very tangible evidence that goes to show what a paint-up and clean-up campaign will mean to any community. The benefit would be equally great to every community that undertook the same, although the net results for the smaller town would necessarily not loom as large as that of the large city.

A house that needs a coat of paint is more susceptible to the fire menace than the one that is well protected with a coat of paint. Lead and zinc being the two main ingredients of a good paint covering, it stands to reason that wood covered with such materials would stand a better chance of resisting a spark than one that has the naked wood surfaces.

There is destruction of buildings through depreciation if the surfaces are not kept well covered with paint. There is a greater fire hazard from fire itself if the wood is not kept well-covered. The paint-up idea is a matter of economy from whatever angle it is viewed. The hardwareman should not fail to press these points home to his prospective customers.

How about a Paint Brush Window?



Right now a display of Boeckh's Steel Grip Rubber Set Paint and Varnish Brushes in your window would receive plenty of sales-producing attention.

If you cannot spare the whole window, set aside a fair space for Boeckh's Brushes. Play up the Boeckh Assurance—"The Bristles can't come out," and you'll be more than repaid for your time and trouble.

Have you our latest window card?



The Boeckh Bros. Company, Limited - Toronto

MOORE'S

House Colors



Moore's House Colors are profitable to the dealer not only because of the big margin they leave, but also because of the super-satisfaction they give to his customers. Customers reason that such satisfaction must necessarily be the result of honest goods. They assume that where honest paint is sold there other lines of equal quality can be had.

Get our interesting proposition.

Benjamin Moore & Co., Limited
WEST TORONTO

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, April 4.—The paint markets are in a continued strong position this week for the most part. Linseed oil holds interest still, because of its continued high price. Seed deliveries have not been improved to the extent it was thought they ought to be by this time, and when the lake traffic opens it will soon be seen what available supply there is for shipment eastward. Generally speaking, this is expected to be lighter than the requirements, and maintenance of prices now ruling is anticipated. Turpentine, on the other hand, shows a weaker tendency, and it is probable a reduction of four or five cents may be made in the immediate future. A good healthy condition obtains all around, with more prompt despatch of orders than is usual in the early spring.

Outlook For High Oil Is Local Impression

Montreal.

LINSEED OIL.—While there is still some fluctuating tendency in the oil market, as a result of flaxseed trading and uncertainty, it is evident from all sources that there will be a continued strength of undertone, and that no cheap oil will be obtainable. There is still lacking the desired improvement in deliveries. Any seed offered is quickly absorbed and the prices continue to rule very high. "The conditions as we see them would indicate that there will be little lowering of prices before July," said one large crusher to HARDWARE AND METAL. "United States crushers are in a less favorable position than those of Canada," stated the same source, and from all standpoints, even if delivery improves much, the accumulated orders and the shortness of spot surplus here will serve to maintain the advanced quotations. Outside, and principally at United States head-of-the-lake' points, there is the same fluctuating condition on seed, with oil prices firm.

Linseed Oil—	Raw, Imp. gal.	Boiled, Imp. gal.
1 to 4 barrels	$1.86	$1.88½

Turpentine Is Weak And May Soon Decline

Montreal.

TURPENTINE.—Beyond the requirements for filling orders that are being shipped forward to dealers, the immediate sale of turpentine is still confined. Prices are maintained without any change, but in sympathy with the Savannah market there will very probably be a decline within the next few days. This may be from 4c to 5c per gallon. Sales of the product are likely to be larger in the immediate future, but with the season here somewhat behind-hand there is the usual delay of painting operations until weather conditions permit.

Turpentine—	Per Imp. gallon	
1 to 4 barrels	$0 65	$0 69
5 bbls. and over	0 63	0 68
Small quantities		

Putty Sales Better; Price Fully Maintained

Montreal.

PUTTY.—There seems to be a better movement of putty. This is going out with spring orders, and the trade is now preparing for the better business that is sure to develop as the weather conditions improve. The prices are naturally very firm, and these are likely to rule with a strong undertone so long as the oil merket holds strong. The container and whiting situation also will be factors in maintaining a firm range of prices.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$4.00	$4.15	$4.35
Do., ½ barrels	4.15	4.30	4.50
Do., 100 lb.	4.85	5.00	5.20
Do., 25 lb.	4.85	5.00	5.20
Do., 12½ lb.	5.10	5.25	5.45
3 and 5 lb. tins	6.85	7.00	7.20
1 and 2 lb. tins	7.35	7.50	7.70

Pure linseed oil putty, $2.00 per 100 lb. advance on above prices.

Glaziers' putty—$1.60 per 100 lb. advance on above prices.

Terms: 2%, 15 days, net 60.

Fairly Active Sales For White Lead In Oil

Montreal.

WHITE LEAD IN OIL.—The situation as applying to white lead in oil rules strong, notwithstanding the fact that pig lead is somewhat easier in the United States. The largely increased price for linseed oil will serve to offset the tendency for pig lead. Trading, say the paint makers, is maintained on a fairly good basis, this referring, of course, to the amounts that are accompanying booked orders to the trade. Ton lots of standard lead are quoted on the basis of $16 per cwt.; five ton lots at $15.50, while for small lots $16.35 is asked.

Booked Paint Orders Being Now Overtaken

Montreal.

MIXED PAINT AND SPECIALTIES.—The paint manufacturers have been despatching orders for weeks now, and there is still much activity in this respect. The painting season here is probably going to be somewhat late, but there is a healthy indication, with the immediate conditions seasonably normal, or even better than usually obtain. There will likely be a more active demand in a sorting way as the trade gets under way throughout the country. All lines are firmly maintained at unchanged prices.

TORONTO

TORONTO, April 4.—Firmness prevailed in respect to linseed oil during the week and no change occurred over prices quoted last week. Turps is somewhat easier again in some quarters and the highest now being charged is about 67c per gallon. An improvement in the demand for white lead is evident and with building operations showing some increase, interest is expected to develop in glass and putty. Shipments of mixed paints are going forword in good volume and repeat orders are already being received. This would indicate aggressiveness on the part of the retailer in pushing sales and a feeling that present values are fairly apportioned.

Linseed Oil Holds Firm; Little Now Available

Toronto.

LINSEED OIL.—A much steadier tone is evident in linseed oil during the week and prices have been firmly maintained. Some little variation in the market on flax seed has occurred but this is not sufficient to influence conditions locally. At the present time there is very little oil available. Shipments of seed during the past two weeks have been practically nil and it is indicated that nearly any price could be secured were surplus oil offering. Shipments of oil in transit are expected to reach the city during the next week and further supplies to follow will help out in some quarters materially. Price of cash seed on the exchange in Winnipeg on Wednesday was 4¾c lower than on Wednesday of last week, quotations this week being $3.89¼c per bushel. This has not influenced the oil market which shows a range as follows:

	Raw, Imp. Gal.	Boiled, Imp. Gal.
1 to 2 bbls.	$1.88-$2.00	$1.90½-$2.03
3 to 5 bbls.	.....	.....
6 to 9 bbls.	.....	.....

Less than barrel lots 10c per gallon higher than single barrel price.



The Way Our Dealers' Names Get On Our Posters

SOON you will see on the bill-boards around you a great new Paint Poster of unusual beauty and attractiveness. It will stand out from all other posters on the boards. It will create interest from people who may never have noticed a bill-board before.

Such is the new

B-H Paint Poster

While its design is exceedingly attractive, careful attention has been given to a feature equally as important to our Dealers.

IN their respective towns, **B-H Dealers' Names will appear on this Poster in letters over 12 inches high.** These names will not be printed on a white sheet and pasted on, as has been done in the past. Instead, they will form an integral part of the design — handsomely lithographed "in" the posters while they are being made.

The poster will "get" the eyes of prospective paint-buyers. An impression will be indelibly stamped on their minds in favor of B-H Paints and B-H Dealers.

It is great creative publicity, such as this, that is making the B-H Agency so valuable.

We are always ready and waiting to give our dealers the utmost in co-operation.

No detail is overlooked to make our Agency the best possible—the most profitable.

A few territories are still open for exclusive representation. A line to us by return will give you all information—just in time for you to cash in on the B-H Paint demand of this coming Spring—just in time for you to get your name on a poster.

Watch our next advertisement. It will give some new ideas on the way we help B-H Dealers to make profitable paint window displays.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG CALGARY EDMONTON VANCOUVER

Turps Decline Further; Supplies Uncertain

Toronto.

TURPENTINE. — Further declines have been registered in turpentine during the week in some quarters of from 2 to 2½c per gallon. The primary market is very weak. The future of supplies for Canada are somewhat uncertain. It is reported that the United States government is taking all available ships to transport men and ammunition across the water and coastwise shipping will be greatly curtailed. This will affect further receipts of turpentine, it is thought, if government action as outlined becomes effective. The price of 67c is about the highest now being made and a spread of 5c per gallon is to be noted in the low price of 62c reached by some distributors. Present stocks are ample for the demand but the future must remain doubtful for some time to come.

	Imp. Gal.
1 barrel	$0.62 -$0.67
2 to 4 barrels	0.60½- 0.66
5 gallon lots	0.67 - 0.77..

White Lead In Oil Steady; Demand Better

Toronto.

WHITE LEAD IN OIL.—Prices on white lead in oil were firmly maintained during the week at the recent advance. A better demand is developing and a somewhat more optimistic feeling exists among the trade. Stocks are, of course, heavy and a great deal more business could be easily handled. However, continued improvement in the demand will do much towards bringing stocks to a level more in keeping with business offering. Pure white lead in oil in ton lots is selling at $16.20 per 100 pounds and smaller quantities $16.55 per 100 pounds.

Spring Orders Paint About Cleaned Up

Toronto.

MIXED PAINT.—Spring orders for mixed paints are pretty well cleaned up, the fine weather prevailing causing merchants to take delivery of their orders, in some cases, earlier than had been expected. Orders through the mail are in nearly all instances showing surprising volume and repeat business is coming along from many sources. Reports from country points indicate that paint is being sold in good quantities and those merchants who have faith in the fairness of present values are making sales. Prices held unchanged during the week though very firmly maintained. The future is still uncertain as regards prices but nothing is expected to develop for some little time in this respect—the movement will not be down.

Putty In Fair Movement; Glass Steady

Toronto.

GLASS, PUTTY. — Little interest marks the situation in putty. A slight increase in building operations is becoming evident and this will ultimately tend towards a movement in both glass and putty. Prices on putty remain unchanged, standard bulk in casks being quoted at $4.55; 100 lb. drums at $5.30-$5.40; and bladders in bbls. $5.45-5.65 per 100 pounds. Prices on pure putty range $2.00 per 100 pounds higher than those shown.

Discounts from the new list of window glass remain at 25 per cent. in full boxes, with cut lights selling at 10 per cent. Prices on plate glass show no change as yet though the market is in very firm tone. A fair volume of business in window glass is reported.

Broom Outlook Gloomy; Brushes Moving Freely

Toronto.

BRUSHES, BROOMS.—Reports from points in the United States are somewhat gloomy as to the outlook for broom corn during the coming season. This is covered in a brief article elsewhere in this issue.

Brushes continue to move out in good quantities. Manufacturers report business flourishing and jobbers' orders nearly all contain their quota of brush business. Prices are holding firm at recent advances and have not acted as a deterrent factor in orders being placed.

MARKET FOR ASBESTOS MANUFACTURES

At the present time there is a brisk demand for manufactures of asbestos in this district, but according to replies to specifications recently cabled by this office to Canada, the obstacle to the transaction of business is dearth of shipping space, according to J. E. Ray, Canadian Trade Commissioner at Birmingham, Eng. However, if it impossible to ship under the circumstances, efforts should be made to ascertain the requirements of the British market in preparation for after-war trade. As is well known, the production of raw asbestos in Canada has increased rapidly during recent years, but manufactures of the same have made but tardy progress. Some twelve months ago a range of German samples of manufactured asbestos was forwarded to the Department of Trade and Commerce. An excellent trade in these commodities was transacted by Germany with the United Kingdom prior to 1914. Firms interested can be introduced to importers in Birmingham with whom preliminaries might be discussed in preparation for future trade.

POLITICS CHARGED IN NAVAL STORES TRADE

News comes from the South that all is not harmony in naval stores circles since the recent meeting of the coordinated naval stores interests in Washington in connection with the proposed passage of the Harrison bill according to the "American Paint Journal."

It is said that Senator Kenyon of Iowa was in New Orleans recently, supposedly for the principal purpose of addressing Louisiana bankers, that while there several persons identified with the naval stores business of that city, and who are also reported to have the promised support of like connections in Pensacola, Mobile and Savannah, held a quiet conference with Senator Kenyon.

The Senator is the author of the Kenyon bill, now pending in Washington, which would cause paint manufacturers to state the complete formula on every package of their products, which, of course, would show the exact amount of turpentine used.

The meeting is supposed to have taken place March 21, and so far as known no officer of the National Paint, Oil & Varnish Association was made aware of the plans of the folks in the South. It is intimated that Senator Kenyon was promised considerable support in the passage of his bill.

What is of more immediate importance to the paint trade is the action of practically the same interests in sending to Washington Walter H. Coachman of Jacksonville and J. A. G. Carson of Savannah, with instructions to urge the national administration to fix a price on turpentine, now being sold in bulk at the stills at about 30 cents. The basis of their arguments to induce such a step on the part of the government has not been disclosed. Both are now supposed to be in Washington. The outcome of their visit is being awaited with considerable interest by the trade.

WAR DEMANDS KEEP TINWARE FACTORIES BUSY

An idea of the enormous demands which war is making on the country's "peace" industries may be gained from the fact that of the total output of American enamelled, galvanised and tinware utensils, more than one-fourth now is being diverted to military hospital and camp uses, according to officials of the Metalware Club. A particularly heavy demand for enamelled ware in the hospitals is noted.

This observation is made from a canvass of the larger manufacturers of kitchen and other household wares, who employ thousands of men and women workers and whose output totals more than $30,000,000 a year. They point out that scarcity of materials is practically the only barrier to maximum operations in the future.

Government requisitions for enamelled, galvanized and tinware utensils in almost every branch of army life are being received in increasing numbers. It is said to be a frequent occurrence for manufacturers to estimate on such requisitions as 200,000 pie plates, 20,000 dish pans, or 30,000 measures.

Manufacturers predict the present rate of 25 to 30 per cent. of their business for distinct war uses will continue for many months to come.

Big Battle's Effect On Buyers

So far the only effect upon business due to the big battle on the Western Front, has been sentimental, says THE FINANCIAL POST this week. A further effect may be looked for in renewed munitions activity in Canada, due to the need for shells. This might mean more war prosperity with increased buying power, but THE FINANCIAL POST warns that increased national financing may also be necessary, and this may affect buying power of the people.

Embargoes on Luxuries

Ottawa is at present actively concerned over the importation of luxuries from the States, and restrictions are being contemplated to correct Canada's adverse trade balance. The headlines, "Government is Ready for a Tariff War," which appear prominently on page 1 of THE FINANCIAL POST this week, tell their own story. Here are some other important subjects which are dealt with in the current issue of THE POST, and upon which in your own best business interests you would do well to keep fully informed:

Plate Mill Will be Big Asset to Dominion Steel

The West Will Sow 15 Million Acres of Wheat

Sir William Mackenzie Replies to Charge That He "Got from Under" Toronto Rails

Hog Expert Says Packers Should be Encouraged

New Lease of Life for Acadia Sugar

Steel Co.'s Profit Shows 20% Increase

Gen. Electric's Position Still Stronger

Fewer Failures in Canada as Result of War

Relations of Banks and the Government

Cutting Out Cheque Issue on Savings

A Guard Against Failures of Loan Companies

These are just a few of the outstandingly important business matters of the week dealt with concisely in THE FINANCIAL POST of March 30th. With the other business news contents of THE POST these matters are handled in manner to make it easy for the busiest man to get a complete grasp of them in breadth and in detail. Full information on important matters as they affect Canadian business is absolutely essential to success in these times, and THE FINANCIAL POST keeps you fully informed on every important business development of the week.

A POST Subscription Pays

To succeed in your business, and to lead in your community or business circle, you must read, not as a book-worm, but as a business man. THE FINANCIAL POST furnishes the brain-food of the business man—the facts from shrewd knowledge of which he forms his money-making decisions. As an investment it will pay you to send for a POST annual subscription. Send to-day, using this coupon.

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The MacLean Publishing Co.,
153 University Ave., Toronto.

Send me THE FINANCIAL POST each week till further ordered. I will send subscription price ($3.00 per year) on receipt of bill, or you may draw on me for this.

Name .....

Address.....

H.M.



A Live Line It Pays to Push

Every owner of one of the four million motor cars now in use is a possible buyer of

Berry Brothers'
Auto Color Varnishes

They are made especially for the unskilled varnisher, and are so easily applied that any man can refinish his car in his own garage just the way he wants it and save finishing shop charges and delay.

It is a live line to push, becanse by adopting the *"Berry way"* any owner can restore the spick and span appearance of his car at a merely nominal expense.

We furnish an attractive cutout counter sign in colors, and a descriptive folder telling the amateur everything he needs to know about finishing his car, just how much varnish it will take, and giving colored illustrations showing how cars look when refinished. A real selling help.

Ready to Ship Assortments

We have already put up, well selected assortments of colors that we can ship promptly. Order one to-day and get in the field early. You will sell it quickly and want more. Write for further particulars anyway.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
Walkerville, Ont. (659)

Electros?

YES, we have over 300 DIFFERENT ELECTROS

WRITE FOR CATALOGUE

HARDWARE *and* METAL
143-153 UNIVERSITY AVE. ∴ ∴ TORONTO, CAN.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25% B.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 10% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W. and 5, and 5½, 100, in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.			
3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½ to 60%; London, 60%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.
London, 22½%.

F.O.B. Toronto, Montreal London and Hamilton.

AXES

Single Bits, doz.	$14 00	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No. 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

	Single Bit	Double Bit
Sager	$15 00	$20 00
Dominion Pride	14 50	19 50
St. Clair handled	15 50	....
Sager Boys	12 50	....
Kitchener Boys	12 00	....
Sager Hunters	11 50	....
Kitchener Hunters'	11 00	....

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to 95c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb. $1.40-$1.75
Cut Lace Leather, lb. 1.60- 1.95

F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50 lb.	5 00
No. 3 x 60 lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 14-14½
F.O.B. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base	$0 43
Rods, base ½ to 1 in. round	38-40
Tubing, seamless base	45½-50
Tubing, iron pipe size, base ¾ in. and up to 3 in.	45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in.	47½-53

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal. extra heavy	$14.50-$17
30-gal. Standard	14 00

F.O.B. Montreal and Toronto.

BOARDS (Wash)	Tin Plate	Zinc
Pony, Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4.45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (glass)	....	5 50
Western King (enamel)	....	6 25
Wood, double faced	....	2 20

Subject to small discounts for quantities

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN	B.B. Fire Welded Proof Coil Mont'l	B.B. Fire Welded Proof Coil Tor'to	B.B.B. Fire Welded Mont'l	B.B.B. Fire Welded Tor'to
3-16 in.	$21.50	$19.85	$.....	$.....
¼ in.	15.25	15.25	19.50	20.25
5-16 in.	13.25	13.65	.....	17.00
⅜ in.	12.10	12.75	14.75	16.50
7-16 in.	11.90	12.45	16.95	16.00
½ in.	11.65	12.15	13.75	15.75
9-16 in.	11.65	12.15	.....	15.75
⅝ in.	11.50	12.00	13.60	15.50
¾ in.	11.40	11.85	13.45	15.25
⅞ in.	11.25	11.65	13.35	15.25
1 in.	11.10	11.50	13.20	15.25

Electric Welded

	B.B.	B.B.B.
3-16 in.	$15.90	$17.40	$.....	$.....
¼ in.	12.30	13.30	13.75	15.55
5-16 in.	11.05	11.75	12.00	14.00
⅜ in.	9.90	10.50	11.75	12.75
7-16 in.	9.70	10.50	11.75	12.75
½ in.	9.45	10.50	11.75	12.75
⅝ in.	9.25	10.50	11.75	12.75
¾ in.	9.20	10.50	11.75	12.75

Montreal and Toronto.

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$16.75	....
5-16 in.	12.00	$12.75
⅜ in.	11.00	11.90
7-16 in.	10.75	11.70
½ in.	10.50	11.60
⅝ in.	10.35	....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12 F.o.b. Toronto.

Cow ties, 12½-15%; trace chains, net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.70 in carlots; $3.25 bbl. in small lots.

Paris plaster, five-barrel lots, $3.25; single barrel, $3.25.

F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—Montreal	Toronto
No. 0	$15 20	$15 20
1	18 80	18 80
2	23 95	24 00
3	30 35	30 35
Russwin—		
No. 0		$17 70
No. 1		21 70
No. 2		24 95
No. 3		34 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. length	5 40
18—6-strand, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$42 50	$43 00
Plain sheets, base 16 oz. and heavier	46 00	35-44
Copper sheet, tinned, 14x60 in., 14 oz.	48 00	....
Copper sheet, planished, base 16 oz. and heavier	57 00	36-45
Braziers' in. sheets, 6x4 base	45 00	44 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	69
No. 7, lb.	68
Nos. 8, 9, 10, 12	67

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets.	$11 75	$ 8 50

Galvanized

	Apollo	Crown	Gorbals
18x24x52	.....	....	....
60	.....	....	....

CHARCOAL, TIN PLATES

	Per box
M.L.S. and Famous—	
IC, 20x28 base	$28 00
IX, 20x28 base (nominal)	32 00
IXX, 20x28 base (nominal)	36 00
IXXX, 20x28 base (nominal)	40 00

F.O.B. Toronto

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	$40 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets 25 00

F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—
20x28 IC, 112 sheet 30 00

F.O.B. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50

F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, $8.75 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%
Rd. Shk., 30 to 37½%.
Wood Drills, 37½%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.60 doz.

F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.



The Babbitt Metal that's at the Front in Efficiency and Economy

HARRIS HEAVY PRESSURE

The Aristocrat of Babbitts

St. Lawrence Paper Mills Co., Limited
Mille Roches, Ont.

The Canada Metal Co., Ltd., Fraser Ave., Toronto, Ont.

Dear Sirs:

We feel like putting in a good word for your Heavy Pressure Babbitt. We installed a very heavy machine some time ago, which had all brass boxes. The shafts weigh six tons each with a top roll weighing four tons, also a lever pressure making a total pressure of about fourteen tons. The brass boxes wore out in four weeks. We then put in Heavy Pressure Babbitt and am pleased to say that we have no more trouble. We put in Heavy Pressure in a very heavy machine eighteen months ago and there seems to be no perceptible wear.

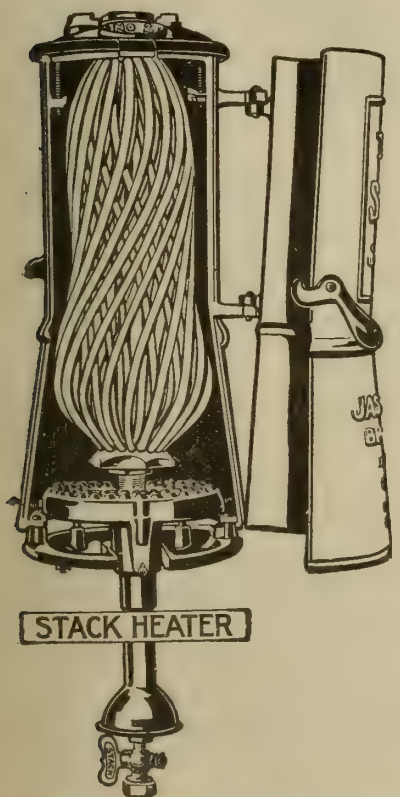
We thank you for supplying us with a babbitt that gives such good results. Your truly,

Per C. F. BUSS, Superintendent.

THE CANADA METAL COMPANY, Limited

Head Office and Factory TORONTO

BABBITT SOLDER LEAD PIPE INGOT METALS



The simple natural law

that water has a tendency to rise on being heated is taken into account in the construction of the Stack Gas Water Heater. The copper water pipes rise almost perpendicular from the base of the heater where the gas flame comes into contact with them. This means rapid circulation and quickly heated water., It is the reason why the Stack Heater will heat small quantities of water with less gas than any other heater.

It is a convincing fact to intending purchasers.

James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, TORONTO

If interested, tear out this page and keep with letters to be answered.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.	%
Great Western, Amer.....	50
Kearney & Foot, Arcade....	50
J. Barton Smith, Eagle.....	50
P.H. and Imperial.....	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.O.B. Toronto, Montreal, London, and Hamilton.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRILLS, ELECTRIC

Single heat, round	$6 00
Three heat, round	7 15

F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick	1.80-2.25
Under 40 lbs.	1.90-2.35
Bi-Treadle, each	6.25

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"..$11.25-$12.75	
Russet rope shank, 1¼ in...	13 85
Black rope shank, 1 in.....	13 75
Black rope shank, 1¼ in.12.50-	13.85
Hand sewn, no shank, 1 in..	17.40
Hand sewn, no shank, 1¼ in.	20.20

Halters (Sisal).

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt..$17 50	
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under....	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, 10%. All neckyokes, whiffletrees and doubletrees, 10%. All ash and maple handles, wood hay rakes, horse pokes, 20%.

F.o.b. St. Thomas, London, Strathroy, Toronto.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	8 15-8 45
Atlas, No. 1	8 95-9 25
Atlas, No. 2	10 40-10 75
Stearns, 4 in.	7 40-7 65
Stearns, 5 in.	10 25-10 65
Perfect, No. 1	10 45
Perfect, No. 1½.....	13 20-13 80
Storm King and safety hangers, doz.	10 25-10 65
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner .....4...	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Net Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	$2 40	$2 05
5-inch	2 95	2 55
6-inch	3 20	2 90
8-inch	4 30	3 30
10-inch	7 70	5 85
12-inch	9 50	9 30
14-inch	11 00	9 50
Light	**Strap**	**Tee**
3-in., doz. pairs...	$1 00	$1 00
4-in., doz. pairs...	1 20	1 10
5-in., doz. pairs...	1 40	1 30
6-in., doz. pairs...	1 70	1 50
8-in., doz. pairs...	2 50	1 80
10-in., doz. pairs...	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs....	8 00
Over 14 in., per 100 lbs.....	7 50
Extra hooks for above ⅝ in., per lb.	8
Extra hooks for above, ¾ in., per lb.	7¾

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point $14 00	
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.....$3 40		$5 50
No. 3, per doz.....	3 50	6 40
No. 4, per doz.....	3 60	7 40
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg: No. 2 and larger Less	No. 1 and smaller 20c
Light iron ...	0-7	$6 25	$6 50
Long heel light iron	3-7	6 25	....
Medium iron...	1-8	6 25	6 50
Heavy iron ..	6-8	6 25	....
Snow	1-6	6 50	6 75
New light "XL" steel	1-6	6 70	6 95
Featherweight "XL" steel..	0-4	8 10	....
Special countersunk	0-4	8 60	....
Toe weight (front only)	1-4	9 10	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft...$15 75	
Corrugated, ⅝ in., 100 ft....	18 75
Corrugated, ¾ in., 100 ft...	21 50
Corrugated, 1 in., 100 ft....	31 50

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots..	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55. polished, per set 1.70-1.75	
Mrs. Potts, No. 50, nickel-plated, set 1.80-1.85	
Mrs. Potts, handles, japanned, doz.	1.30- 1.50
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up....	7 00
Sad irons, common, plated...	5 50
Princess Electric, each	....
Canadian Beauty Electric Irons, each	4 15
Style A	3 75
Style B	4 12
Hotpoint Domestic Electric Iron, each	4 75
Gasoline Sad Irons, each....	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders	Per ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	21c ft.
34 to 44 ft.	24c ft.

London—32 ft., 18c; 34-44 ft., 20c.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.....	17c ft.
18 ft. to 22 ft.....	18c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERNS*

	Per doz.
Short Globe, doz.	$12 50
Jap'd Dash, doz.....	15 00
Search Dash, doz. X-ray.15.75-16.10	
Little Bobs .....$2.10-$4.20	
Copper, well japd., doz....	18.25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen
Cold blast, short .....95c-$1.10	
Cold blast .....95c-$1.10	

3 doz. cases, 80-90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby....	4.00-4.20
Cold blast, common ruby.	4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, doz.....	4 70

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric 102 00	
Seafoam, engine drive	44 00
New Idea, electric 134 00	
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand.....	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	15 00
Canada First	19 00

Discount, 40%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz
Tinsmiths, 2½ x 5½ in.$1.00-$1.75	
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton

MATTOCKS

Cutter, doz. $10 85	$11 40
Pick, doz.	10 85	11 40

F.o.b. Montreal, Toronto, London, Hamilton.

MOPS

Mops, O-Cedar, doz. net.....$12 00	
Sprustex, No. 2, doz.....	8 40
S. W. Mops, doz.	4 35
Mop Sticks, doz., No. 8.....	1 55
Cast head mops, doz.....	2 00
Crescent, doz.	2 00
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton $5.20 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.25 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory points, carload freight allowed, $5.32½.

Sault Ste. Marie, Port Arthur, Fort William, $4.95-$5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.65 base; London, $5.60; Hamilton, $5.65. No equalization of freights.

Roofing Nails — American, large head, keg, $8.50. London, $8.25. F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand	Per box of 25 lbs.
No. 3		$19 50
No. 4		9 50
No. 4½		8 25
No. 5		4 50
No. 6		4 25
No. 7		4 00
No. 8		4 00

Get Down To Brass Tacks On This Paint Question---

Now more than ever before it is necessary for you to have on your shelves a line of paints and varnishes that is absolutely dependable. Your customers are demanding fullest value—they want quality goods at moderate cost.

There is no line that will give as complete satisfaction to both you and your trade than

JAMIESON'S

Paints and Varnish

a full and complete line of everything that is needed for painting and varnishing. Every line tried, tested and proven.

It will be a pleasure to give you full details regarding our profitable agency plan. A line from you will not obligate you in any way and will bring particulars by return mail.

R. C. JAMIESON & CO., LIMITED
Montreal

Calgary **Established 1858** **Vancouver**

Owning and Operating P. D. DODS & CO., Limited



If interested, tear out this page and keep with letters to be answered.

No. 9	3 75
No. 11	3 75
No. 10	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton. London

"M.R.M." BRAND
Net Price List

No.	Lengths	per 25 lbs
3	1⅝"	$19 00
4	1¾"	9 00
5	1 15–16"	4 00
6	2⅛"	3 75
7	2 5–16"	3 50
8	2½"	3 50
9	2 11–16"	3 25
10	2⅞"	3 25
11	3 1–16"	3 25
12	3¼"	3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 linear yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch...	10 50	36 inch...	$15 00
30 inch...	12 75		

½ inch mesh and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)	$21 50
U.S Navy (unspun)	20 75
Clipper (unspun)	21 50
U.S. Navy, Eng., unspun	20 00
U.S. Navy, Eng. (spun)	21 00
Plumbers (spun)	$8 50 $10 50

F.o.b. Montreal, Toronto

OIL	Montreal	Toronto
Royalite	0 19	0 18
Palacine	0 22	0 21
Gasoline, gal.	0 34	0 33
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 18	0 15½
Cylinder Green, med.	0 55	0 56
Capital cylinder	0 50½	0 49½
Machine oil, regular grades	25½-42	29½-30
Standard gas engine oil	38½	38½-37½
Paraffine	0 21	0 21
XXX machine	0 24¼	0 28
Fuel oil, bbls.	0 14½	0 13½
Fuel oil, tank cars	0 13	0 12

OLD MATERIALS
See weekly report.

PACKING	Per lb.
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 72
Surprise Fibre	0 66
Tarred felt, per cwt.	3.30-3.45
Asbestos sheeting (per 100 lbs.)	$12-$15
Carpet Felt, 16 oz., per 10 lbs.	$4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$ 9 55	$10 00
6 to 7 lbs., doz.	10 05	10 55
7 to 8 lbs., doz.	10 85	11 40
8 lbs. only		11 10
Rock		
7 to 8 lbs., doz.		11 40
7 lbs., doz.	10 85	
8 lbs., doz.	11 10	

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	80c-97c
4 gross (cartons), 4½ in.	85c-$1.00

F.o.b. Montreal and Toronto.

PIPE, STANDARD WROUGHT

Effective Feb. 26, 1918.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 6 00	$ 8 00
¼ in.	5 16	7 29
⅜ in.	5 16	7 29
½ in.	6 55	8 12
¾ in.	8 28	10 41
1 in.	12 24	15 39
1¼ in.	16 56	20 82
1½ in.	19 80	24 89
2 in.	26 64	33 49
2½ in.	42 72	53 53
3 in.	55 85	70 00
3½ in.	70 84	87 86
4 in.	83 93	104 10
Standard Lapweld.		
2 in.	29 60	36 08
2½ in.	44 46	54 70
3 in.	58 14	71 53
3½ in.	72 68	90 62
4 in.	86 11	107 37
4½ in.	97 79	122 56
5 in.	114 00	142 82
6 in.	147 80	185 28
7 in.	192 80	241 57
8 L in.	202 50	253 75
8 in.	233 30	292 32
9 in.	279 50	350 18
10 L in.	259 20	324 80
10 in.	333 70	418 18

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 40-45%.
4½" and larger, 40%.
4" and under, running thread 25%.
Standard couplings, 4" and under, 35%.
4½" and larger, 15%.
Terms 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Discount 10%.
F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD
See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	35, 2½	35, 2½
8" soil pipe	30	30
Medium and extra heavy fittings, 6" and under	40, 2½	40, 2½

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

Pumps	40%
Cistern Pumps	40%
Set Lengths	40%
Brass Lined Cylinders	40%
Brass Body Cylinders	40%

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	1 30
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	$5.75-$6.00
Roofing Pitch, $1.05 to $1.10 cwt.	

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ¼ in.	0 70½ 0 73
5-32 in.	0 69½ 0 72
3-16 in.	0 63 0 69
¼ in. and up	0 62 0 68

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls 33 1-3 per cent. on list. F.o.b. Toronto Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton

SCYTHES	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS
Net list.

SCREWS
Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK
See Montreal and Toronto report

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$9 25
U.S. 28	8 95
U.S. 26	8 65
22 and 24	8 50
18 and 20	8 35
16	8 20
14	8 10

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75, 26-gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 8 10
16 gauge	12 05	8 20
18-20 gauge	10 30	8 35
22-24 gauge	10 45	8 50
26 gauge		8 65
28 gauge		8 95
10¾ ozs.	11 05	9 25

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$ 8 70
18-20	12 55	12 55	8 85
22-24	12 25	12 25	9 05
26	12 25	12 25	9 25
28	13 00	13 00	9 65
10¾ oz.			10 00

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES	Per sq
Standard galvanized	$10 25
Shipping weight, 90 lbs.	
Standard painted	8 00
Shipping weight, 80 lbs.	

Discount 7½%.
F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$8 75
Standard painted	7 00

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa. Oshawa.

SOLDERING COPPERS
Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR
See Weekly Report.

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 2-burner	$12 75
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	5 00
McClary Glass Front Oven No. 70	4 25

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 525 (125), each	6 50
No. 530 (130), each	7 25
No. 630 (230), each	9 25

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.
Discount 25% off list.

Artistic and Educative Color Cards



COLOR CARDS emphasize the great care that is taken to enable our Agents to give their customers just the RIGHT PAINT for the job they have in hand.

When you help a customer in this manner he advertises you to his friends.

Be a RAMSAY AGENT

A. Ramsay & Son Company

MAKERS OF PAINT AND VARNISHES SINCE 1842

Toronto MONTREAL Vancouver

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS

	1st Grade	2 nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5%
Draining Tools	30%	30%	...
Hollow Back Scoops	10%	....	Net list
Hollow Back No. 2 Shovels	30%	....	5%
Hollow Back Sand Shovels and Coal Shovels	30%	....	Net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43....	7½%	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	17.80	.....	14.80
Coal Shovels, No. 3, black	22.00	.....	14.50
Sand Shovels, No. 3, black	18.50	.....	11.50
Do., No. 4, black	19.00	.....	12.00
Do., No. 5, black	19.50	.....	12.50
Do., No. 6, black	20.00	.....	13.00
Do., No. 8, black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Coal Shovels, No. 3, black	22.00	.....	14.50
Riveted Scoops, No. 2, black	19.00	18.00	17.00

For polished goods the following net extras apply:
Full polished .....$1.00 per dozen net
Half polished ..... 50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Following are net prices on some of the standard lines: Shovels and spades, Black Cat, polished, $11.90; black, $10.90; Bull Dog, polished, $14.30; black, $13.30; No. 3 D.H.R.P., black, $13.65 per dozen.

Black Cat Scoops—Black are quoted as follows: No. 4, $15.80; No. 6, $16.80; No. 8, $17.80; No. 10, $18.80 per dozen.

SWEEPERS, CARPET .. Bissell's
American Queen, nic'd trim, ball bearing .....Doz. $39 00
Club, nic'd trim., "Cyco" bearing 82 00
Champion, nic'd trim 30 00
Champion, Jap'd trim 27 00
Elite, nic'd trim., B.B..... 41 00
Grand Rapids, nic'd trim., B. B. 36 00
Grand Rapids, Jap'd trim., B. B. 32 00
Parlor Queen, nic'd trim., B. B. 42 00
Princess, nic'd trim., B.B.... 37 00
Standard, nic'd trim 32 00
Standard, Jap'd trim 29 00
Universal, nic'd trim, "Cyco" bear 34 00
Universal, Jap'd trim., "Cyco" bear 30 00
F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)
Grand Rapids, nic'd trim.... 81 00
Household, Jap'd trim..... 67 00
Superba, nic'd trim..... 96 00

SWEEPERS (ELECTRIC)
Steel frame 33 75
Aluminum frame 41 25
Attachments, set 7 50
F.o.b Toronto, Hamilton, London.

TACKS Discount
Wire Tacks .....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1, 1916..60 and 15%
F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS
See prices under head of Wires.

TOASTERS, ELECTRIC
Upright, with rack $4 00

TOOLS, HARVEST
Waverly, Wellandvale, Rixford.
Maple Leaf, Bedford, 25% discount.
Samson, 20% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.....$	6 90	15 in.....$	12 50
10 in.....	7 70	18 in.....	16 00
12 in.....	9 10		

Discount 10%.
F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain
Victor No. 1 ..... $2 05
Jump, No. 1 ..... 2 65
Hawley & Norton, No. 1.... 3 15
Newhouse, No. 1 ..... 4 30
F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) Per lb.
500 ft. $0 23½
550 ft. 0 25¼
600 ft. 0 26½
650 ft. 0 28
In 5-ton lots ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs. and over to nearest station.
F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)
3-ply wrapping, lb. 54½-68
4-ply wrapping, lb .....58 -72½
F.o.b. Toronto, Hamilton

WOOD TUBS
No. 0, per dozen $18 15
No. 1, per dozen 15 70
No. 2, per dozen 13 20
No. 3, per dozen 11 55
F.o.b. Newmarket

VALVES %
Ground work 50
Compression work, standard.. 52
High grade 45
Cushion work 46
Fuller work, standard 50
High grade 43
Basin cocks, No. 0 standard.. 46
High grade 46
Bath cocks 53
Flatway stop and waste cocks, standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Brass Steam Cocks, standard.. net
Radiator valves, standard.... 15
High grade 7½
Globe, angle and check valves, standard 10
Do., high grade 7½
Patent quick opening valves.. 35
F.o.b. Toronto

WARES, ETC.
Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 30%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list ,plus 25%.
Railroad Cans, list, plus 20%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, steel, 25%; cast iron, 17½%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 60%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON
Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.
F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs...	$4 50	$4 25	$4 75
Section, ½ in. per 100 lbs...	4 50	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	3 00	3 50	3 10

WHEELBARROWS
Navvy, steel wheel, doz..37.50-51.50
Garden steel wheel, doz.51.00-75.00
Light garden, doz. 37.00-54.00
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS
F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Hay Wire in Coils

No. 13	6 80
No. 14	6 90
No. 15	7 05
No. 16	7 20

Smooth Steel Wire.
Nos. 0-9 gauge, base 6 25
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire
List Price on Fine Steel Wire

No. 17.....	$5 00	No. 26....	$ 9 50
No. 18.....	5 50	No. 27....	10 00
No. 19.....	6 00	No. 28....	11 00
No. 20.....	6 65	No. 29....	12 00
No. 21.....	7 00	No. 30....	13 00
No. 22.....	7 30	No. 31....	14 00
No. 23.....	7 65	No. 32....	15 00
No. 24.....	8 00	No. 33....	16 00
No. 25.....	9 00	No. 34....	17 00

For prices of fine steel wire add 45% to above list.

Extra net
List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles....	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases....	0 15
Bagging or papering.....	0 16

Oiled and Annealed Wire

No. 10	$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$ 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. Toronto

Barb	$6.25
No. 9 pl. galv.....	5.35- 5.90
No. 12 pl. galv.....	5.50- 6.00
No. 13 pl. galv.....	6.00- 6.15
No. 9 coil sp.....	5.50- 5.90
No. 12 coil sp.....	5.80- 6.20

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples
Fence staples, bright $5 50
Fence staples, galvanized.$6.25-6.50
In 25-lb. boxes add 25c extra

Poultry Netting Staples
Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.
Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire
Copper wire list, plus.....10%
Brass wire, 3 to 24 gauge, add 40%
25 to 36 gauge, add 25%

Wire Cloth
Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls...$3 50
In 50-ft. rolls 3 55
Galvanized, per 100 sq. ft. in 100 ft. rolls 5 50
Bronze, sq. ft. 0 14
F.o.b. Toronto, Hamilton, London.

Wire Goods
Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

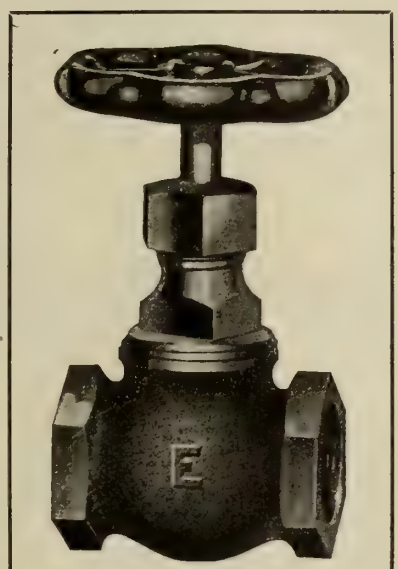
For zinc products and zinc sheets See weekly report.

EMPIRE MFG. CO., LIMITED

LONDON - - TORONTO

Brass Valves,
Bibbs, Basin Cocks,
Steam Stops,
Plumbing material
for country homes.

Water Closets,



A830

Bath Tubs, Wash Basins, Soil Pipe and Fittings, Iron Pipe, Iron Fittings.

Full Stock carried in London and Toronto.

SEND FOR OUR CATALOGUE ON RURAL PLUMBING.

B T PUMPS

Ready to Ship



Normal Prices Prevail

In spite of the increased cost of raw materials and increased cost of labor, **B.T. Ready-to-Ship Pumps** have been kept close to the price of similar pumps that prevailed before the war. And the excellence of their construction has been maintained in every particular withall. Specializing in manufacture is the secret of their remarkable low price. For we make **"Seven pumps that take the place of 700,"** permitting speed, efficiency and economy in production.

Quick Deliveries

Right now we can make reasonably quick deliveries. We cannot speak of the future with certainty as scarcity of raw materials may stand in our way. Better place your order right away for the demand which becomes especially strong during the summer months.

B.T. Pumps are ideal in construction. They are larger and heavier than any other pumps on the market designed to do similar work. Water ways are larger and spouts have larger deliveries. They are the best pumps you can sell from every point of view.

Not handled by jobbers or mail order houses—sold only to the trade. Order from our nearest branch.

Beatty Bros. Limited, Fergus, Ont.

St. John, N.B. Montreal, Que. Winnipeg, Man. Edmonton, Alta.

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 for 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX Per lb.

Small quantities $0 45
Larger quantities 0 40
F.o.b. Toronto.

BLUE STONE Montreal Toronto

Per lb. 13-14 14-16

BRONZING LIQUID

Bronzing liquid, No. 1.$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each..$1.35 $2.00
Weighted, 20 lbs., each.. 1.60- 2.25
Acme, 15 lbs., each..... 1.75
Acme, 20 lbs., each..... 2.00
Acme, 25 lbs., each..... 2.35
F.o.b. Toronto.

COATING

Cement Coating $3 00 $3 75
F.o.b. Montreal, Toronto.

COLORS (DRY) Per lb.

Raw Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Burnt Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Raw Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Burnt Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Imp. green, 100 lb. kegs.... 0 23
Chrome green, pure 0 35
Chrome yellow 17-31
Brunswick green, 100 lb. k.. 0 12
Indian red, 100-lb. kegs.... 0 15
Indian red, No. 1, 100 lb. k.. 0 06
Venetian red, best bright.. 0 04
Venetian red, No. 1 ..... 0 02½
Drop black, pure dry..... 0 15
Golden ochre, 100 lb. kegs.. 0 06½
White ochre, 100 lb. kegs.. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 2½-3¼
Spruce ochre, 100-lb. kegs.. 4c-6c
Canadian red oxide, bbls....2 -2¼
Super magnetic red..... 2¼-2½c
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

1 lb. tins—

Venetian red 0 15
Indian red 20-26
Chrome yellow, pure 45
Golden ochre, pure 22
French spruce ochre, pure.... 16-18
Chrome green, pure 18-26
French permanent green, pure 28
Signwriters' black, pure 25
Lampblack 0 24
Marine black, 5 lb. irons... 0 17
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.

Duralite 6 15
Albagloss 6 05

GLUE Per lb.

Brantford All Round Glue—
Case No. 7—50-lb. pkgs.....$28 00
Case No. 8—100 ½-lb. pkgs.. 31 00
Case No. 9—200 ¼-lb. pkgs.. 38 00
Discount.
French medal (prices withdrawn)
English common sheet..... 32-34
English prima 35-38
White pigsfoot 0 50
Cake bone, 112-lb. bags..... 0 35
Hide, 112-lb. bags 0 45
Gelatine, 112-lb. bags..... 45-60
Ground glues, 112-lb. bags, No. 1 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags.. 24

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

F.o.b. Montreal. Discount 25% on box glass.
Discount from pane list 10%.

Ontario Prices.	B.S.	B.D.
Up to 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 84	....	45 45
85 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 25%.
Cut lights, 10%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.
Montreal city price, 10% off list; country, 5%.
Toronto, Hamilton, London, 20%.
For shipments of glass outside of Toronto, Hamilton or London, 10% discount from the list. Freight charges paid to destination, provided the gross list value of the glass is $75 or over. Under $75 in value, 10% discount from the list, f.o.b. Toronto. These prices apply to glass under 90 inches in height. Over 90 inches, then special flat car rates apply.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	$16 00	$16 20
Crown Diamond	16 00	16 20
Crown Pure	16 00	16 20
Green Seal	16 00	16 20
Tiger Pure	16 00	16 20
Ramsay's Pure	16 00	16 20
Moore's Pure	16 00	16 20
O.P.W. Dec. Pure..	16 00	16 20
Red Seal	16 00	16 20
Decorators' Pure	16 00	16 20
O.P.W. English	16 20	16 40
Elephant Genuine...	16 60	16 70

B.B. Genuine Lead, less than tons, $17.95 Toronto; $17.20 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.	14 75	15 50
Less quantity	16 00	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

	Dry, Pound	Paste, Pound
Barrels, 600 lbs...	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto. Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.80; white, 5-lb. packages, $7.20.
F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant, white	3 70
Elephant, colors	3 30
B.H. English, white	3 80
B.H. English, colors	3 55
Minerva, white	3 60
Minerva, colors	3 40
Crown Diamond, white	3 55
Crown Diamond, colors	3 30
B.H. Frescouette, white	3 30
B.H. Frescouette, colors	3 10
Moore's House Colors, white..	3 50
Moore's House Colors, colors.	3 40
Moore's Egyptian Paint, all colors	2 75
Moore's Floor Paint	2 90
Moore's Sani-Flat	3 00
Jamieson's Crown Anchor....	3 30
C.P.C. Pure, white	3 80
C.P.C. Pure, colors	3 55
O.P.W. Canada Brand, white	3 55
O.P.W. Canada Brand, colors	3 25
O.P.W. Canada Brand, floor.	2 80
O.P.W. Flat Wall, white	3 05
O.P.W. Flat Wall, colors....	2 85
Ramsay's Pure, white	3 65
Ramsay's Pure, coors	3 35
Martin-Senour, 100%, white..	3 80
Martin-Senour, 100%, colors.	3 55
Martin-Senour, Porch Paint..	3 55
Martin-Senour, Neutone, white	3 35
Martin-Senour, neutone, col..	3 10
Senour's Floor Paint	3 00
Sherwin-Williams, white	3 80
Sherwin-Williams, colors	3 55
Flat Tone, white	3 30
Flat Tone, colors	3 10
Lowe Bros. H.S., white.....	3 80
Lowe Bros. H.S., colors	3 55
Mellotone, white	3 35
Mellotone, colors	3 20
Sanitone, white	3 30
Maple Leaf, white	3 80
Maple Leaf, colors	3 55
Maple Leaf, floor	3 00
Maple Leaf, flat wall.....	3 10
Pearcy's Prepared, colors.....	2 75
Pearcy's Prepared, white.....	3 15

F.o.b. Montreal, Toronto.

PARIS GREEN C.P. Berger's Per lb.

In barrels, about 600 lbs.	0 60¼ 0 61
In arsenic wegs, 250	
In 50 lb. and 100 lb. drums	0 61¼ 0 62
In 25 lb. drums.....	0 62¼ 0 63
In 1 lb. packets, 100 lbs. in case.....	0 64¼ 0 65
In ½ lb. packets, 100 lbs. in case	0 66¼ 0 67
In 1 lb. tins, 100 lbs. in case	0 66¼ 0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY	Standard Montreal	Less than tons Toronto
Bulk, in casks	$4 35	$4 55
Bulk, 100-lb. drums.	5 20	5.30-5.40
Bulk, 25-lb. drums..	5 20	5 40
Bulk, 12½-lb. irons.	5 20	5.45-5.65
Bladder, in bbls. ...	5 20	5.45-5.65

Ton lots standard are 20c per hundred pounds less.
Pure Putty, $2 cwt. advance.
London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $4.40-$4.50.
Pure Orange, gal., $4.15-$4.25.
Gum Shellac, TN, 70-74c lb.; finest orange, 83-86c; bone dry white, 80-83c.
F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 00
B.H. Vanisher	$2 75
Cumoff	3 00
Takof	3 25
O.P.W. Presto	3 00
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING Gal.

Liquid Slating, B.B.....$2 20

VARNISHES Per gal. cans

No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.45
B.H. Stovepipe Varnish, ½ pints, per dozen	1 54
Depend-on, list	3 25
B.H. Maritime Spar, list....	7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.	
Elastilite	2 90
Granitine	2 90
Hydrox Spar	3 65
Sun Varnish	2 64
Sun Spar	4 58
Sun Waterproof Floor	3 02
Jasperite Interior and Exterior	2 65
Jasperite Pale Hard Oil ...	1 90
Jasperite Indestructo Floor Finish	2 65
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 86
Elastic Interior	2 64
Mar-not	3 52
Quick Action House	2 47
Rexspar	4 62
Sear-Not	3·34
Kyanize Spar	4 95
Kyanize Cabinet Rubbing ..	3 85
Kyanize Interior	3 85
Luxeberry light	3 30
Luxeberry granite	3 52
Luxeberry spar	4 95
Ramsay's Universal	2 64

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.....	0 13½
Opalite, 100 lb. kegs.....	0 14
1 gal. packages, per pkg...	0 75
½ gal. package, per pkg...	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $6.50; colors	7 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 20
XX Quality	0 18
X quality	0 17

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 21
X Grand	0 19¾
XLCR	0 18½
X Empire	0 17¼
X Press	0 16

WASTE, COLORED WIPING

Quality I	0 15
Quality IA	0 13
Quality IB	0 11
No. 5	0 16
No. 7	0 14
Japanese	0 15

WIPING WASTE, COLORED

Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	10½

This line subject to trade discount for quantity.

WAX Per lb.

C. & B. Floor Wax	$0 35
B.H. Wax	0 35
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 30
Anchor	0 33
O.P.W. Lion Brand	0 35
Old English	0 45-0 55
Johnsons	0 45-0 55
Jamieson's liquid wax, gal...	2 75
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 40

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2 50
Gilders, bolted, in bbls.....	3 00

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL per gal.

In five gallons	$1.80-$1.90
In barrels	1.70

$4 extra for barrels
F.o.b. Montreal, Toronto, London.

Navigation Will Soon be Open. Send in Your Orders *for* LIVINGSTON BRAND LINSEED OIL

There are many districts in Canada which are easier of access through navigable waters than by rail. To the merchants in these localities, our advice is to anticipate now, their Linseed Oil needs for the next few months.

Livingston Brands Are Always Guaranteed

"PURE, THAT'S SURE"



If Your Jobber Does Not Handle, Then Write Direct

The DOMINION LINSEED OIL COMPANY, Limited

BADEN TORONTO MONTREAL

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regal Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $41; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Singl Bit	$14 50	$18 00
Double Bit	16 50	19 50
Broad axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin 20%
Gilmour 50%

BARS, CROW. $9.25 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.05 base; other sizes, $5.60 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 33 1-3%; over 6 in., 20 and 10%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOARDS—Wash

	Doz.
Improved Globe	$4 00
Diamond King, Glass	4 75
Western King, Enamel	4 75

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	35
3 x 3 in.	37
3½ x 3½ in.	38
4 x 4 in.	47
4½ x 4½ in.	68
5 x 5 in.	80

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $18.50; ¼, $13.65; 5-16 in., $12.20; ⅜, $11; 7-16, $10.70; ½, $10.40; 9-16, $10.40; ⅝, $10.25; ¾, $10.15; 1 in., $9.90. Logging, 5-16 in., 14c; ⅜, $12.80; ½, $12.20; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20. No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 55

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks

8, 9, 10 ..... 66c lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.50; 10 in., $7.20; 12 in., $8.45.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

See Wares.

FILES

Globe	Discount 45%
Nicholson Gen	Discount 35%

FITTINGS

Malleable	Black	Galv.
Class B	$ 26	$ 36½
Class C	17	26
Bushings	25%	..
Unions	35%	..
Nipples 4" and under	45%	..

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. barrels, 30c lb.; 100-lb. barrels, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$12 00	$17 50
26 to 40	13 25	20 00
41 to 50	16 75	23 00
51 to 60	17 50	23 50
61 to 70	18 75	25 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $7.25; No. 2 and larger, $7; snowshoes, No. 0 to No. 1, $7.50; No. 2 and larger, $7.25; steel, No. 0 to 1, $7.70; No. 2 and larger, $7.45; featherweight, $8.85.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED

	Apollo	"Fleur de Lis" Premier
10¾ oz. or 28 Eng.	$11 20	$11 20
28 Am. or 26 Eng.	10 90	10 90
26 Am. or 26 spec.	10 60	10 60
24	10 45	10 45
22	10 45	10 45
18 and 20	10 30	10 30
16 Am.	10 20	10 20

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set $1 80
Mrs. Pott's No. 50, set 1 90

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $2 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 00
3	2 70
4	4 75
Barn Door	
5	2 70
8	2 90
9	5 00

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 5 00
New Century B	10 15
New Idea	11 35
Snowball	9 00

MATTOCKS

Pick, $11; cutter, $11.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	4 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$7 75	$8 25
Empress	10 00	10 60
Daisy	6 15	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices Per Roll

1 in. mesh x 24 in.		$5 95
	30 in.	7 20
	36 in.	8 50
2 in. mesh x 24 in.		2 90
	30 in.	3 40
	36 in.	4 05
	48 in.	5 25
	60 in.	6 55
	72 in.	7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 35c; Family safety coal oil, 23½c; "Engoline" engine coil oil, 19½c; Summer black oil, 22½c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 46c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $19; less quantities, 20c.

PICKS, Clay, 6-7, $10.40 per doz.

POLISH—

	Doz.
O-Cedar—	
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page.)

What will Spring mean to *your* Paint Sales

?

To Stephens' Agents everywhere each succeeding Spring means a greater paint turnover than ever before.

That's the way Stephens' Paints benefit the dealer—the good effect of supplying these paints that live up to their guarantee is cumulative.

Stephens

Year after year sales increase in volume. Customers perfectly satisfied the previous season come again to ask for Stephens' Paints. They're settled on the paint question—perfectly assured by experience that Stephens' Paints are every whit as perfect as they're guaranteed to be.



If you are not satisfied with your paint prospects for this Spring, if you feel that your increase will not be as great as you deserve, get in touch with us without delay. Let us explain our proposition and tell you what it is doing for other Dealers.

G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG AND CALGARY

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18x21 per box, half polish, $10.25; full polished, $11.75; 18x24, half polished, $10.25; full polished, $11.75; 20x28, half polished, $10.25; full polished, $11.75.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3 55 per dozen.

PUTTY

100-lb. irons	$5 50
25-lb. irons, per cwt.	5 80
1½-lb. tins	0 10

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope, ¼ and over, 55c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell).

Net list.

SAWS, BUCK

Happy Medium, $10.00; Watch Spring, $10.40; Lance Tooth or Lightning Blades, $10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%

SCYTHES—	Doz.
Bramble	$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—	
No. 2 loop	11 50
Bush	13 00

SWEEPERS, Carpet—	Each
Bissell's Grand Rapids, jap'd.	$2 85
Bissell's Grand Rapids, nick.	3 20
Bissell's Vacuum "Superba"	8 25

STEEL SHEETS, BLACK

10 gauge	$8 50
12 gauge	8 50
14 gauge	8 40
16 gauge	8 50
18-20 gauge	8 80
22-24 gauge	8 85
26 gauge	8 90
28 gauge	9 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd Pt., $13.30; L.H., Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30. Black Cat and Crescent Scoops—No. 4, $15.80 doz.; No. 6, $16.80; No. 8, $17.80; No. 0, $18.80; Moose & Jones Scoops, No. 4, $16.90; No. 6, $17.80; No. 8, $18.70; No. 10, $19.60.

SOLDER. Per pound, 54 to 55c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $7.50; machine, $8.00 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.30 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $9.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TRAPS, GAME—	Doz.		
	Victor	H.& N.	Jump
No. 0	$1 80	....	....
No. 1	2 12	$3 25	$2 75
No. 1½	3 17	4 88	4 12
No. 2	4 44	6 83	6 05
No. 3	5 90	9 10	8 05

TUBS—	Wood	Fibre
No. 0	$18 30	$20 95
No. 1	15 65	18 00
No. 2	13 20	14 90
No. 3	11 45	12 70

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply	$0 60
Cotton, 4-ply	0 65
	Dozen

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.

Scotch Grey, 40, 12½% discount.

Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, 17½% discount.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.65; less than ton lots, $17.00.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRENCHES (NUT)—	
Agricultural—	Doz.
6 in.	$ 6 00
8 in.	7 20
10 in.	8 40
12 in.	10 80
15 in.	14 40
Perfect Handle—	
6 in.	13 00
8 in.	15 60
10 in.	18 20
12 in.	23 40
15 in.	31 20
18 in.	41 60

WRENCHES (PIPE)—	
Stillson—	Each
6 in.	$1 00
8 in.	1 13
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 60
36 in.	6 75
Trimo—	
10 in.	$1 45
14 in.	2 00
18 in.	2 90
24 in.	4 15

	Dozen	
Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Royal Canadian, $51,90 per doz.; Eze, $56.10 per doz.; Bicycle, $62 per doz.; Ajax, $125.00 doz.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS, MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON, FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER — THE RETAILER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

The Best Share For Every Plow



CRESCENT FORGE & SHOVEL CO. TRUE FIT TRADE MARK HAVANA, ILL. U.S.A.

CRESCENT PLOWSHARES

Fit Practically Every Plow in Western Canada

OUR WARRANTY: We warrant all goods of our manufacture to be made of the best quality of steel for the purpose intended, and to be made in a workmanlike manner. Fitted plowshares are warranted to fit the plow for which they are intended. The fit of every share is carefully tested before leaving the factory, and every precaution is taken to prevent mistakes, which occasionally occur. Should any share prove defective in fit, material or workmanship, it will be cheerfully replaced free of charge.

Made in Over 1000 Patterns



Crescent Forge & Shovel Co.

HAVANA, ILLINOIS, U.S.A.

Crescent Plowshares are sold in Canada by

D. ACKLAND & SON, LIMITED, Winnipeg, Man.

Ask Ackland's for the Latest Lists—Write



DOUGALL'S TRANSPARENT FLOOR VARNISH

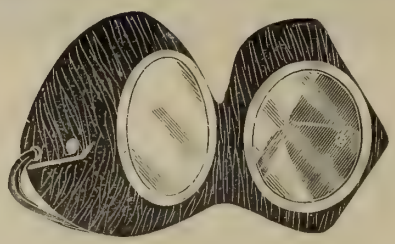
Reveals the Beauty of a Floor

The beautiful grain and color of the wood comes into bold relief under this hard-drying varnish.

It covers evenly without shading, is tough and elastic without being "gummy," and wears well even under constant traffic.

You'll be as pleased as your customers if you push this good line.

The Dougall Varnish Co., Limited
MONTREAL



Save Your Eyes

Snow and sun are hard on the eyes; save them by using Goggles. We carry a full line, Folding, Universal in tin cases, and Micalite Goggles; the best in the market, made in one piece and fireproof. All in assorted colors.

Thos. Birkett & Son Co.
Limited
OTTAWA, ONTARIO



A Lifesaver!

With profits on many other lines cut to the bone, many dealers are concentrating on LIQUID VENEER, paying them 72% *Profit* on their investment and retailing at the same old prices, 25c and 50c.

Now is the time, with our big advertising campaign in full swing, for YOU to get your share. Shove LIQUID VENEER to the front.

falo Specialty o., Buffalo, N.Y.
Bridgeburg, Ont.

If interested, tear out this page and keep with letters to be answered.



SHERWIN-WILLIAMS



AUTO



ENAMELS

Are a profitable investment for any merchant.

Easy to apply, durable, and produce a beautiful, lasting finish that protects the car, as well as insuring a well-pleased customer.

S-W Auto Enamels are made from the very highest grade of raw materials, that insure satisfactory results. Your customers are looking for means to reduce their operating expenses, and this is one of them.

No man likes to ride in a dirty, shabby car, and this is not necessary, when a beautiful finish can be obtained at very little cost and labor. Skilled labor is not required to apply these enamels, as well as other finishes which are manufactured for automobile purposes by The Sherwin-Williams Co.

Here is an opportunity to increase your profits

By putting in a nice stock of S-W Auto Enamels, and satisfying the demands of your customers. Let them know that you have these goods in stock, and you will find a ready sale, which will not only increase your business in this line, but the satisfactory results obtained with S-W Auto Enamel will bring other sales for S-W paints and varnishes which you should have in stock.

THE SHERWIN-WILLIAMS CO.

of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.

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THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Canadian B. K. Morton Co., Montreal.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Ware Mfg. Co., Oakville, Ont.

Ammunition
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Auto Accessories
Adamson Mfg. Co., Hamilton, Ont.
Boston Varnish Co., Everett Station, Boston, Mass.
Canadian Carbon Co., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Cummings Bros., Flint, Mich.
Cushman Motor Works, Ltd., Winnipeg, Man.
Great West Electric Co., Ltd., Winnipeg, Man.
Geo. W. Griffiths & Son., Stratford, Ont.
Hyslop Bros., Toronto.
C. Kloepper, Limited, Toronto, Ont.
Leeks & Potts, Hamilton, Ont.
Line, Hansen & Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Chain Co., St. Catharines.
New Era Spring Specialty Co., Grand Rapids, Mich.
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Reeder Weeks Mfg. Co., Hamilton, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Thermoid Rubber Co., Trenton, N.J.
Samuel Trees & Co., Toronto.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Uneeda Ford Demountable Wheel Co., Toronto.
Vernald Mfg. Co., North East, Pa.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Toronto.
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Empire Mfg. Co., London, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Newell Mfg. Co., Prescott, Ont.

Bends, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Bibbs, Basin and Bath Cocks, Fuller
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brass Goods
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets and Rods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

Bolts and Nuts
Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
C. Kloepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound
Wilkinson & Kompass, Hamilton.

Boiler Tubes
Baines & Peckover, Toronto.

Boilers, Heating and Range
Empire Mfg. Co., London, Ont.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Bone Grinders
Toronto Lock Mfg. Co., Toronto.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Stanley Works, New Britain, Conn
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Builders' Hardware
J. Brais & Co., Cleveland, Ohio.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Cans
A. R. Whittall Can Co., Montreal, Que.

Cans, Gasoline, Oil
Cannon Oiler Co., Keithsburg, Ill.

Canoes
Canadian Canoe Co., Peterboro, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

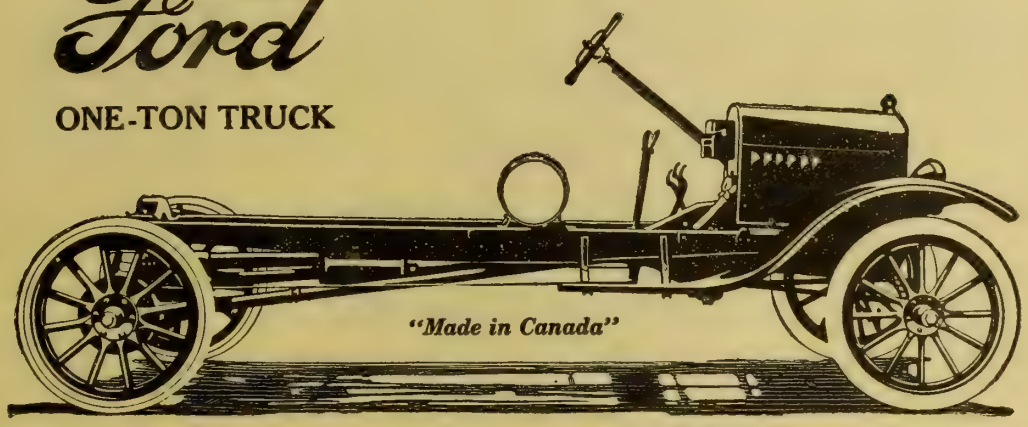
Cash Carriers
Gipe Hazard Store Service Co., Toronto.

Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

For Ton Trucking Purposes

Ford

ONE-TON TRUCK



BUSINESS men everywhere who have hauling or delivering problems to consider—whether operating a wholesale business, a retail store, or a farm—will welcome the arrival of the Ford One-Ton Truck.

PRICE

$750

F. O. B.
FORD, ONT.

Supplied as chassis only

Heretofore, the Ford user who wanted to carry loads up to a ton found it necessary to get one of several special attachments or extensions which were on the market. Now the standard Ford truck is available—a car that can withstand the drudgeries of commercial use, and yet lacks superfluous weight, and is easily handled.

The truck differs from Ford passenger cars in that it is specially designed throughout in proper pattern and strength for heavy-duty service. It has a final drive of the worm gear type, so that all gears are enclosed. Rear wheels are equipped with solid tires. Front tires are pneumatic. Standard Ford motor, transmission and ignition.

The largest truck and automobile company in the British Empire, with an organization of more than 700 Canadian dealers stands back of every Ford truck purchased.

See any Ford Dealer in Canada, or write for a catalog

Ford Motor Company of Canada, Limited
Ford, Ontario

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THE BUYERS' GUIDE

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.
Reeder-Weekes Mfg. Co., Ltd., Hamilton, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
Vol-Peek Mfg. Co., Montreal.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Faultless Caster Co., Evansville, Ind.
Landers, Frary & Clark, New Britain, Conn.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clocks
Western Clock Co., La Salle, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clippers
American Shearer Mfg. Co., Nashan, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

C
Canadian Woodenware Co., St. Thomas, Ont.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Concrete, Reinforcing Steel
Baines & Peckover, Toronto.

Conductor Pipe, Hooks, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., Toronto.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
J. E. Gilson Mfg. Co., Port Washington, Ill.
C. S. Noreross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
J. Wiss & Sons.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.

Dish Washers
Home Helps Sales Co., Montreal.

Display Racks and Stands
Cameron & Cameron, Toronto.
National Mfg. Co., Sterling, Ill.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.

Doors, Screen
Kasement Skrene Dore Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.

Door Checks
Canadian Yale & Towne, St. Catharines.
G. W. Mallory Co., Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man.
Toronto Lock Mfg. Co., Toronto.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Electro-plating
Toronto Lock Mfg. Co., Toronto.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.

Enamelled Ware
McClary Mfg. Co., London, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright Co., Hamilton, Can.

Engines
Cushman Motor Works, Ltd., Winnipeg, Man.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Eveners
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Auckland & Son, Ltd., Winnipeg, Man.

Expansion Tanks
Pease Foundry Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

Extinguishers, Fire
Booth-Coulter Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fanning Mills
Cushman Motor Works, Ltd., Winnipeg, Man.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Ferrules, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.

Fibre Ware
E. B. Eddy Co., Hull, Que.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Department Supplies
Booth-Coulter Co., Toronto.
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

TEN VITAL FACTS

In times like these it is nice to be sure of some things;

1. For 1918 you can be sure that Dunlop Tires—"Traction," "Special," "Plain"—will "come across" with the greatest mileage ever.

2. That Dunlop Tubes will continue to occupy their conspicuous position for always being the same—always good.

3. That Dunlop Accessories will include everything new that is good and everything good that is old or new.

4. That Dunlop Service will be on a par with Dunlop Reliability—none better.

5. That Dunlop Dealer co-operation will include every method which sound judgment proves will help sell sound tires.

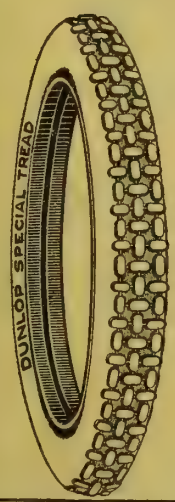
6. That Dunlop Advertising Programme will reach farther and drive home quicker what you continuously seek —REPEAT BUSINESS.

7. That Dunlop "Traction Tread" will hold its position of being "over the top" of other anti-skids.

8. That "Special" will continue to look for comparison with any other make of tire in a similar class.

9. That "Plain" will go on filling its role of a tire at the price which suits all people on many occasions, and many people on all occasions.

10. That Dunlop will stand back of you, and Dunlop Products to the "last man and the last dollar."



Dunlop Tire & Rubber Goods Co., Limited

Head Office and Factory: Toronto Branches in Leading Cities

Other Dunlop Lines are High-Grade Bicycle, Motorcycle, Motor Truck and Carriage Tires; Belting, Packing Hose, Mats, Tiling, Heels and Soles, Cements, Military Equipment, Horse Shoe Pads, Rubber Boots, Tire Accessories, Weather Stripping, Golf Balls, Fly Swatters, Agricultural, Plumbers' and Railroad Supplies, and General Rubber Specialties.

A 100



DUNLOP TIRES

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THE BUYERS' GUIDE

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.

Fixtures, Store
Milbradt Mfg. Co., St. Louis, Mo.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flint Cloths
John Oakey & Sons, London, Eng.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co, Winnipeg.

Garden Cultivators and Weeders
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Erie Iron Works, St. Thomas, Ont.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Hamilton, Can.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Glassware
Leeks & Potts, Hamilton, Ont.

Glass, Window, Plate, Ornamental
Leeks & Potts, Hamilton, Can.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg, Man.
A. Ramsay, Son & Co., Montreal, Que.
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves
Hamilton-Carhartt Co., Toronto.

Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont

Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Halters
G. L. Griffith Son, Stratford, Ont.
Johnson Halter Co., Sarnia, Ont.
R. R. Kinread, Winnipeg, Man.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.

Hammocks
Galt Robe Co., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Steel Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Machinery & Supply Co., Hamilton.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Cushman Motor Work, Ltd., Winnipeg, Man
National Mfg. Co., Sterling Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hardware Fixtures
Duluth Show Case Co., Duluth, Minn.

Hardware Shelving
Duluth Show Case Co., Duluth, Minn.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.

Heaters
Beauchamp, J. E., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hones
American Hone Co., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.

Horse Nails
C. Kloepper, Limited, Toronto, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ice Scrapers
James Bros. Co., Perth, Ont.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Enamels
Boston Varnish Co., Everett Station, Boston, Mass.

Iron Boards
J. E. Beauchamp & Co., Montreal.

Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.

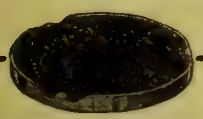
Iron and Steel, Structural
Baines & Peckover, Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.
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Makes a Perfect Permanent Repair





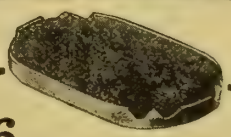
6 Round Patch & Heat Units for Punctures

Complete Outfit

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12 Patch & Heat Units



6 Oblong Patch & Heat Units for Cuts and Tears

The Patch & Heat Unit consists of a chemically treated combustible disc on one side and a pure para rubber patch on the other. This fits over the puncture and a match is applied to the chemical disc. Without blaze or flame this disc furnishes the proper heat, which seals the cut in the tube with the new rubber, making a permanent repair.

The Patch & Heat Unit is all ready to clamp on the tube. The fuel in its metal container and the rubber patch itself are all assembled. No different parts to lose or complicated application to the tube. Simply put the unit over the puncture, clamp it down and apply the match.

SHALER

5 Minute Vulcanizer

The fact that over 500,000 motorists are now using the SHALER 5-Minute Vulcanizer is convincing proof of its ever-increasing popularity. Every motorist is a prospect for one of these handy tube vulcanizers—it should be in every car owner's tool kit—for use anywhere—on the road or in the garage.

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Jack Planes
National Machinery & Supply Co., Hamilton.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extention, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn
Milbradt Mfg. Co., St. Louis, Mo.
Evan L. Reed Mfg. Co., Sterling, Ill.

Lath, Metallic
Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg

Lamps, Nitrogen and Tungsten
Basters Jackson Co., Toronto.
The Canadian Laco-Philips Co., Toronto.
Churton & Taylor, Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton Toronto, Montreal, Winnipeg.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago, Ill.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clinper Lawn Mower Co., Dixon, Ill.
Milbradt Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J

Lead, Black
John Oakey & Sons, London, Eng

Leather Belting and Soles
Beardmore & Co., Toronto.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.

Lace Leather
Wm. Taylor, Parry Sound, Ont.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
McKee Glass Co., Buffalo, N.Y.
Stopglare Co., Hamilton, Can.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.

Mantles, Gas
Hamilton Gas Mantle Co., Hamilton, Can.

Marine Brass Work
Empire Mfg. Co., London, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Expanded
Baines & Peckover, Toronto, Ont.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Leeks & Potts, Ltd., Hamilton, Ont.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Motor Trucks
Ford Motor Co., Ford Ont.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.

Packings
Consumers Cordage Co., Montreal.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Cortland Wants Help

CORTLAND is a commercial traveller. Recently he sought a new position—this because his house—a carpet manufacturing concern—had to give up selling because it could not get wool yarn. Cortland prides himself on being a good salesman—will sell groceries, dry goods, millinery, hardware—it doesn't much matter. He has preferences, of course, but he has ability to sell. But when he sought a new position, he looked about for a firm that advertises regularly and strongly to the retailers he would be required to call on. Cortland wants to go out for a known house and one that has the modern spirit. He can sell more goods for a house of this type, and with less trouble. And the more goods he sells, the more income he has.

In this regard he differs from Spiers and a dozen other men known to him, who fancy that trade newspaper advertising by the house they represent takes away something from their personal success and power, and so makes their jobs less secure. It is blindness that makes a traveller disdain supporting trade newspaper advertising, and this view of the matter led to a rather hot discussion one day in the smoker of a G. T. R. train going to Guelph.

"What's your reason for thinking that trade newspaper advertising lessens your value as a salesman, and makes your job less secure? I know your views, but tell me what evidence you have to support them,"—this from Cortland to Spiers.

Spiers started off restating his views, but not contributing any substantial evidence. So Cortland said to him: "Spiers, get down to cases. Give me the name of a single traveller known to you that has lost out by representing a house that advertises. Come now, Spiers, get down to cases," and Spiers had to confess that "he couldn't just think of any offhand."

"All right," said Cortland. "Now let me give you the names of some men known to us both that have had a rather bad time of it on the road. There's Hughes—you know Hughes? . . . Hughes has been with three houses in the last two years. I was talking with him last Friday. He confided to me that it was hard sledding. He called on men who used to buy from Munro. But he found that it was Munro's personality that secured him the trade he had. Munro formerly represented ————, and when he left them, he carried a good deal of his trade with him. But Hughes told me that his house wasn't "sold" to Munro's customers at all, and that they were more than willing to go back to their old connections when the chance offered. It meant that Hughes failed miserably, and he felt that it was not his fault. He said that his house was but little regarded even though there was nothing to complain about its goods or service. Hughes told me that he had been having some unpleasant interviews with his "boss" when he got in Saturdays, and that the Boss wouldn't see it when he said that former customers preferred to do business with a house better known to them—through advertising in CANADIAN GROCER. Hughes quite expects to make a new connection and is going to tie up with a house well known to the trade. He says that then he'll have a chance to hold and get trade, and that it will be better for him and his reputation."

And Cortland went on to speak of several other men known to most of the company in the smoking compartment; and Spiers had to admit that he had nothing to offer in the way of rebuttal. Also, he knew from several experiences of his own that he had lost out because he represented a house that wouldn't advertise.

"Let me tell you this," went on Cortland. "I find that it is a good deal easier to sell a man who is well-informed, who reads a good trade newspaper. I find him more intelligent, quicker in his decisions, surer of his position, more appreciative of what I have to say to him and have to show him. I don't have to spend so long a time over him to get business. He is a quicker and surer buyer. On the other hand, the hardest man to sell to, and to sell a second time, is the man who gets no trade newspaper, who is ignorant of what's doing. He is suspicious, hesitates a lot, gives me business timidly, and generally is not doing a very good business. His store is poorer, his customers are fewer, and altogether he is not nearly so good a customer as the all-alive retailer who reads a good trade newspaper and knows goods and prices and is on his tip-toes all the time.

"And so I am a booster for trade newspapers. I carry a copy of DRY GOODS REVIEW with me wherever I go. I show it to my customers to substantiate arguments and to convince them. This paper is a mighty good friend of mine, and you can be sure I show our firm's advertisement every time. As a matter of fact, I help in the preparation of the advertisements, because I know what gets home to the men I call on.

"No, men, I most certainly do not agree with Spiers when he pooh-poohs trade newspaper advertising. And I pass on a friendly tip to any others among you who think that advertising takes away from your earning and selling value, and cuts something off your earnings."

FOOTNOTE:—A group of trade newspapers worthy of Cortland's "boosting" are:

CANADIAN GROCER	DRY GOODS REVIEW	BOOKSELLER AND STATIONER
HARDWARE AND METAL	MEN'S WEAR REVIEW	SANITARY ENGINEER

Each of these newspapers is relied on by subscribers in many ways—for market news, trade news, help in the conduct of business, new merchandising ideas, advertising and window-trimming assistance, and advertisers' news. Because of their large and thorough circulations among wholesalers' and manufacturers' customers, they are first-class advertising mediums. Specimen copies and advertising rates sent on application to the publishers—

The MacLean Publishing Co. Limited, Toronto, Can.

Also at Montreal, Winnipeg, New York, Chicago, Boston and London, England

THE BUYERS' GUIDE

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto

Pipe, Galvanized, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Tools
Empire Mfg. Co., London, Ont.

Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Plates, Plain and Chequererd
Baines & Peckover, Toronto.

Polishes
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Poultry Netting
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Empire Mfg. Co., London, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto

Rakes
Doust Specialty Co., Toronto.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Parmenter Bulloch Co., Gananoque, Ont.

Roadlighters
C. A. Shaler Co.

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Screw and Bolt Cases
Duluth Show Case Co., Duluth, Minn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
Baines & Peckover, Toronto.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
M. & L. Samuel Benjamin Co., Toronto.
R. & S. H. Thompson, Montreal, Que.

Show Cases
Duluth Show Case Co., Duluth, Minn.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont
Empire Mfg. Co., London, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Solder
Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Montreal
Northern Electric Co., Ltd., Toronto
Sharp Spark Plug Co., Cleveland, Ohio.

Spades
Canadian Shovel & Tool Co., Hamilton, Can.
Erie Iron Works, Ltd., St. Thomas, Ont.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Store Fixtures
Cameron & Campbell, Toronto.
Milbradt Mfg. Co., Sterling, Ill.
Walker Bin & Store Fixture Co., Kitchener, Ont.

Stoves
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros., Carleton Place
Gurney Foundry Co., Toronto
Hoosier Stove Co., Marion, Ind.
McClary Mfg. Co., London, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton

Steel, Reinforcing
Baines & Peckover, Toronto.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Baines & Peckover, Toronto, Ont.
Dominion Sheet Metal Co., Ltd., Hamilton

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Standard Paint & Varnish Co., Windsor Ont.
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

Stools
Evan L. Reed Mfg. Co., Sterling, Ill.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Supply Pipes, Iron and Brass, Bath and Basin
Empire Mfg. Co., London, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

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THE BUYERS' GUIDE

Tanks, Cistern
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Tanks, Galvanized Steel
Empire Mfg. Co., London and Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.
Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Tapping Attachments
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. of Canada, Galt
Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.
Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Terne Plates
A. C. Leslie & Co., Ltd., Montreal
Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Tiling, Walls and Floor
Barton Netting Co., Windsor
Tiling, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.
Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham.
Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
Tires and Tubes, Automobile
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber Co., Toronto.
McGraw Tire & Rubber Co., East Palestine, O.
Tools
Buck Bros., Millbury, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.
Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.
Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.
Toys
American Flyer Mfg. Co., Chicago, Ill.
J. E. Beauchamp & Co., Montreal
A. C. Gilbert Co., New Haven, Conn.
Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Tools, Woodworkers'
National Machinery & Supply Co., Hamilton
Towel Bars
Kinsinger Bruce & Co., Niagara Falls, Ont.
Newell Mfg. Co., Prescott, Ont.
Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont.
Troughs
Beatty Bros., Fergus, Ont.
Trammel Points
Stanley Rule & Level Co., New Britain, Conn.
Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.
Trucks, Warehouse
Canada Foundries & Forgings, Brockville
John Watson Mfg. Co., Ltd., Winnipeg, Man.
Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.
Truing Devices
Cleveland Stone Co., Cleveland, Ohio
Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Turning Tools
Buck Bros., Milbury, Mass.
Ward & Payne, Sheffield, Eng.
Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.
Tubing, Steel
Standard Tube & Fence Co., Woodstock
Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton
Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
Penberthy Injector Co., Limited, Windsor, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
Jenkins Brass Co., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
Penberthy Injector Co., Limited, Windsor, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Varnishes
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton
Ventilators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Vises
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
C. A. Shaler Co., Waupun, Wis.
Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.
Wagons
Woodstock Wagon Mfg. Co., Woodstock, Ont.
WALLBOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.
Washers
C. Kloepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton
Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Canadian Woodenware Co., St. Thomas, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cushman Motor Works, Ltd., Winnipeg, Man.
Dowswell, Lees & Co., Hamilton
Great West Electric Co., Ltd., Winnipeg, Man
Maytag Co., Winnipeg, Man.
Northern Electric Co., Montreal
Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton
Wash Boards
Canadian Woodenware Co., St. Thomas, Ont.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Water Supply Systems
Empire Mfg. Co., London, Ont.
Weather Stripping
Swan Mfg. Co., Winnipeg
Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.
Weeders, Garden (hand)
J. E. Gilson Mfg. Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont
Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wholesale Hardware
Thos. Birkett & Co., Ottawa, Ont.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Miller-Morse Co., Winnipeg, Man.
Rice, Lewis & Sons, Ltd., Toronto
White's, Ltd., Collingwood, Ont.
White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal
Windows, Kalameined
Metallic Roofing Co., Toronto and Winnipeg
Windshields
Leeks & Potts, Hamilton, Ont.
Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton
Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal
Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton
Wire
Canadian Tube & Iron Co., Ltd., Montreal
British Aluminum Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Belt Screw & Wire Co., Owen Sound, Ont.
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London
Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton
Wire Rope
Baines & Peckover, Toronto.
Wrenches and Accessories
Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
L. S. Starratt Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
J. H. Williams Co., Brooklyn, N.Y.
Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.
Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Snielman Agencies, Montreal
Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal
Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal
Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Dowswell, Lees & Co., Hamilton.
J. H. Connor & Sons, Ltd., Ottawa
Lewis Bros., Ltd., Montreal
Zinc, Bar
Canada Metal Co., Ltd., Toronto

A Satisfied Customer the Best Advertisement

We are pleased to inform you that we are simply delighted with your CANADIAN GROCER.

It is certainly most interesting, and your market reports are about as reliable as they can be. In fact, we do not see how we could do without it now, and the best proof we can give you that we really appreciate your paper is in subscribing to another one of your trade papers, HARDWARE AND METAL, *which you will please send along with* CANADIAN GROCER.

P. PAUL & CO.,
Duncan Station, Que.



No. 246

Why Don't You Increase Your Battery Business?

There's a ready sale for these two styles.

Number 146 North Star Multiple (6 volts), is the ideal battery for Ford Car Service. Can be stored on either side of the gasoline tank, underneath the front seat.

Number 246 North Star Multiple (6 volts), is especially designed to fit the battery box on farm Engines and Tractors.

The batteries are ready for immediate use, and all that is necessary is to connect wires to whatever devices they are intended to operate.

No loose connections,—less liable to short-circuit,—maximum life.

Also made in several other sizes to give various voltages and capacities.

Everybody can be suited. Your jobber will supply you quickly.

The Western Battery for the Western Need



No. 146

Canada Dry Cells, Limited Winnipeg

ANNOUNCING THE

H & R Self-Loading (Automatic) Pistol

Caliber .32 (7.65 M/M)



A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

LEADING HARDWARE AND SPORTING GOODS JOBBERS CAN SUPPLY.

HARRINGTON & RICHARDSON ARMS COMPANY

715 PARK AVENUE, WORCESTER, MASS., U.S.A.

If interested, tear out this page and keep with letters to be answered.



The Originality

which has secured for Sphinx Plugs their position of honour throughout the world also finds expression in the mode of their packing.

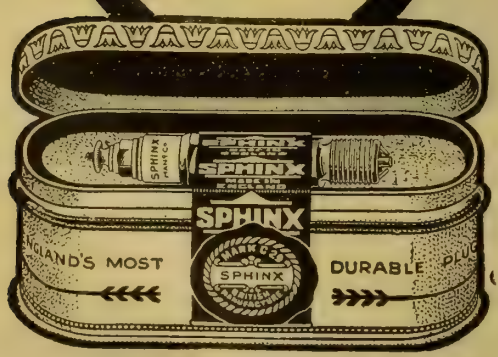
The arrangement is such that without breaking the seal which holds the

"SPHINX"

plug in the box, the lid may be lifted, revealing a removable card fully descriptive of the type of plug. Thus the obvious merit of sealing is coupled with the equally essential advantage of knowing precisely whether the plug under the seal is the pattern suitable for the purpose in view.

Sole Agent for the Dominion of Canada:

W. T. EVANS
1684 St. Urbain St.
MONTREAL



A Big Seller

The Clincher Gaff is very popular among fishermen on account of its practicability, and will be in great demand this spring.



Marble's Clincher Gaff

Controlled entirely by one hand — always ready. There's nothing to set. A spring holds the jaws open. Just reach out—touch the fish—close hand. Jaws of gaff shut with a flash and grip the fish like a vise.

Will hold any fish from ½ to 20 lbs. The fish cannot slip or twist from the gaff. Quicker and surer than a landing net. It's the only humane gaff on the market. Leaves no holes or tears. Very strong and durable.

List price, $1.00. Right discount to dealers. Order a supply from your jobber to-day.

MARBLE'S SAFETY FOLDING FISH KNIFE

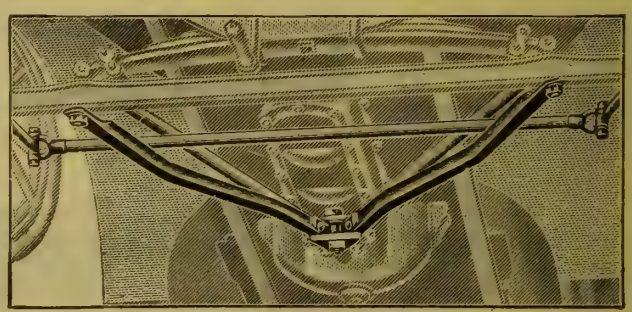


A combination fish knife pocket knife, and hunting knife that excels all. Cuts, rips and scales. Blade folds into handle. List, $1.25.

Write for complete catalog of Marble's Sixty Specialties for Sportsmen.

Marble Arms & Mfg. Co.
000 Delta Avenue
Gladstone, Mich.







Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

LINE & KIMBALL CO.

Manufacturers of Auto Accessories

Moose Jaw **Saskatchewan**

If interested, tear out this page and keep with letters to be answered.

Study the Pictures



Loss—Danger—Inconvenience Without the BOWSER.



Profit—Safety—Convenience With the BOWSER.

No question about which is preferable

The two illustrations above are from actual photographs and vividly picture the advantages of a Bowser equipped oil room.

You can install this modern equipment and handle your paint oils with profit—safety—and convenience, and know that in the Bowser you get the best that money, expert workmanship and the experience of 32 years can produce.

Interesting literature will be sent on request. No obligation.

S. F. BOWSER & CO.
Incorporated
TORONTO, ONT.

Sales Offices In All Centres — Representatives Everywhere

BOWSER ESTABLISHED 1885

Paint Oil Storage Systems

C. C. M. Bicycles
are Easy to Sell

BECAUSE they really are of exceptional quality.

C.C.M. MADE IN CANADA

And because steady advertising for many years has made most Canadians familiar with their good qualities.

Sales are therefore made quickly and at small expense.

Desirable agencies are still open in certain districts.

Canada Cycle & Motor Co., Ltd.
Montreal Toronto WESTON Winnipeg Vancouver

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

HARNESS OIL
NEATSFOOT OIL

Special Cylinder Oil (for steam engines).

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machines Oil (for general use).

Automobile Oil and Transmission Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
35 Water St., Winnipeg, Man.



4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

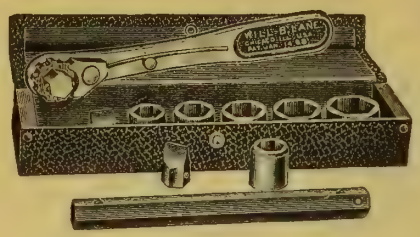
STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

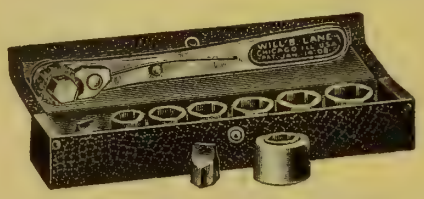
THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

If interested, tear out this page and keep with letters to be answered.



FORD SET

The Ford Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.



STANDARD SET

Standard Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex nuts, as follows: U.S. Standards from ¼ to ½ in.; A.L.A.M. Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 in. to ⅝ in.

Autoists like that ratchet feature

Lane's Unique Ratchet Wrench is ideal for close work

The autoist who has once discovered a few of the hard-to-get-at nuts and screws on his car is only too pleased to have some one introduce to him Lane's Unique Ratchet Wrench. He sees at a glance how effective the ratchet feature would be in close quarters where an ordinary tool would be absolutely useless.

Play up this ratchet feature and so arrange auto accessory displays that when motorists get up against the tool problem they will remember Lane's Unique Ratchet Wrench and come to you for a set.

Representatives

BRITISH COLUMBIA
Millen & Son, Ltd. - - - - Vancouver
Wood-Vallance & Legatt, Ltd. - - Vancouver
Brown, Fraser & Co., Limited - - Vancouver

ALBERTA
Marshall-Wells Alberta Company - Edmonton
Wood-Vallance & Adams - - - Calgary
Merchants Hardware Specialties, Ltd. - Calgary

SASKATCHEWAN
J. H. Ashdown Hardware Co., Ltd., Saskatoon
W. W. Cooper Co. - - - Swift Current

MANITOBA
J. H. Ashdown Hardware Co., Ltd. - Winnipeg
Marshall-Wells Hardware Co., Ltd. - Winnipeg
Wood-Vallance & Co., Ltd. - - Winnipeg
Millen & Son, Ltd. - - - - Winnipeg
Merrick-Anderson Co., Ltd. - - - Winnipeg
Miller-Morse Hardware Co., Ltd. - Winnipeg

ONTARIO
Hobbs Hardware Co. - - - - London
D. H. Howden & Co., Ltd. - - - London
London Engine Supply Co. - - - London
Wood-Vallance & Co. - - - - - Hamilton
Lyons & Marks - - - - - - Toronto
Aikenhead Hardware, Limited - - Toronto
Rice Lewis & Son, Ltd. - - - Toronto
Millen & Son, Ltd. - - - - Toronto
A. Chown & Co. - - - - - - Kingston
Edwin Chown & Son - - - - - Kingston
W. B. Dalton & Sons, Ltd. - - Kingston
Thomas Birkett & Son Co., Ltd. - - Ottawa

QUEBEC
Caverhill, Learmont & Co. - - - Montreal
Lewis Bros., - - - - - - - Montreal
Millen & Son, Ltd. - - - - - Montreal
Mechanics Supply Co. - - - - Quebec
J. S. Mitchell & Co. - - - - Sherbrooke

Will B. Lane - Chicago, Ill.

180 North Dearborn Street

FORD DEALERS!

Here is the Plug You Should Handle

Mosler SUPERIOR



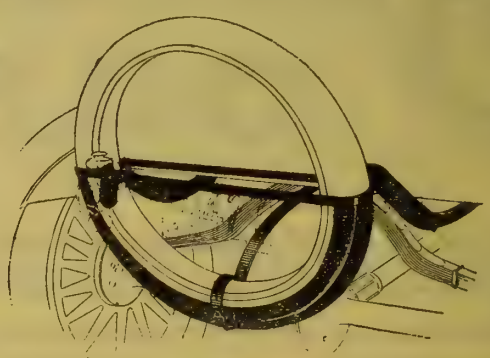
Designed and made for the Ford motor years ago by the pioneer spark plug makers of America.
Unbreakable stone core.
Manganese iron electrodes —won't corrode or warp.
Side electrode with drip loop for oil.
Fits the Ford wrench. Nickel-plated.
Guaranteed to outlast the motor.
The price? Ask us. We can save you money.
SUPERIOR PLUGS are now being used by the largest Ford Dealers everywhere.

Dealer Agents Wanted

CANADA SALES COMPANY
Canadian Agents
183 Church Street - Toronto

The "NIAGARA"

Rear Tire Carrier for FORD Cars



Quickly Attached, without drilling any holes.
Three Arm Support ensures rigidity.
No Chafing of Tires in Pressed Steel Basket.
Carries Demountable rim or plain tire.
Lock Furnished for safety.
Brilliant Finish in Baked Black Enamel.
Ample Clearance over the roughest roads.
Stocked by Jobbers—but insist on ours.

MANUFACTURED BY

Kinzinger Bruce & Co., Ltd.

Niagara Falls Canada

If interested, tear out this page and keep with letters to be answered.

Wanted

SITUATIONS VACANT

WANTED—FOR WHOLESALE HARDWARE—one experienced cost clerk, one experienced stock keeper, one experienced travelling salesman. State age, experience, salary expected and give refrences. Apply sales manager, Western Canada Agency, Limited, Lethbridge, Alberta.

I NEED A LIVE HARDWARE MAN TO TAKE charge of builders' hardware and factory sales. A fair job right now and much better later on. Write in absolute confidence telling me all I need to know and what wages you require. Box 400, Hardware and Metal.

WANTED—2 LIVE SALESMEN — ONE AS manager of department carrying electrical supplies, fixtures, mantels, grates, tiling, etc. Would also have charge of department carrying linoleum, wagons, toys, washing machines, household goods, etc. Must be good salesman and capable of managing department. Would have two or three helpers and in addition would have under his control two or three electricians.

The second salesman should have good knowledge of house furnishings, including enamelware, kitchen ware, house furnishing goods, etc.

These openings in one of Ontario's best city stores. Apply giving all details. Box 396, Hardware and Metal.

SITUATIONS WANTED

HARDWAREMAN DESIRES POSITION AS buyer, manager or salesman. Fifteen years' experience; wholesale and retail, with travelling experience. Best of references. Apply Box 401, Hardware and Metal.

MISCELLANEOUS

STOVE REPAIRS FOR GARLANDS, PEN Esthers, Acmes, Sunlights, Silver Kings, Souvenirs, Welcomes, and all kinds of ranges. Write for list and prices. Grundy Bros., Strathroy.

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

FOR SALE

HARDWARE BUSINESS FOR SALE—SOUTHwestern Ontario. Nice clean stock, about $8,000. Owner in poor health. Apply Box 386, Hardware and Metal.

HARDWARE STOCK AND BUSINESS FOR sale in live town of 800. First-class farmers' trade. Hydro just coming in. Apply Box 360, Hardware and Metal.

FOR SALE — HARDWARE BUSINESS IN large Eastern Ontario city; stock about $8,000.00. Price right for quick sale. Box 361, Hardware and Metal.

FOR SALE—BUILDING AND HARDWARE stock in good live Saskatchewan village. Stock on hand about $6,000. Living rooms above. Good opportunity and terms for right man. Box 726, Hardware and Metal.

HARDWARE BUSINESS FOR SALE. STOCK about $25,000; right on the main street; buildings 25 x 120, two-story; owner retiring. Apply P.O. Box 275, Sudbury, Ont.

ANY ONE WISHING TO SECURE A GOOD tinsmith, stove and furnace business in best town in New Brunswick; a small outlay for spot cash. For particulars apply Box 399, Hardware and Metal.

For Quick Sales

Recently a hardware dealer in Western Canada became overstocked with shotguns. He placed a want ad. in Hardware & Metal. We learned eventually that he not only disposed of his stock, but received several orders that he could not fill. If this man had kept this stock away, it would not only have deteriorated in value, but he would have had to pay taxes, insurance, etc. on it. If you have anything on hand which you wish to dispose of quickly advertise it in our want column. The quick results will make the first cost negligible.

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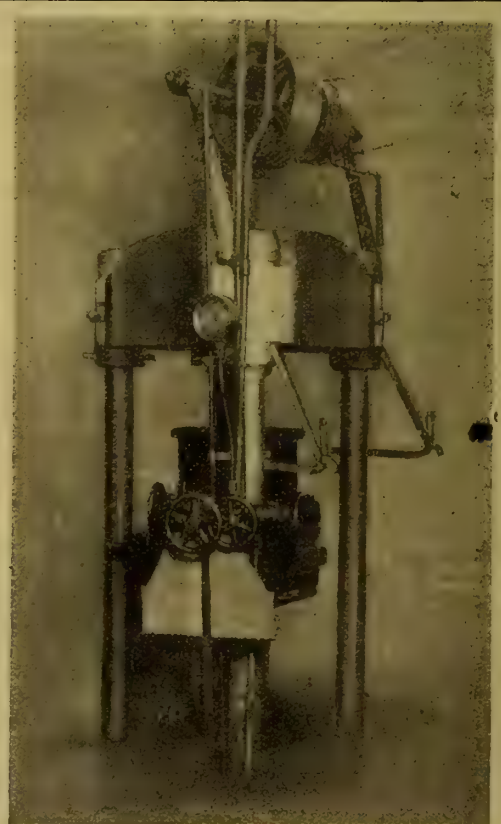
When you're asked for something in lead or mixed metals

that, perhaps, you've never heard of or anyway, don't know where to get, remember **Hoyt's.** Remember that **Hoyt's** not only turn out huge quantities of the best babbits you can buy, but that also they make bar and wire solder, sheet lead, came lead and all manner of specialties. If ever you are asked for a lead specialty, or something out of the ordinary in mixed metals, write at once to

HOYT METAL COMPANY
Toronto, Canada

London, Eng. **St. Louis, Mo.**

New York, N. Y.



One of our presses specially designed for wire solder, Came lead and specialties. Other presses not shown in the picture are especially adapted for lead pipe and Came leads.

Their Simplicity recommends MENDETS

A PATENT PATCH

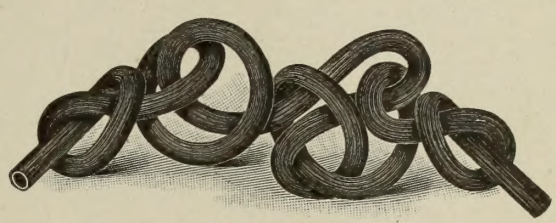
"Mendets" are so simple in construction and application that they instantly make a hit with the busy housewife. They provide the only permanent method of mending leaks in graniteware, and hot water bags, besides effectively repairing any cooking utensil or any kind of rubber goods. "Mendets" are a necessity in every home. There's a big field in your locality.

Wholesale Hardware Merchants Who Sell MENDETS:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co. Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal, Que.; A. Chown & Co., Kingston; The Gray-Harvey Co., Limited, Ottawa, Ont.; H. S. Howland, Sons & Co., Limited, Toronto; Mills Hardware Co., Limited, Hamilton; Revillon Wholesale, Ltd., Edmonton, Alta.

Collette Mfg. Company, Collingwood, Ont., Canada

"Multiped"

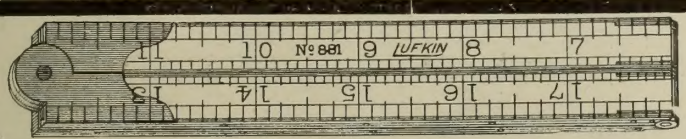
The Garden Hose That Doesn't Kink

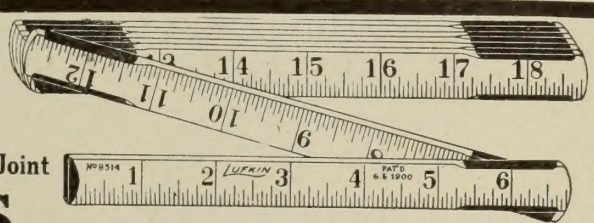


A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto, Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria





LUFKIN

Boxwood and Spring Joint

RULES

MEASURING TAPES

ALL SOLD UNDER THAT BROAD, DEFINITE GUARANTEE, ABSOLUTE SATISFACTION TO DEALER AND USER.

Complete Lines.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Prompt shipments from stock.

TINKER TOM'S TALKS.



Talk Number One Hundred and Forty-Three

From Hamilton to Vancouver it's the same story—everybody busy, everybody prosperous. Trade prospects best ever. We will all serve His Majesty the Farmer for years to come.

TINKER TOM.

Look out for Talk No. 144 next week.

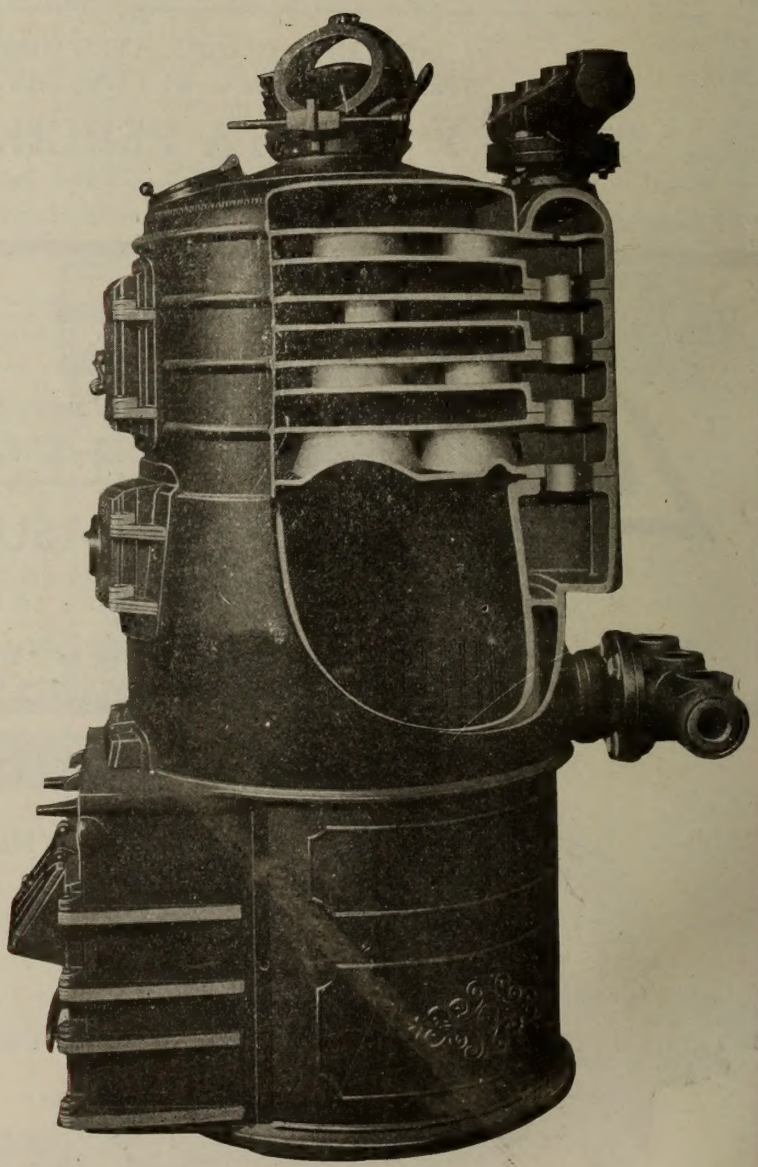
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